

Billboard • \$50.00

1982-83 International Buyer's Guide

BUYER'S GUIDE

- Information From Over 70 Countries
- Record Companies, Music Publishers & Sheet Music Jobbers & Suppliers
- Records, Tapes & Accessories Wholesalers
- Music-Record-Tape Audio & Video Services & Supplies
- Industry Statistics



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*An asterisk before a section name indicates that the listings within the section are in geographical order, first by state and then by city within each state. Sections without asterisks have listings in alphabetical order.

HOW TO USE THIS DIRECTORY



As a guide to locating specific listings, the following explanations are presented for each major section (in boldface, capital letters). As a first step for finding any listing, refer to the Contents page for the first page of the particular section desired and note whether the listings are arranged geographically (an asterisk before the section name) or alphabetically.

RECORD COMPANIES MUSIC PUBLISHERS

Finding a record company or music publisher is straightforward since these listings are in alphabetical order within each section. Record labels are cross referenced back to their companies, and affiliates and administered companies back to their publishers.

SHEET MUSIC JOBBERS & SUPPLIERS

These listings are in geographical order by state and then by city within each state.

WHOLESALEERS

This section, which is sequenced geographically, lists distributors, one stops, rack jobbers, importers and exporters of audio and video records, tapes and accessories. Record labels listed are limited to thirty-five.

SERVICES SUPPLIES

To find a service or supply company, first find the subsection on the Contents page and then note whether the section is arranged alphabetically or geographically. Company listings are limited to those services and supplies done in-house and provided to outside clients; that is, no subcontracting. Brand names are cross referenced back to their companies.

BLANK TAPE & BULK TAPE PRODUCT CHART

These charts of audio and video blank and bulk tape should be used in conjunction with the Tape Product Chart Listings which immediately follow the charts and present the addresses, telephone numbers and personnel of the companies with tape product.

ACCESSORIES PROMOTIONAL MERCHANDISING AIDS JUKEBOX STORE FIXTURES

Each section has listings in alphabetical order. Brand names are cross referenced back to company names.

INTERNATIONAL

Countries are listed in alphabetical order (refer to the International Contents on page 161 for a quick reference to the countries covered). Within each country the order of the sections is the same as that used for the U.S. listings. The principal difference between the U.S. and international listings is that all of the latter are listed alphabetically within each section with the exception of the Canadian wholesalers' listings, which are arranged geographically by province and then by city within each province.

ADVERTISERS INDEX

To quickly locate an advertiser within the International Buyer's Guide, turn to the Advertisers Index, which starts on page 301 and lists the advertisers in alphabetical order and the pages on which their advertisements appear.

GENERAL INFORMATION ABOUT LISTINGS

- 1) Make note of any legends that may appear below any of the section heads. They contain important information that applies to that section's listings.
- 2) Sometimes it is necessary to jump portions of some categories to other parts of the directory. Watch for notations, usually at the bottom of the pages, and follow the listings to the page indicated.
- 3) If your company should be listed in this guide but is not, please send the relevant information in the format of the section under which it should appear to Billboard, Directory Central, 2160 Patterson St., Cincinnati, Ohio 45214. We will mail you a questionnaire at a later date for next year's listings. Additionally, as a service to our subscribers and readers, we have and will continue to print an article in the weekly issue of Billboard (about six months before the publication date) indicating the Buyer's Guide contents and its cutoff date for listings.



Founded 1894

The International Newsweekly Of Music & Home Entertainment

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BILLBOARD PUBLICATIONS, INC.

1515 Broadway
New York, N.Y. 10036
(212) 764-7300 Telex: (710) 581-6279

9107 Wilshire Blvd.
Beverly Hills, Calif. 90210
(213) 273-7040

2160 Patterson St.
Cincinnati, Ohio 45214
(513) 381-6450

14 Music Circle E.
Nashville, Tenn. 37203
(615) 748-8100

Utsunomiya Building
19-16 Jingunae, 6-Chome
Shibuya-ku, Tokyo 150
03-498-4641 Telex: 781-25735



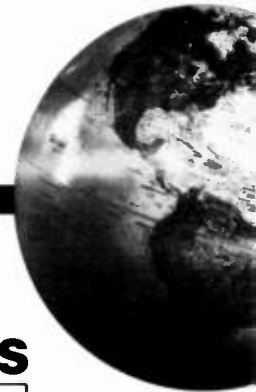
733 15th St. N.W.
Washington, D.C.
(202) 783-3282

Pizzale Loreto 9
Milan, Italy
28-29-158

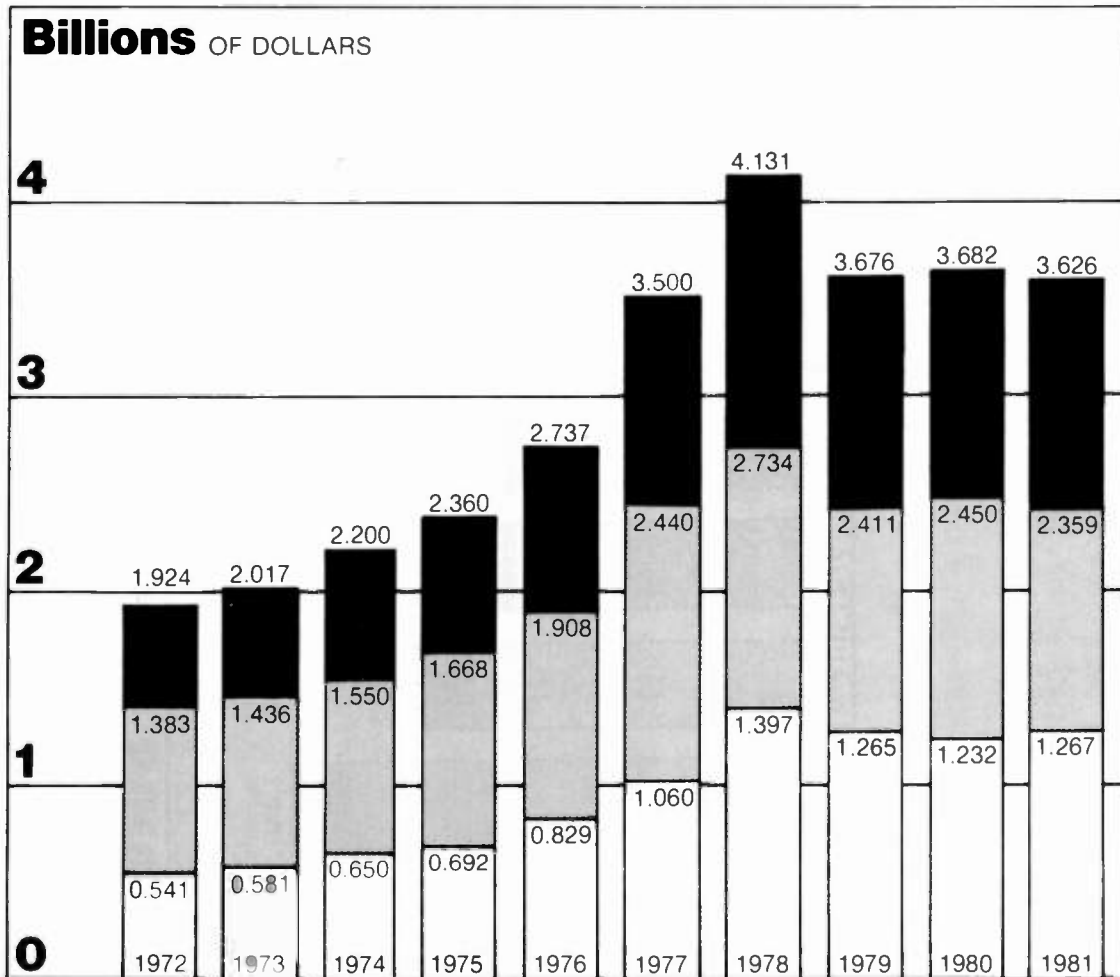
Apartado Postal 11-766
Mexico 11, D.F.
905-531-3907

7 Carnaby Street
London W1V 1PG
439-9411 Telex: 851-262100

SHIPMENTS BY CONFIGURATION

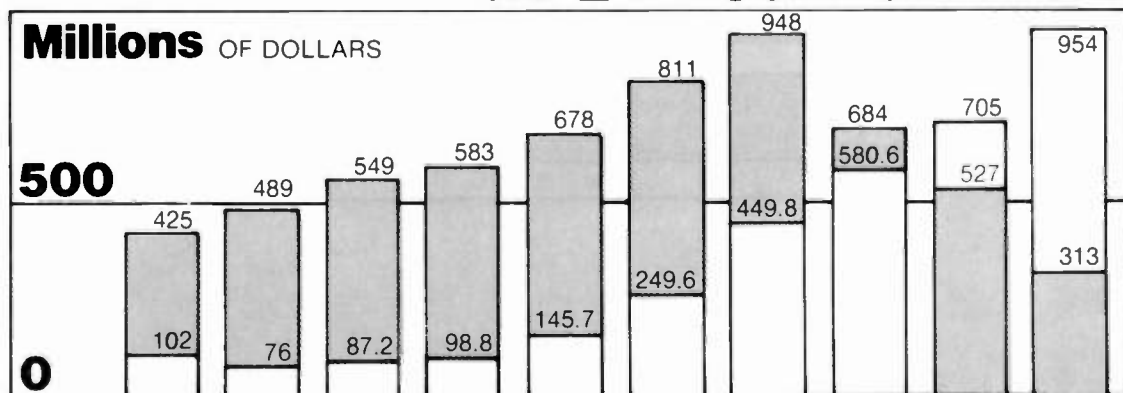


PRERECORDED MUSIC SHIPMENTS



Total Sales
 Records
 Tapes

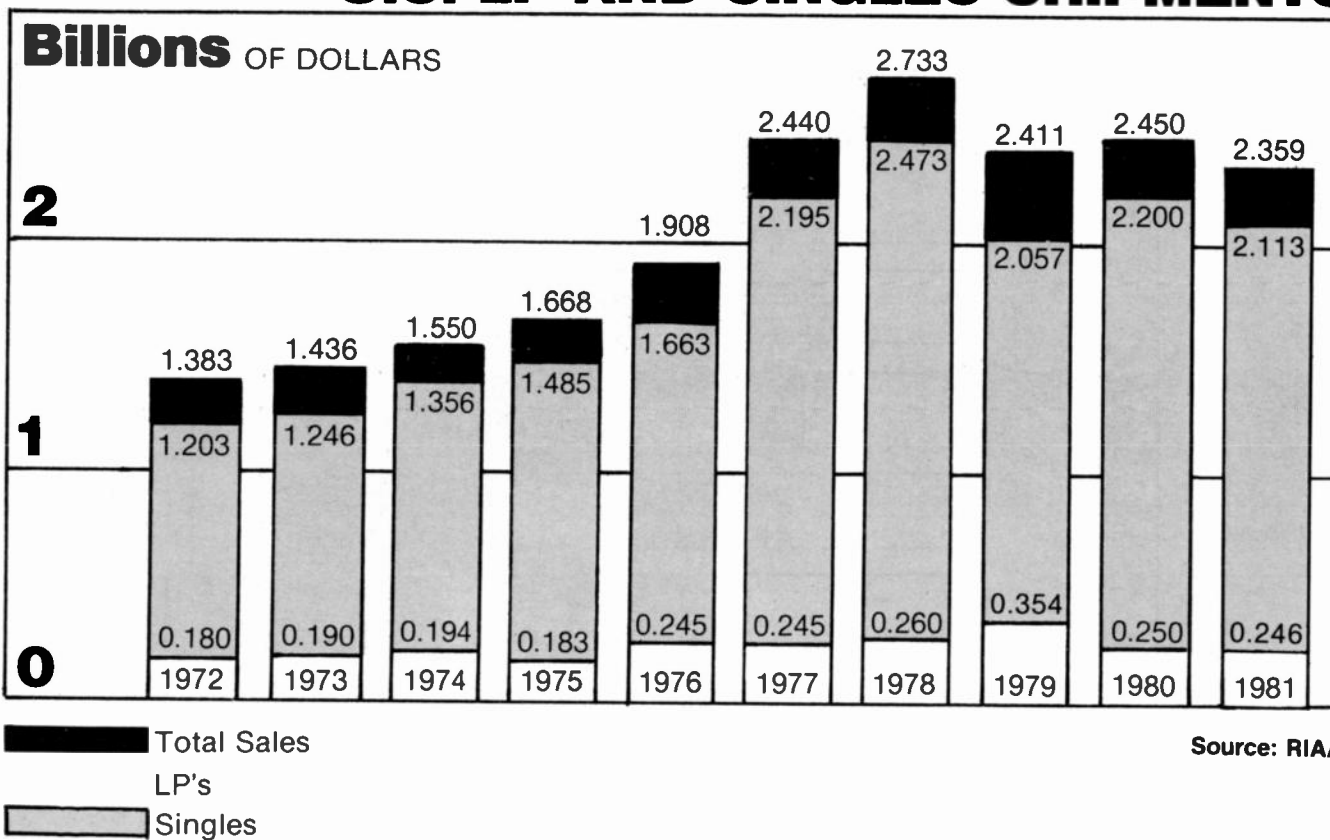
TAPE BY CONFIGURATION



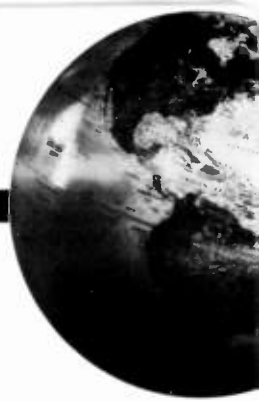
8-Track
 Cassettes

Source: RIAA

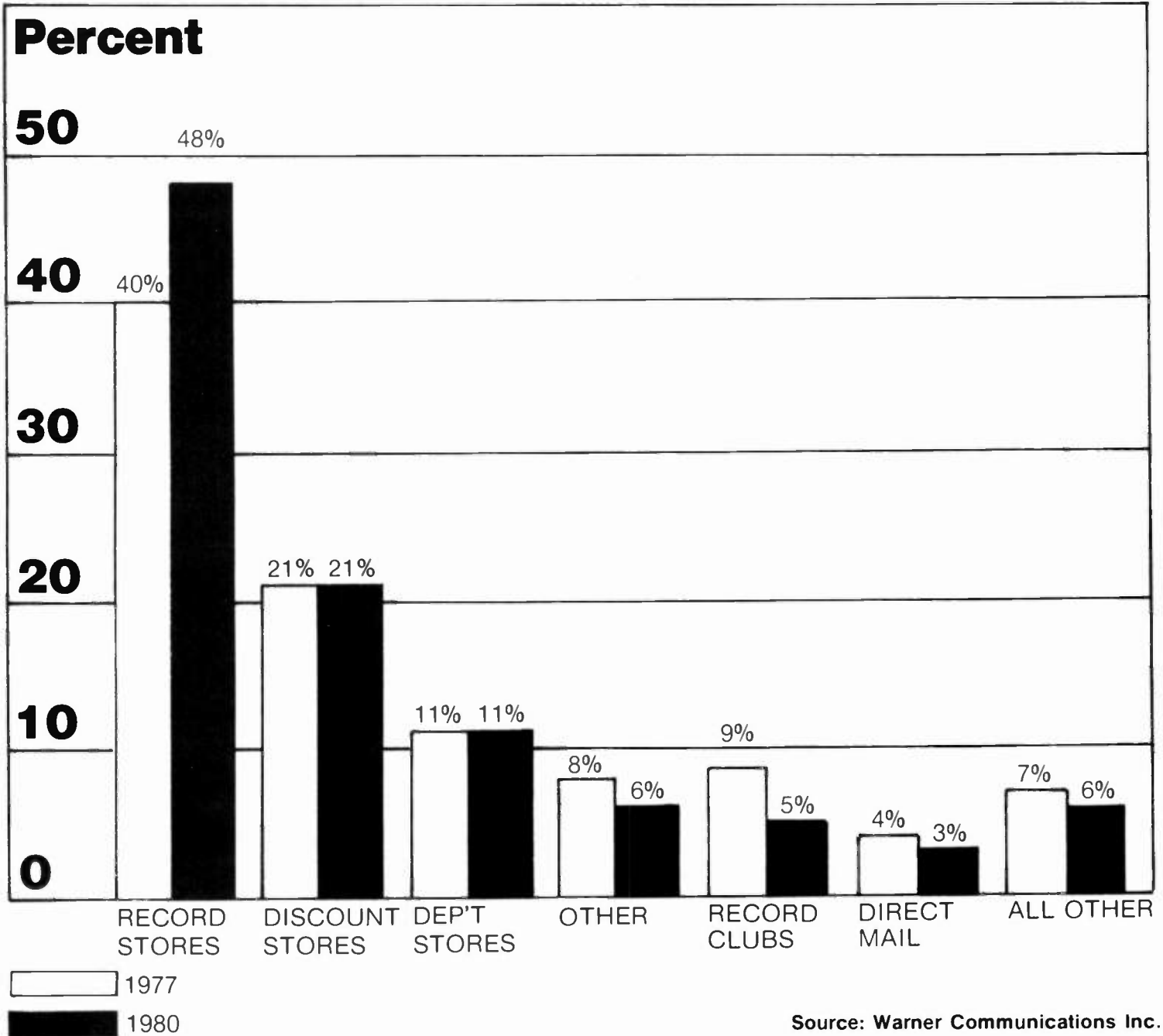
U.S. LP AND SINGLES SHIPMENTS



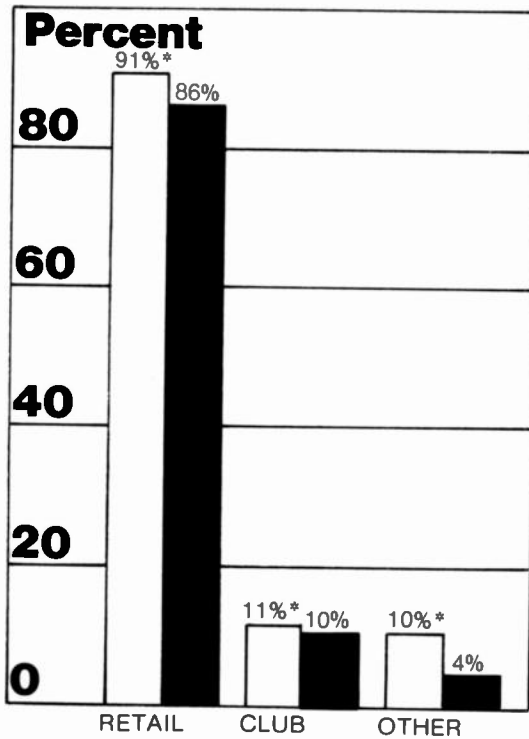
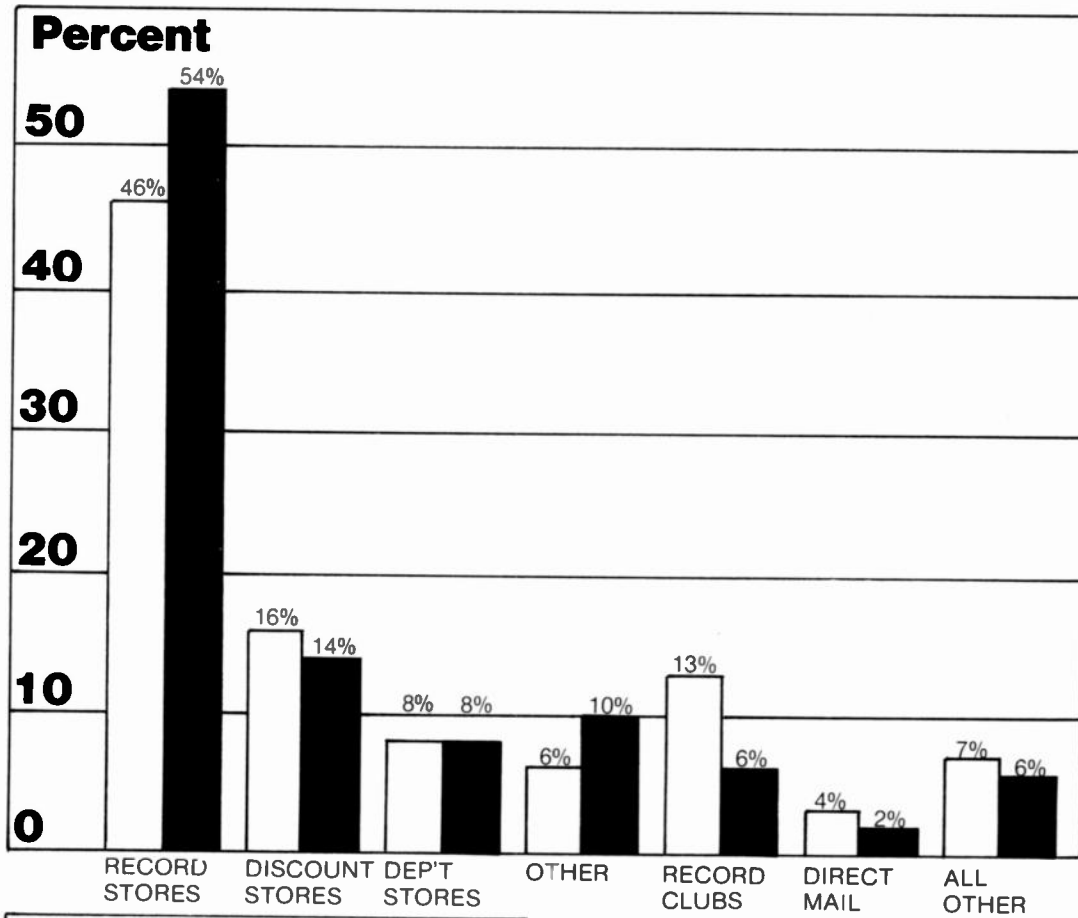
WHERE MUSIC IS BOUGHT MOST OFTEN



PERCENT OF CURRENT BUYERS



WHERE MUSIC IS BOUGHT MOST OFTEN



BUYING AS A FUNCTION OF OUTLET

CURRENT BUYERS
 TOTAL DOLLAR PURCHASES

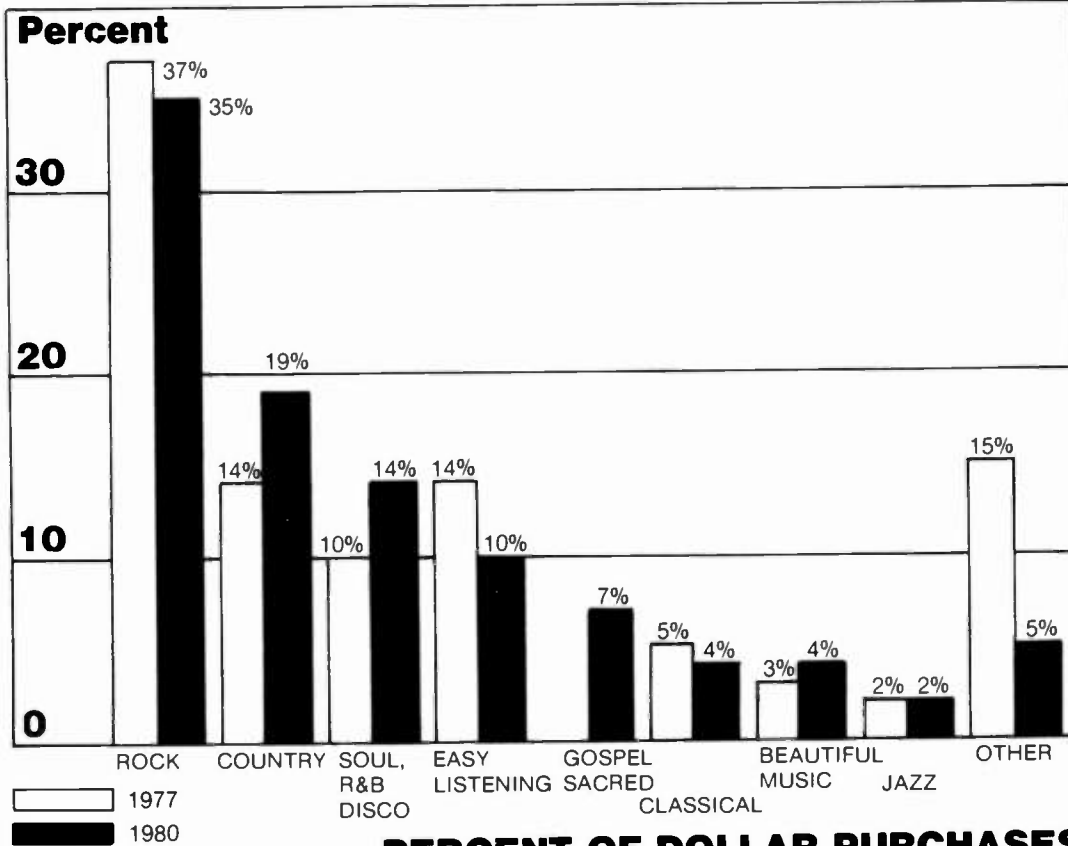
* Respondents could buy at more than one outlet

Source: Warner Communications Inc.

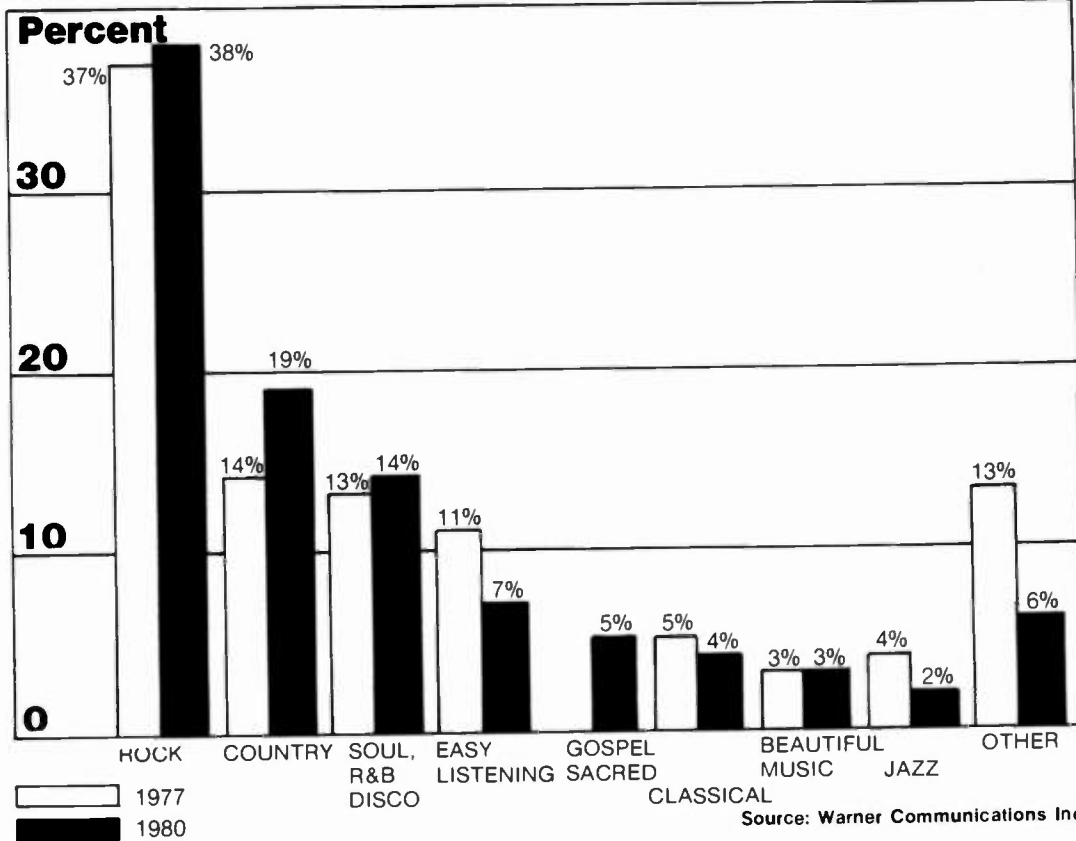
TYPES OF MUSIC BOUGHT MOST OFTEN



PERCENT OF CURRENT BUYERS



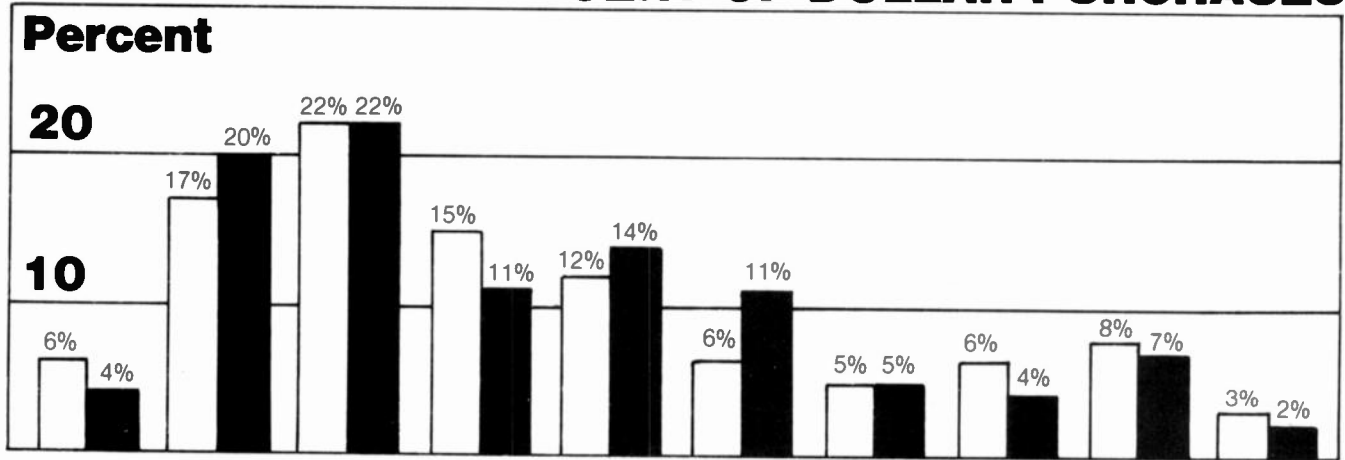
PERCENT OF DOLLAR PURCHASES



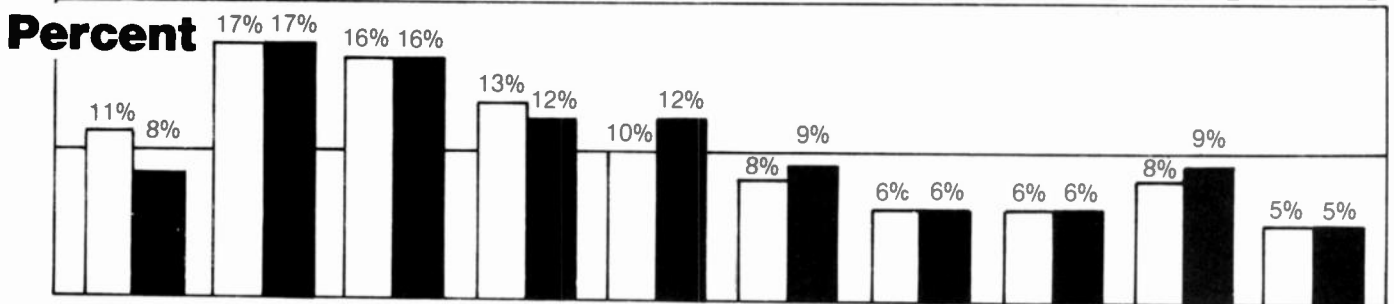
Source: Warner Communications Inc.

BUYING AS A FUNCTION OF AGE

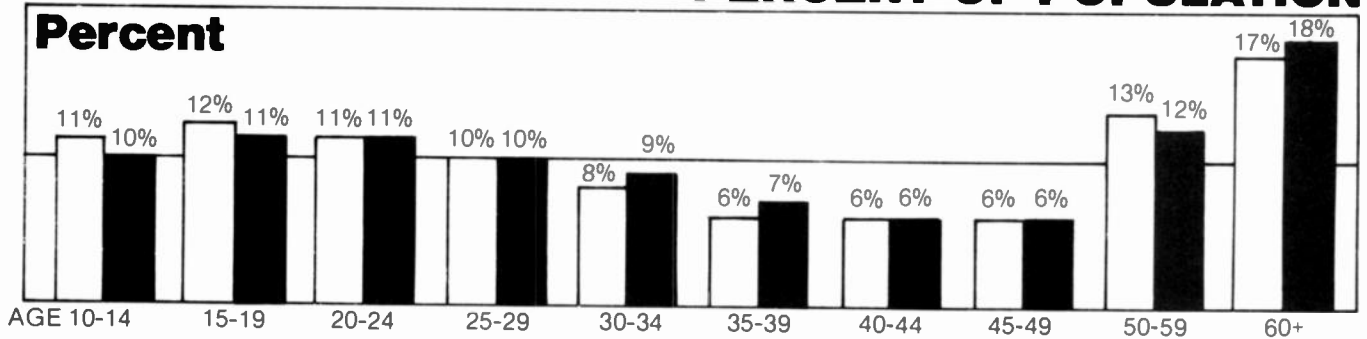
PERCENT OF DOLLAR PURCHASES



PERCENT OF BUYERS



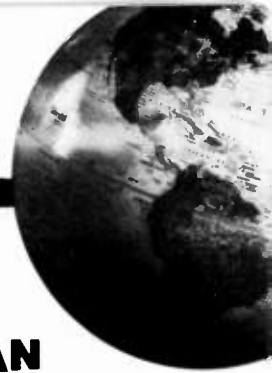
PERCENT OF POPULATION



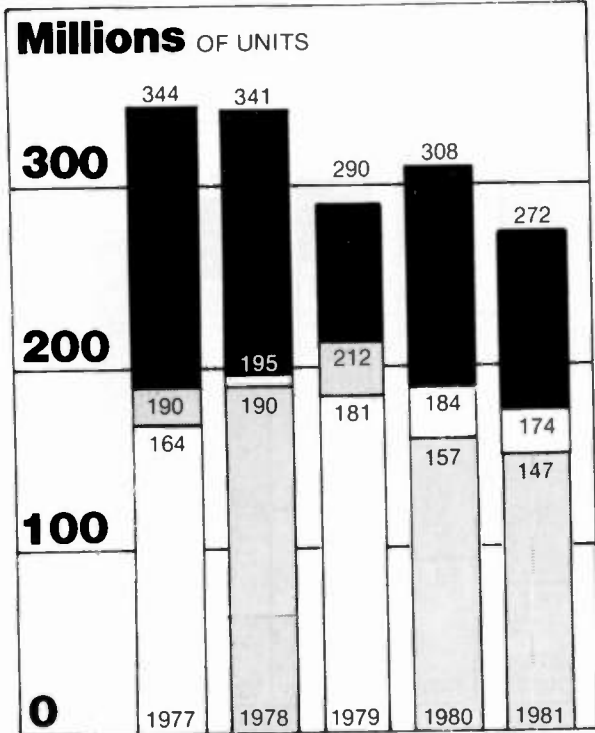
1977
 1980

Source: Warner Communications Inc.

WORLD SHIPMENTS

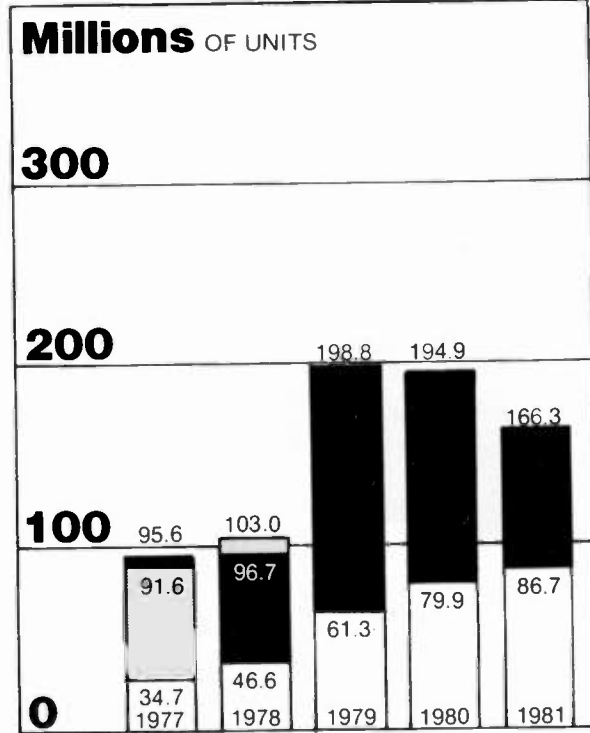


UNITED STATES



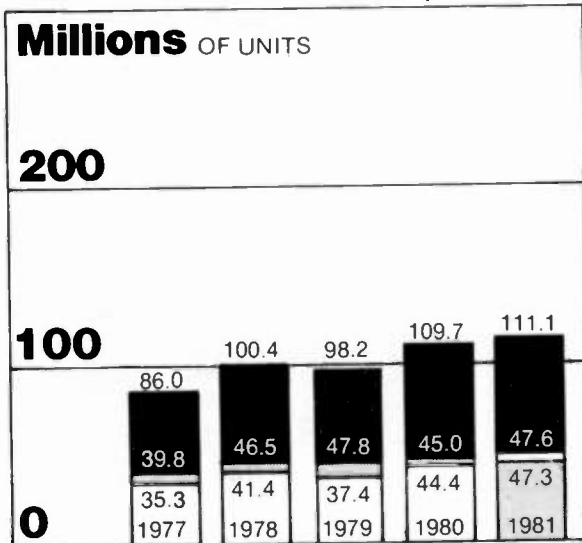
LP's
 SINGLES
 TAPES

JAPAN



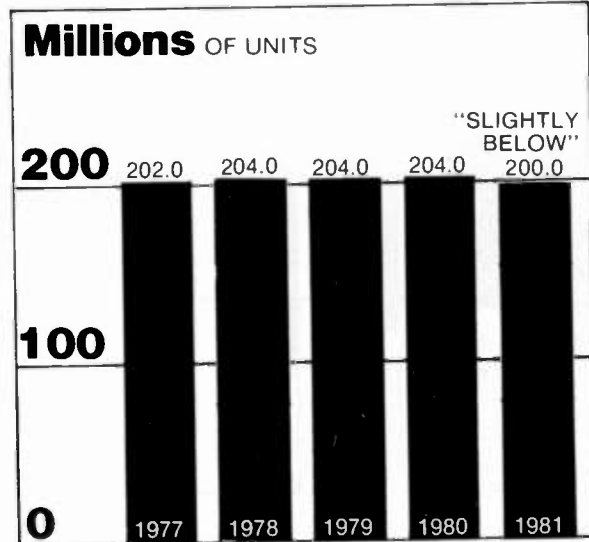
LP's (1977-78), LP's & SINGLES (1979-81)
 SINGLES
 TAPES

GERMAN FEDERAL REPUBLIC (WEST)



LP's
 SINGLES
 TAPES

USSR

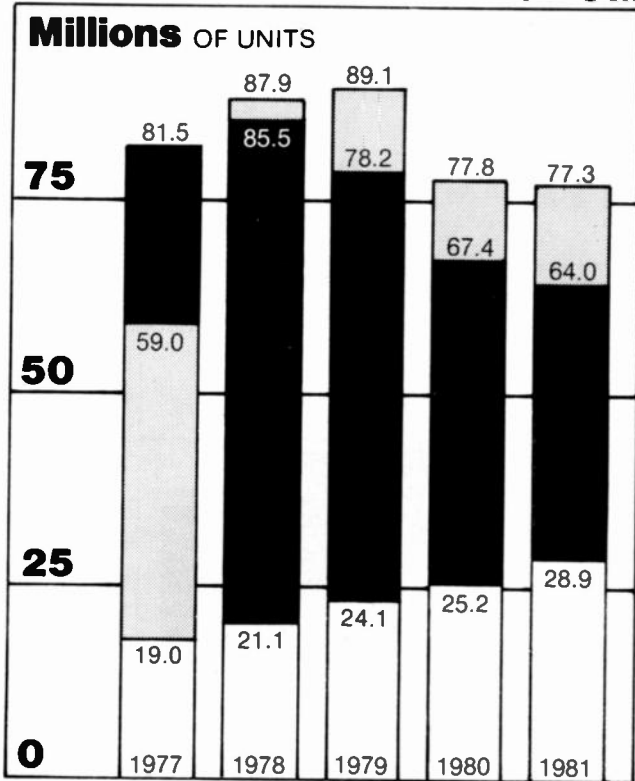


LP's & SINGLES

Sources: United States (RIAA); other countries (Industry associations, Billboard correspondents, estimates)

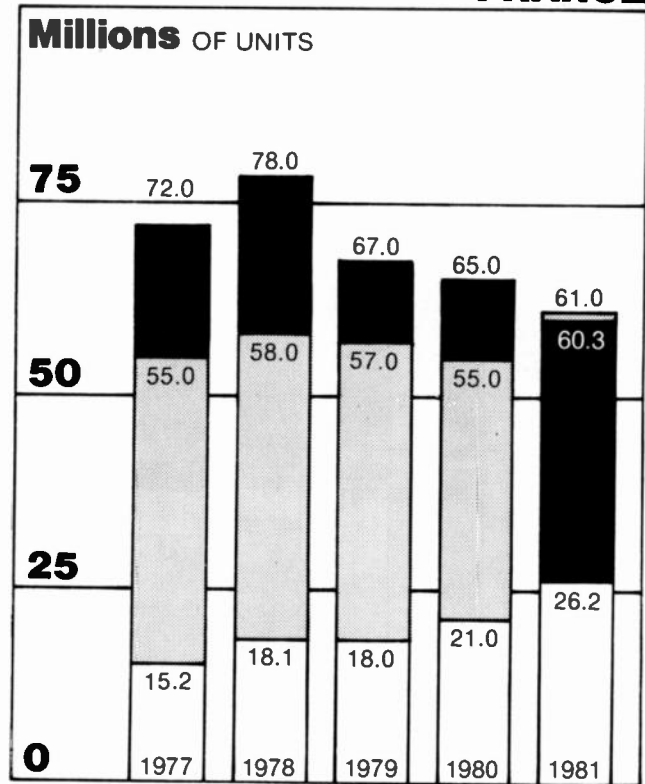
WORLD SHIPMENTS

UNITED KINGDOM



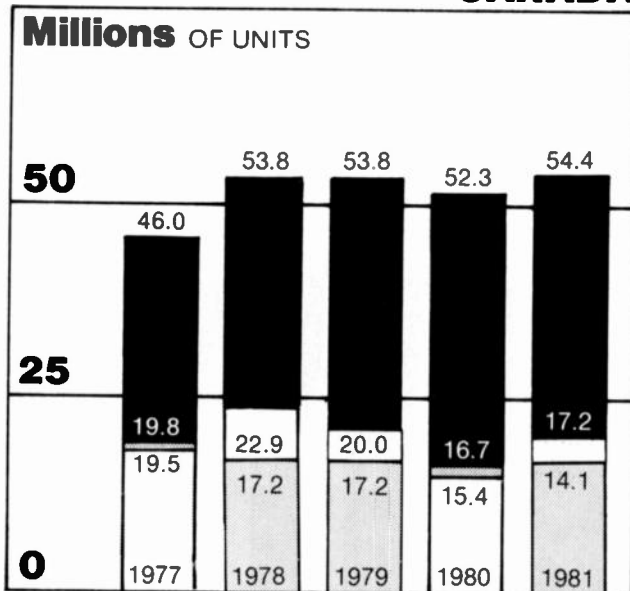
LP's
 SINGLES
 TAPES

FRANCE



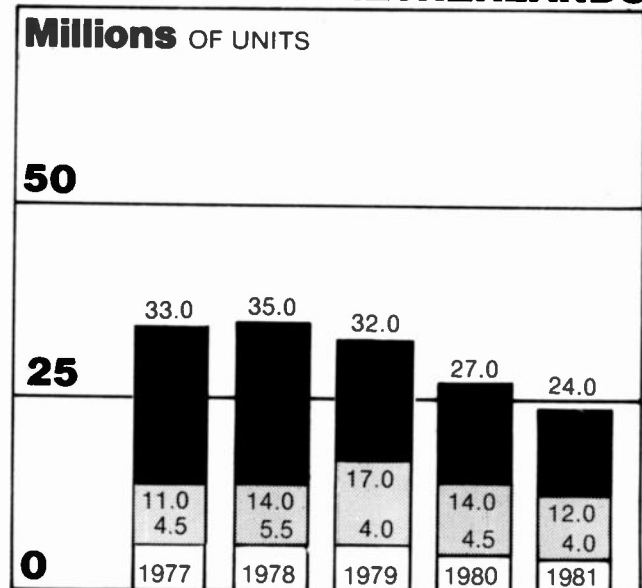
LP's
 SINGLES
 TAPES

CANADA



LP's
 SINGLES
 TAPES

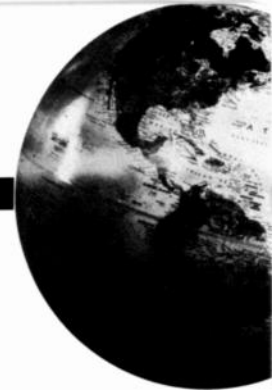
NETHERLANDS



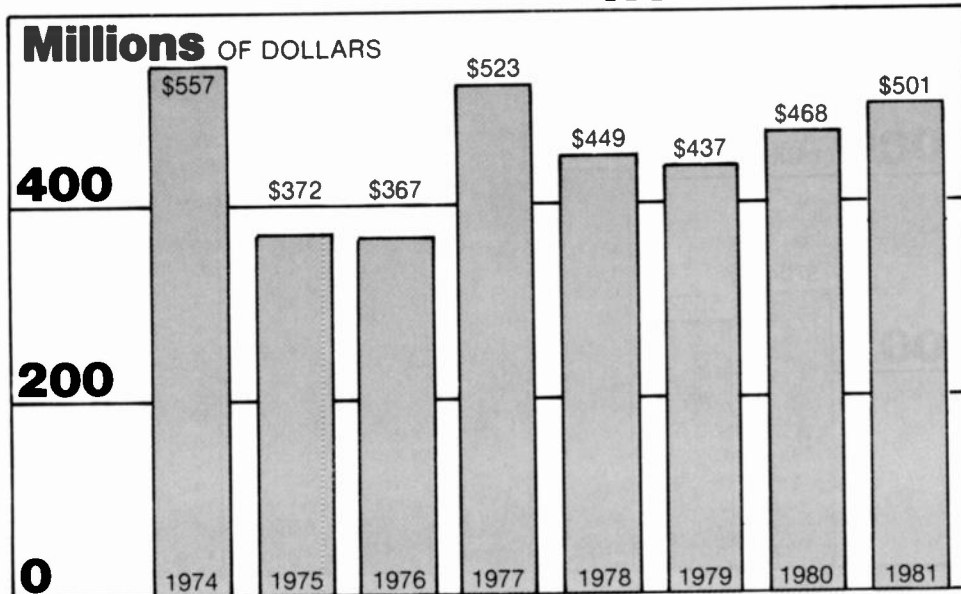
LP's
 SINGLES
 TAPES

Sources: Industry associations, Billboard correspondents, estimates.

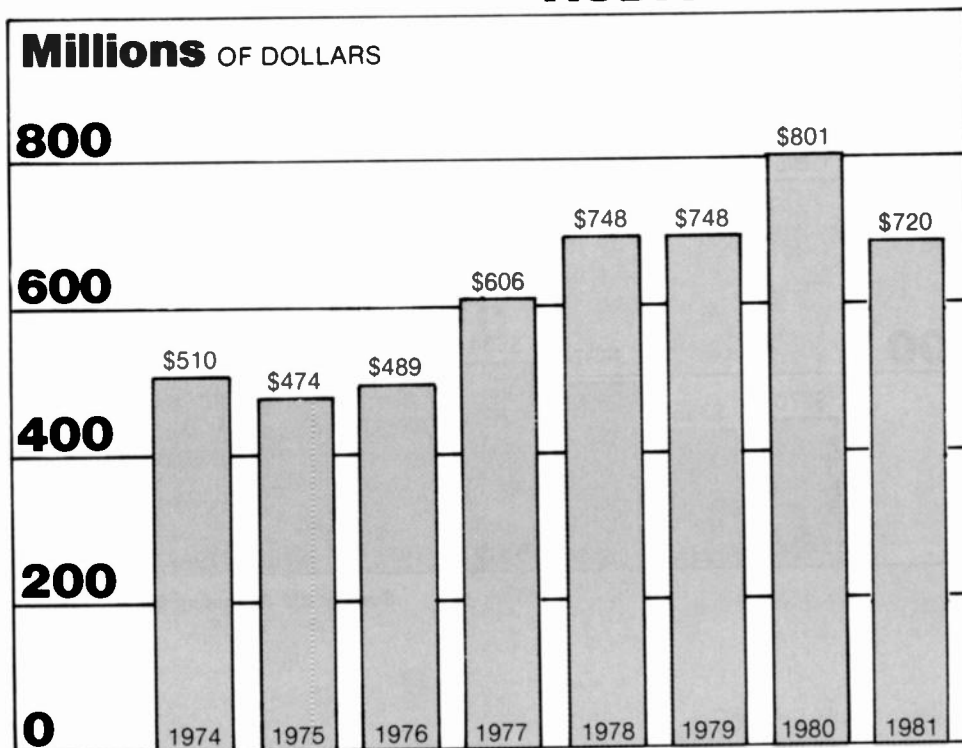
U.S. CONSUMER ELECTRONICS SALES



HOME RADIOS



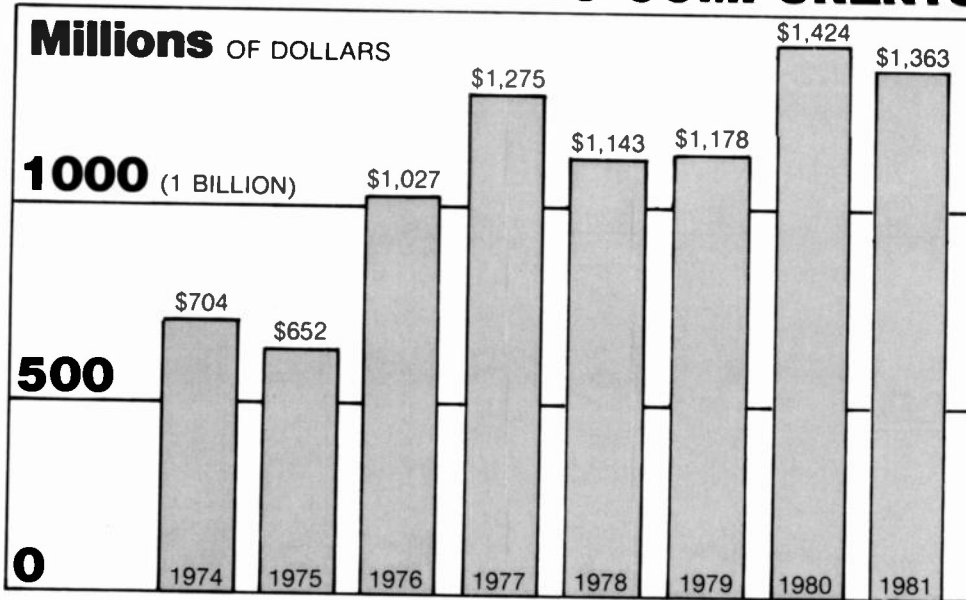
AUDIO SYSTEMS



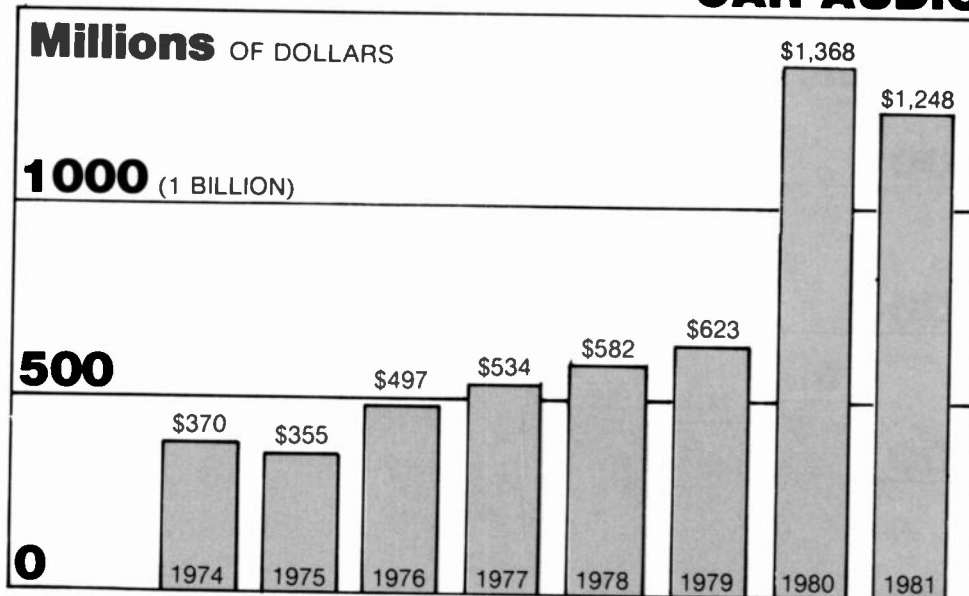
Source: EIA Marketing Services Dept.

U.S. CONSUMER ELECTRONICS SALES

SEPARATE AUDIO COMPONENTS



CAR AUDIO

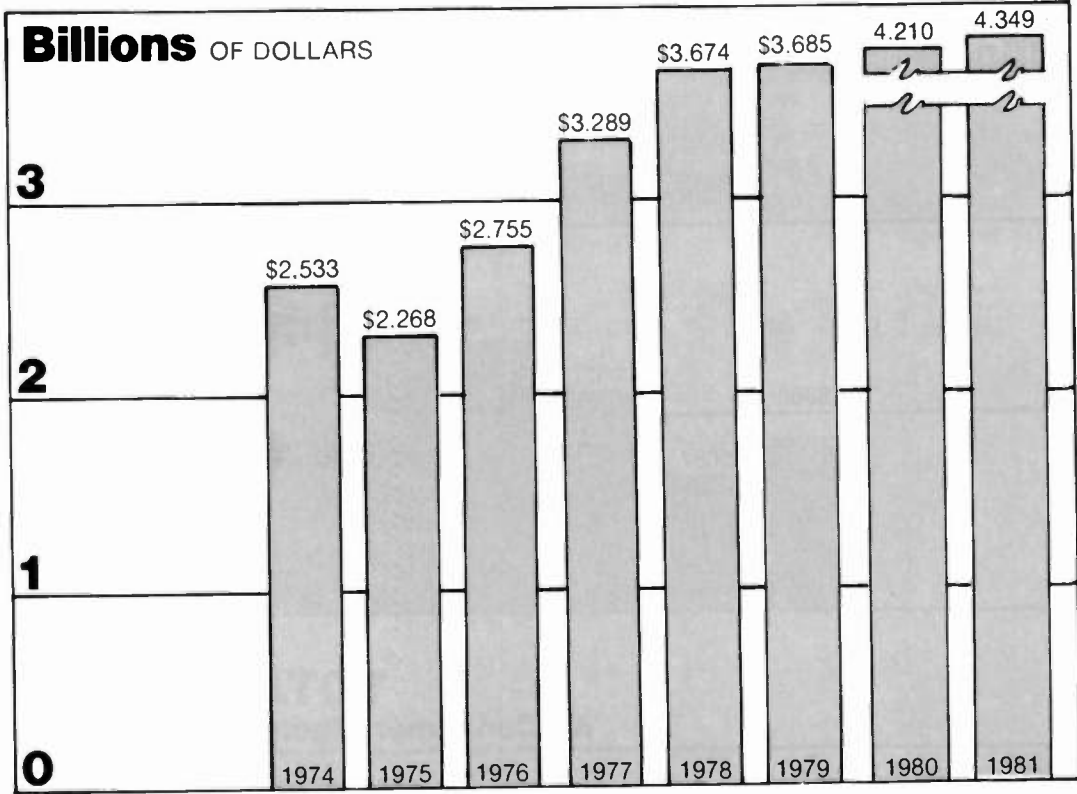


Source: EIA Marketing Services Dept.

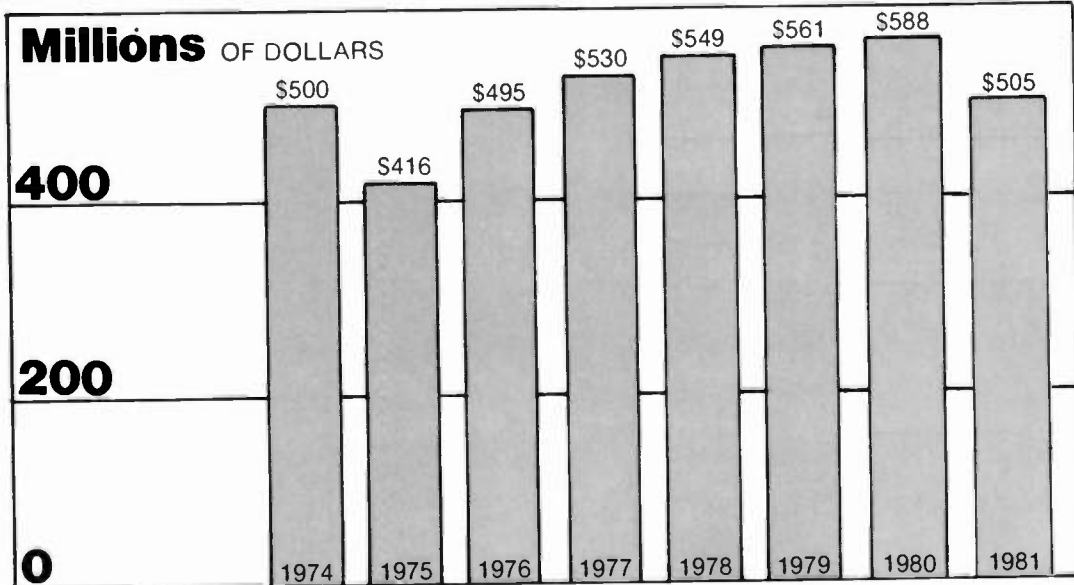


U.S. CONSUMER ELECTRONICS SALES

COLOR TV RECEIVERS



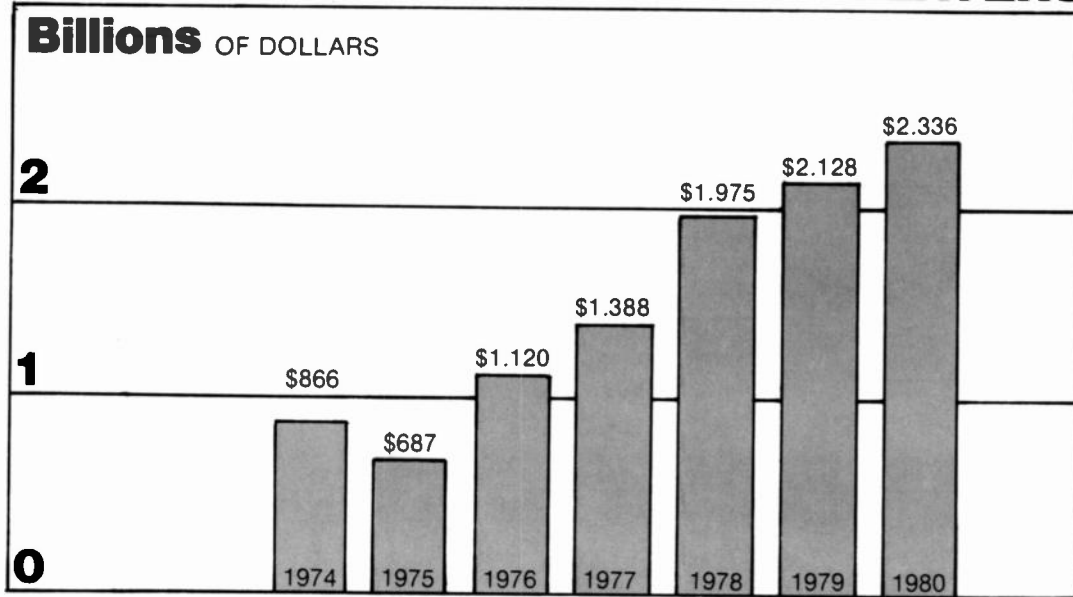
MONOCHROME TV RECEIVERS



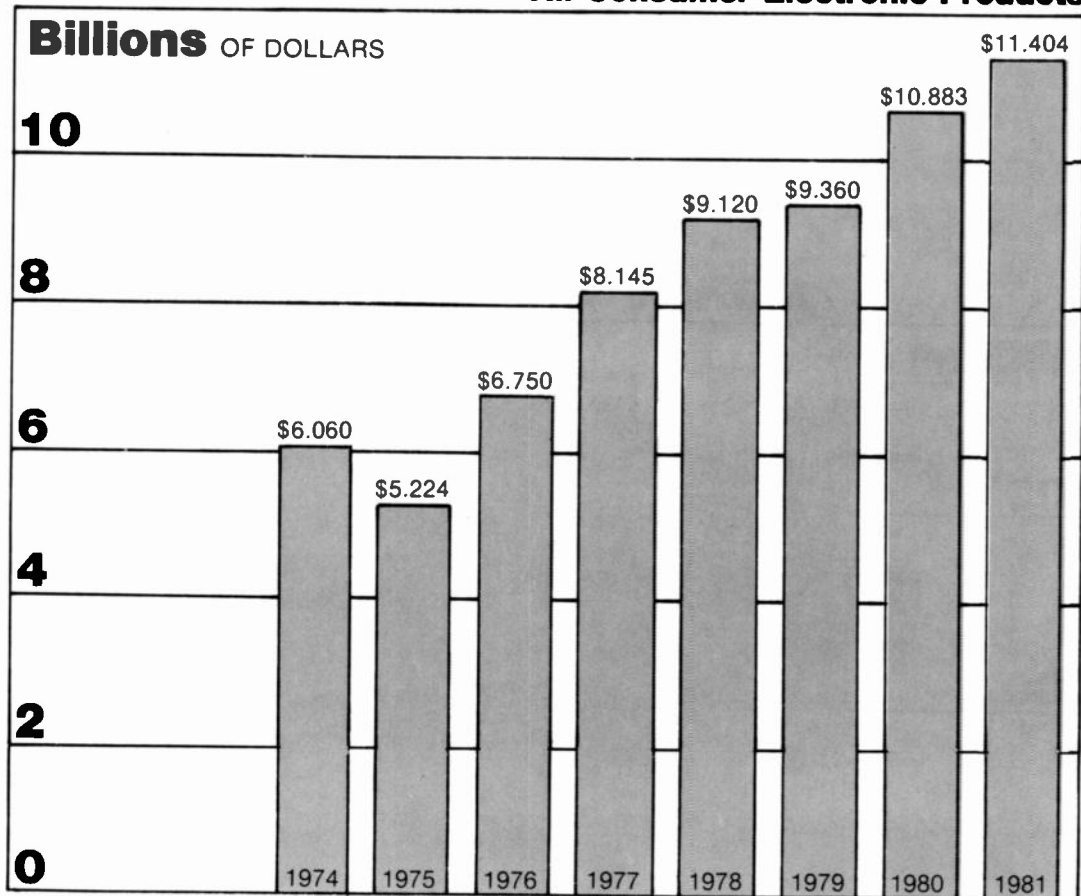
Source: EIA Marketing Services Dept.

U.S. CONSUMER ELECTRONICS SALES

TAPE RECORDERS AND PLAYERS



TOTAL SALES All Consumer Electronic Products



Source: EIA Marketing Services Dept.

RECORD COMPANIES OF THE UNITED STATES



A

A A T, see American Album & Tape
A A Wonderland Recs. (div of Bestway Group), 1105 Globe Ave., Mountain Side, N.J. 07092. Tel: (201) 233-9435. Pres.: Howard A. Massler, VP Sales; Alvin M. Berger; A&R Dir.: Ralph A. Stern; Sales Admin. Mgr.: Helen Vaccaro; Controller: Anthony Cuifo.
Labels: (Owned) Merry, Wonderland; (distributed) Smurf
A B C, see MCA
A B I Recs. Inc., 175 Fifth Ave., Suite 1101, New York, N.Y. 10010. Tel: (212) 799-8543. Pres.: Al Bas; VP & Sales Dir.: Rob Warren; Promo. & In-House Pub.: Lisa Mathews.
A B P Recs., 240 Central Park S., New York, N.Y. 10019. Tel: (212) 582-7379. Pres. & A&R: Allen Abduler; VP/Promo.: Stan Stonkus
A B (Street Level), see Sonrise
A O & A Recs., PO Box 1412, Hollywood, Calif. 90028. Tel: (213) 464-8163. Pres.: Ardie Bryant, VP: Anne Bryant, A&R: David P. Bryant.
A E I, see American Entertainment Inds
A G S, see Up-Trend
A J, see Ala Ents.
A K O, see Dorn.
A & M Recs. Inc., 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. Cable: ALPERMOSS. Chm.: Jerry Moss, Vice-Chm.: Herb Alpert; Pres.: Gil Friesen, Sr. VP: Promos. & Sales: Harold Childs; VP & Exec. Dir.: Promos.: Charlie Minor; VP Creative Servs. & Prod. Mgmt.: Jeff Aye-roff; VP Financial Affairs: Michael Parkinson; VP Bus. Affairs: Ken Powell, VP Sales: David Steffen; VP Quality Control/Quality Control Dir.: Marv Bornstein; VP Artist Development: Martin Kirkup; VP Adv. & Mdsq.: Bob Reitman; VP Int'l. Jack Losmann; (Distributed by RCA & A&M & Assoc'd Labels)
Branch: New York, N.Y., 595 Madison Ave. Zip: 10022. Tel: (212) 826-0477.
Int'l branches: Canada, England, France.
Labels: (Owned) A&M; (distributed) IRS.
Int'l reps: Argentina (CBS), Australia (Festival), Austria (CBS), Belgium (CBS), Bolivia (CBS), Brazil (CBS), Central America (Odeca in Guatemala), Chile (CBS), Colombia (CBS), Costa Rica (CBS), Denmark (CBS), Ecuador (CBS), El Salvador (Odeca), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Hong Kong (PolyGram), India (EMI), Israel (CBS), Italy (CBS), Japan (Alfa), Korea (PolyGram), Malaysia (PolyGram), Mexico (CBS), Netherlands (CBS), New Zealand (Festival), Norway (CBS), Panama (Odeca), Paraguay (EMI in Argentina), Peru (CBS), Philippines (Dyna Prods.), Portugal (Valentim de Carvalho), Singapore (PolyGram), South Africa (RPM), Spain (CBS), Sweden (CBS), Switzerland (CBS), Taiwan (PolyGram), Uruguay (CBS), Venezuela (CBS), West Indies (West Indies Recs.). Yugoslavia (Radio Television Belgrade)
A M C (Brazil), see Brasilia.
A M I, see Nationwide Sound
A M J Int'l Recs., 9000 Sunset Blvd., West Hollywood, Calif. 90069. Tel: (213) 550-0397. Pres.: Alice M. Jackson; VP: K.H. Smith, Gen. Mgr.: Eddie Hershler.
A M P, see Alternative Music Prod'ns.
A P P, see Any Prod'n.
A P A, see TK.
A R C (American Rec'g Co.), see CBS
A R C, see Rte.
A R Y Int'l, see House of Falcon.
A/S, see Ashire.
A S A I Rec. Corp., Box 387, Oakwood, Va. 24631. Tel: (703) 935-6170. Chm.: R. Fuller; Pres.: Terry Arrington; VP: A. Fuller, Gen. Mgr., A&R Prod'r: Joe Deaton.
Branch: Oakwood, Va., Box 387. Zip: 24631.
Labels: (Owned) ASAI, ASI, ASH, Modoc, Penny Pinchers.
A S I Recs., 711 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 545-3378.
A S I Va., see ASAI
A S I I, see ASAI
A S R, see Grapevine Opry.
A T Y Music Corp., 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-6933.
Branches: New York, N.Y., 888 Seventh Ave. Zip: 10106. Tel: (212) 977-5680—Nashville, Tenn., 1217 16 Ave. S. Zip: 37212. Tel: (615) 327-2753.
Int'l branches: Australia, Canada, England, France, Italy.
A V I Recs. Inc., 7060 Hollywood Blvd., Suite 1212, Los Angeles, Calif. 90028. Tel: (213) 462-7151.
Labels: (Owned) AVI. Nashville; (distributed) In Town, Master 5, Out of Town.
Abet, see Nashboro.
Ahko Recs. Inc., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 399-0300. Pres.: Allen Klein; VP: Joel Silver.
Int'l rep.: UK (Decca).
Above All, see Rainbow Room.
Abstract (UK), see Posh Boy
Accent Recs., 71906 Hwy. 111, Rancho Mirage, Calif. 92270. Tel: (714) 346-0075. Owner & A&R Dir.: Scott B. Seely; A&R/VP: Buddy Merrill; Promo. & Opts. Dir.: Dolores Guiden; Eng. & Prod.: Nick Mandola
Labels: (Owned) Accent (distributed by GNP Crescendo), Coachella, New Sound.
Int'l reps: Australia (Festival), Canada (CTI, MCA), France (Vogue), Ger-

many (DG), Italy (CGO), Japan (King).
Accord/Townhouse Recs., 141 E. 63 St., New York, N.Y. 10021. Tel: (212) 838-6565. Pres.: Michael Gusck.
Ace (UK), see Rounder.
Acme Rec'g Studios, 3821 N. Southport Ave., Chicago, Ill. 60613. Tel: (312) 477-7333. Owner & Chief Eng.: Mike Rasfeld; Gen. Mgr.: Fred Luna; Prod'n Mgr.: Ron Gerut; Rec. Prod'n Mgr.: Rich Mandich; Eng.: Glenn Odagawa; Ass't Eng.: Mark Steele, Al Wittek, Les McReynolds.
Acorn, Pa., see Mystic Oak.
Acorn, Tex., see Freddie.
AcoustoGraphic Recs., 1 Simpson's Ln., Edgartown, Mass. 02539. Tel: (617) 627-4639. Owner: Benjamin L. Hall; A&R & Promos.: William H. Paneros.
Labels: (Owned) AcoustoGraphic, AcoustoQuad, Beau-Brian, Benjamin Lambert, Newzophone.
AcoustoQuad, see AcoustoGraphic.
Acropole Corp. of America, 1410 York Ave., Suite 2D, New York, N.Y. 10021. Tel: (212) 628-6315. Pres. & Gen. Dir.: Bruno George Ronty.
Labels: (Owned) Bruno, Colosseum.
Action Recs., 1616 Park Place Ave., Fort Worth, Tex. 76110. Tel: (817) 923-1111. Owner: Marvin Moore; Prod'rs: Lew Gillis, Bob Davis.
Action, Wash., D.C., see Warren.
Adam Prod'ns Inc., 2501 S. Ocean Or., Hollywood, Fla. 33022. Tel: (305) 925-1799. Pres.: Robert S. Taran; A&R: Mike Lewis.
Adelphi Recs. Inc., Box 7688, Silver Spring, Md. 20907. Tel: (202) 723-6958. Pres.: Gene Rosenthal; VP A&R & Prod'n: Jon Curfin; Promo.: Hap Passman.
Int'l reps: Canada (Phonodisc), France (Media 7), Italy (IRD), Sweden (Musikdistributoren), Switzerland (Metronome), UK (Making Waves).
Ades (France), see Playette.
Aidronack, see Michele Audio.
Advent Prod'ns, PO Box 772, El Cerrito, Calif. 94530. Tel: (415) 525-1494. Pres. & Gen. Mgr.: Frank Scott.
Labels: (Owned) Advent, Bullfrog; (distributed) Mushadine.
Int'l reps: Canada (Trend), France (Blue Sound), Germany (Taxim), Italy (IRD), Sweden (Amigo), UK (Swift).
Aesthetic Artist Recs., PO Box 144, Mid City Sta., Dayton, Ohio 45402. Tel: (513) 252-9426. Owner: Paul Wayne Beach.
Afro Request, see Request.
Agon, see Oregon.
Am Recs., 3029 Fairfield Ave., Bridgeport, Conn. 06605. Tel: (203) 333-1436. Telte: 643596. Pres.: Amy Levovitz Anderson; VP: Scott W. Anderson.
Air, see Chrysalis.
Airborne, see Express.
Airstrip, see Paradigm.
Ak Ba, see Mustevic.
Ala Ents. Inc., 4218 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 737-1000. Pres.: Louis Drozen; VP: David Drozen, Exec. Admin'r: Shelby Meadows Ashford.
Labels: (Owned) AJ, Ala, Ala Gospel, Archives, Blues Spectrum, Laff
Ala Gospel, see Ala.
Alamo, see Capital Star Artist.
Alarma, see Benson.
Albatross Recs. Inc., PO Box 66558, Seattle, Wash. 98166. Tel: (206) 241-2320.
Albradella, see Gwen.
Album Globe Dist'n Co. Inc., 31 Industrial Park Or., Hendersonville, Tenn. 37075. Tel: (615) 824-9100. Cable: ALBUMGLOBE. Pres.: Mike Shepherd; Promo. Dir.: Kerth Stewart; Office Mgr.: Lila Pepper; Shipping Mgr.: Ron Pepper.
Labels: (Owned) Invitation, Super Prod'ns; (represented) Ambassador, Amoura, Berry Hill, Big Boss, Boyd, Cinnamon Int'l, Cowboy Country, Crystal Bridge, Deep South, Equa, Gervasi, Wagner.
Alear, see Sounds of Winchester.
Alegre, see Musica Latina.
Alfa Recs. Inc., 1015 N. Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 654-1100. Pres.: Robert Fead; VP Mktg.: Pete Jones; VP Promo: Kevin Keogh; VP Sales: Bernie Sparago.
Home office: Japan.
Alhambra Recs. Inc., 4380 NW 128 St., Opa Locka, Fla. 33054. Tel: (305) 685-8396. Telte: 522178.
Branch: San Juan, P.R., Alhambra Recs., GPO Box 2702. Zip: 00936. Tel: (809) 724-0465.
Home office: Spain, Columbia (Discos).
Labels: (Owned) Al Mex, Al Records, Alhambra, Carnaval, Libra, Odeon.
Alive!, see Redwood.
Aljean Recs., 7 Colonial Ave., Myerstown, Pa. 17067. Tel: (717) 866-5067.
Owner & Pres.: Jean Shade; Sales & Mktg. & Country Mgr.: Al Shade.
Ajo, see Page
All Ears Recs., 7033 Sunset Blvd., No. 309, Hollywood, Calif. 90028. Tel: (213) 465-3990. TWX: (910) 493-2079. Pres.: Antony Harrington; VP: Rene Soone; VP A&R: Gordon Skene.
Int'l reps: Canada (Trend), Germany (Aniola-Eurodisc, Phonogram), Japan (Canyon), Netherlands (FSV).
Allegheny, see East Allegheny.
Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-9658.
Allelyrat, see Bratman.
Aligator Recs., Box 60234, Chicago, Ill. 60660. Tel: (312) 973-7736. Pres.: Bruce Iglauer; Mktg. Dir.: Melinda Giles; Nat'l Promo. Dir.: Otis Taylor; Controller & Opts. Mgr.: Andrew Gerking.

Int'l reps: Australia (Larrikin), Europe & UK (Sonet in Sweden), Japan (Trio), Sweden (Smokestack, Sonet).
All Star, see Rob-Lee.
Allstar, see National Music.
Almanac, N.Y., see American Themes.
Almanac Rec. Co., PO Box 13661, Houston, Tex. 77019. Dir.: Mack McCormick; Prod'r: J.O. Horn.
Al Mex, see Alhambra.
Alpha Recs., 26 Wabash Ave., Hardy Oak, Ark. 72542. Tel: (501) 257-4163.
Pres.: Evelyn Graves Braunagel.
Branch: Memphis, Tenn., Box 18287. Zip: 38118.
Al Recs., see Alhambra.
Alsaman, see Dragon Int'l.
Ashire Int'l, PO Box 7107, Zip: 91510; 1015 Isabel St., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUOSOUND. TWX: (910) 498-2759.
Pres.: Al Sherman; Gen. Mgr.: Dick Ceja.
Labels: (Owned) A/S, Ashire, Aria Senza Voce, Audio Spectrum, Oscar, Peter Rabbit, Somerset, Stereo Fidelity; (distributed) Arzeca, Grit.
Int'l reps: Argentina (Microfon), Australia (Rainbow), Brazil (Fermata), Canada (Total), Colombia (Colombiana de Discos), Ecuador (Fesa), Germany (Metronome), Greece (CBS), Israel (Hatakil), Japan (Trio-Kenwood), Mexico (Musart), New Zealand (Viking Sevenses), Philippines (Victor), Singapore (Ashire), Spain (Cardisc), UK (Pye), Venezuela (Promus).
Alston, see TK.
Alternative, see Faulty.
Alternative Music Prod'ns Inc., 7188 Sunset Blvd., Suite 204, Los Angeles, Calif. 90046. Tel: (213) 876-2552. Pres.: John M. Brock Jr.; VP: Gary L. Gotcher; Sec'y: Chris E. Levy; Prod'n Mgr.: Chuck H. Standish. Local branch: 7075 Vineland Ave., North Hollywood 91605. Tel: (213) 765-5329.
Label: (Owned) AMP.
Alternatives in American Music, PO Box 6127, Albany, Calif. 94706. Tel: (415) 527-3606.
Int'l rep.: Germany (Mad Hatter).
Altone, see American Tape.
Alva Recs., 3929 Kentucky Dr., Los Angeles, Calif. 90068. Tel: (213) 980-7501. Owner: Eddie Gurren; A&R Dir.: Barnett Williams.
Alvorada, see Penco.
A Major Label, see Castalia.
Amalisa Ltd., 3929 46 St., Sunnyside, N.Y. 11104. Tel: (212) 361-2582, 753-4267. Chief Execs.: Charles Lucy, Robert Martin.
Int'l branch: England.
Int'l rep.: UK (Pinnacle).
Amazing Recs., PO Box 26265, Fort Worth, Tex. 76116. Tel: (817) 735-9768.
Owner & Mgr.: Jim Yanaway.
Int'l reps: Belgium (Parsifal), Germany (Bellaphon), Italy (IRD), Norway (Crystal), UK (Mike's Country Music Room, Richard Wootton).
Amazon, see TK.
Ambassador, see Album Globe.
Amberjack, see Audiofidelity.
Ambience, see Sumiko.
Ambiente Prod'ns, PO Box 91120, Worldway Postal Center, Los Angeles, Calif. 90009. Tel: (213) 641-0178. Chm.: Edward "Lalo" Guerrero, Pres.: Philip Sonnchen.
Labels: (Owned) Ambiente, Global Perspective.
Ameraba, see West End.
Americana, see Sine Qua Non.
American Album & Tape Inc., 314 W. 53 St., New York, N.Y. 10019. Tel: (212) 247-3188, 246-4980. Telte: 226000. Pres.: David King; VP: Hope King; Gen. Mgr.: George Curtiss; Office Mgr.: Joy Rabinowitz.
Labels: (Owned) AAT, American Album & Tape, American Entertainment, American Nostalgia, Hall of Fame Jazz.
American Cowboy Songs Inc., The Homeplace, Mount Juliet, Tenn. 37122. Tel: (615) 444-8431. Pres.: Alfred H. LeDoux; Sec'y-Treas.: Bonnie J. LeDoux.
Int'l reps: Europe (Siegel), UK (Emerald).
American Creative Entertainment Ltd., Professional Arts Bldg., 536 E. St. Louis Ave., Las Vegas, Nev. 89401. Tel: (702) 731-2322. Pres.: Frank Moore; VP: Greg Purcott; Prod'n Mgr.: Jim La Monica.
Branches: Farmington Hills, Mich., 27650 Farmington Rd., Suite 210. Zip: 48018. Tel: (313) 553-2929—Atlantic City, N.J., Professional Arts Bldg., 1616 Pacific Ave., Suite 817. Zip: 08401. Tel: (609) 348-1809. VP: Danny Luciano.
American Entertainment Inds. Inc., PO Box 3324, Hollywood, Calif. 90028. Tel: (213) 781-6681. Pres.: David R. Gooch; Sec'y: Walter L. Shuster.
Labels: (Owned) AEI, Cavalcade, London's Pride, MusiCards, Song-master.
American Entertainment, N.Y., see American Album & Tape.
American Jazz, see Happy Jazz.
American Nostalgia, see American Album & Tape.
American Playboy, see Music Ents.
American Rhythm Music, see Rollin' Rock.
American-Sound-Studio, see Glotite.
American Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel: (201) 943-7860. Cable: RECCONTIN.
Labels: (Owned) Altone, Radiant, Remington.
American Theme, see American Themes.
American Themes & Tapes Inc., 254 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-3690. Cable: BENANTIMUS.
Labels: (Owned) Almanac, American Theme, Arta, Fairyland, Jazz Kings.

Parliament, Urania Classics, Urania Jazz.
American Way, see Glolite.
Amherst Recs., 355 Harlem Rd., Buffalo, N.Y. 14224. Tel (716) 826-9560.
WATS (800) 826-7041.
Amora, see Album Globe.
Ampro Prods Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel (212) 243-7726. Telex: 425233.
Labels: (Owned) Ampro, Ava, Omega
Am Rec. of America, Box 62263, Virginia Beach, Va. 23462 Tel (804) 340-3366. Pres.: Alex Spencer; Pub.: Nancy Strong.
Label: (Owned) Dimension.
Anahuac (Discos), 6331 Santa Monica Blvd., Hollywood, Calif. 90019. Tel (213) 462-0088.
Int'l rep.: Mexico (Festival)
Anamaze Recs., 1802 Ocean Pkwy., Suite 2A, Brooklyn, N.Y. 11223 Tel: (212) 627-8499. Pres., Prod'r & A&R Dir.: Cosmo Ohms; VP Mktg. & Promo.: Dosa Tooner; Graphic Arts Supervisor: Fae Ellen; Exec. Prod'r: Michael Tubin.
Int'l rep.: UK (Rough Trade)
Lee Anderson Enters., 415 N. Main St., St. Clair, Mo. 63077 Tel (314) 629-1123. Owner & Pres.: Lee Anderson; VP's: Betty & Bruce Dale Anderson
Labels: (Owned) Belltone, Country Capers, Greenbush, Sports.
Andrea Rec. Co., PO Box 77, Cressey St., Henniker, N.H. 03242 Tel (617) 237-0936. Exec. Prod'r: Dr. Kevin Coutts; Exec. Mktg. Dir.: Judith A. Christensen; Creative Dir.: Dick Nevell.
Branches: Wellesley Hills, Mass., PO Box 216. Zip: 02181 Tel: (617) 237-0936 - Hancock, N.H., Old Antrim Rd. Zip: 03449. Creative Dir.: Dick Nevell.
Angel, see Capitol.
Angelco Recs. Inc., 1121 Marguerite St., Elkhart, Ind. 46514. Tel. (219) 264-5000.
Annuit Coepit Music Recs. Tapes Ltd., 2933 River Rd., Croydon, Pa. 19020 Tel. (215) 785-1541
Anomoly, see Jersey Coast.
Anor Recs., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 245-0620.
Ansonia Recs. Inc., 802 Columbus Ave., New York, N.Y. 10025. Tel: (212) 865-2121. Cable: ANSORECORD.
Labels: (Owned) Ansonia, Superior.
Chuck Anthony Music Inc., Box 879, Altamonte Springs, Fla. 32701. Tel: (305) 869-7300. Pres.: Chuck Anthony; A&R Dir.: Randy Irwin.
Labels: (Owned) CVR, Rocky.
Antilles, see Island.
Antique Recs., PO Box 192, Pittsburg, Kan. 66762. Tel: (316) 231-6443.
Any Prod'n Inc./Oak Rec'g, 2118 W. 12 St., Santa Ana, Calif. 92703. Tel: (714) 836-1760. Pres.: Craig Kitchens; Secy-Treas.: Patti Kitchens; Musical Dir.: Tom Ringlund; Arranger/Orchestrator: Rick Flouting.
Branch: Anaheim, Calif., 1303 Lotus Pl. Zip: 92801 Tel: (213) 473-9709.
Pres.: Rick Flouting.
Labels: (Owned) AP, Hometown.
Apeyton Recs. Inc., 44-27 Purves St., Long Island City, N.Y. 11101. Tel: (212) 937-4038. Mgr.: Darek Ropsiak.
Apollo, see Hiding America.
Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City, N.Y. 11103. Tel. (212) 721-5599. Pres.: Andrew M. Poncic; Prod'r & Mktg. Mgr.: Don N. Zemana; PR Mgr.: Dorian Michaels.
Labels: (Owned) Apon, Discapron, (Licensed) Amadeo (Austria), Harmonia Mundi (Germany), Hungaroton (Hungary), Supraphon (Czechoslovakia) (master tapes & special custom rec'gs).
Appalseed, see June Appal.
Appause Recs., 258 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel (213) 274-9301. Pres. Arnie Mogul; Chief Financial Officer: Ed Gilman; Prod'n, A&R & Promo: Elaine Eisenberg; Sales Mgr.: Dan Alvino.
Applegate, see Fraternity.
April, see Dragon Int'l.
Arabesque, see Caedmon/Arabesque
Arc, see Spina.
Arcade Rec. Co./Arzee Rec. Co., 3010 N. Front St., Philadelphia, Pa. 19133 Tel. (215) 426-5682. Pres.: Rex Zano; Gen. Mgr.: Dave Wilson.
Labels: (Owned) Arcade, Arzee, Clymax.
Int'l rep.: UK (Rollercoaster).
Arcano, see Caeytronic.
Arch, see Dragon Int'l.
Archive of Folk & Jazz Music, see Everest
Archive of Piano Music, see Everest
Archv Produktion, see PolyGram Classics
Archives, see Ala.
Arctic, see Jamie/Guyden
Arctic (Norway), see SWS.
Area Code Prod'ns, see Brasilia
Art Art, see Varulven.
Argo, see PolyGram Classics.
Argus Rec. Prod'ns (div of Record Room), PO Box 58, Glendora, N.J. 08029. Tel (609) 939-0034. Gen. Mgr.: Lem Harris, A&R Dir.: Eddie Jay Harris; Promo.: Patricia Cox
Labels: (Owned) Argus, Merry Elf, Never Ending Music, Record Room, (distributed) Black & Blue, Now
Argyle, see Spina
Arhoolie Prod'ns Inc., 10341 San Pablo Ave., El Cerrito, Calif. 94530. Tel: (415) 525-7471/4996. Pres.: Chris Strachwitz
Labels: (Owned) Arhoolie, (distributed) Blues Classics, Folklyric, Old Timey.
Int'l reps.: Australia (Tempo), Canada (Almada), Finland (Quality), Germany (Bellaphon); Italy (IRDI), Netherlands (Agram), Sweden (SAM), UK (Making Waves, Swift).
Aria Senza Voce, see Alshire.
Ariola Eurodisc, see Arista
Arion, see Peters Int'l.
Aris, see Peters Int'l.
Arista Recs. Inc., 6 W. 57 St., New York, N.Y. 10019. Tel: (212) 489-7400
Cable: ARISREC Telex 666282. Pres. Clive Davis, Sr. VP Opts., Wim Schipper, Sr. VP Finance, Aaron Levy, Sr. VP Artist Development, Rick Dobbs, Sr. VP Promo.: Richard Palmese, VP A&R Bob Feiden; VP Pub & Press Servs. Dennis Fine, VP Sales: Gordon Bossin, VP Nat'l R&B Promo: Richard Smith, VP AOR Promo: Michael Bone, VP Admin., Mort Drosnes, VP & Gen. Counsel: Michael Pollack, VP Int'l Harry Anger; VP Mktg. & Dist. Mkt. Sincoff, VP Personnel & Office Servs.: Fred Sussmann.
Branch: Los Angeles, Calif., 1888 Century Park E., Suite 1510. Zip: 90067 Tel (213) 553-1777.
Int'l branches: England.
Labels: Ariola Eurodisc, Arista, Buddha, GRP, Jive, Project 3, Savoy, Sea gull, Stalal, Troch
Int'l reps.: Argentina (Microfon), Australia (Festival), Austria (Ariola), Belgium (Ariola), Bolivia (Laura y Cia), Brazil (Ariola), Canada (Poly-

Gram), Chile (Discos Cuatros), Colombia (Sonolux), Denmark (CBS), Ecuador (FPI), Finland (Finnisc), France (Arabella), Germany (Ariola), Greece (Phonogram), Guatemala (Centroamerica), Hong Kong (EMI), Israel (Med Arzi), Italy (CGD), Japan (Nippon Phonogram), Malaysia (EMI), Mexico (Ariola), Netherlands (Ariola), New Zealand (EMI) Norway (CBS), Peru (Fabricantes), Philippines (Vicor), Singapore (EMI), South Africa (RPM), Spain (Ariola), Sweden (CBS), Switzerland (Ariola), Venezuela (Veitel), West Indies (West Indies Recs.).
Ark Recs., PO Box 230073, Tigard, Ore. 97223. Tel: (503) 620-5680. Owner/Mgr.: Jeff Johnson.
Ario Recs., 7635 Telephone Rd., LeRoy, N.Y. 14482. Tel. (716) 584-3040.
Co-Owners: Kenneth V. & James L. Bearce; Prof. Mgr.: Jill D. Wetzel; VP Little Studio Music: Jack Bearce.
Labels: (Owned) Ario, BHR, Little Studio.
Arm, see R. A. Madison.
Armageddon, see Compendium.
Arriba Recs., 1305 S. Vermont Ave., Los Angeles, Calif. 90006 Tel (213) 388-2263. Pres. & Gen. Mgr.: Isaac Baly.
Arrowhead, see Oakridge.
Arrow Recs. (div. of DRB Ents.), 36427 Sibley Rd., New Boston, Mich. 48164 Tel: (313) 753-4050.
Art Attack Recs. Inc., 964 W Grant Rd., Tucson, Ariz. 85705. Tel: (602) 884-9060. Pres.: William Cashman.
Labels: (Owned) Carte Blanche, Euthanasia.
Artemis Recs. Ltd., PO Box 110, 157-52 96 St., Howard Beach, N.Y. 11414. Tel: (212) 738-4806. Pres.: John Giamundo; VP: Rocco Giamundo.
Int'l repa.: Benelus (Supreme in Belgium), Japan (Polydor)
Artesa, see Artist's House.
Arth, see TK.
Arta, see American Themes & Tapes.
Artist America, see Hiding America.
Artistic/Chartway/ECI Recs., 115 E. 14 St., Davenport, Iowa. 52803. Tel: (309) 794-1968. Sales & Prod'n Mgr.: Gary Unger.
Artist Recs., PO Box 354, Durham, Conn. 06422. Tel: (203) 349-9637. Pres. Randall Coates; A&R Dir.: Michael Frost; A&R Staff: Doug Riccio.
Artists House Inc., 40 W. 37 St., New York, N.Y. 10018. Tel: (212) 519-9435
Pres.: John Snyder; Secy: Betty Snyder.
Labels: (Owned) Artesa, Artist's House.
Int'l repa.: Japan (King).
Art Recs. Mfg. Co., PO Box 15032, Fort Lauderdale, Fla. 33318. Tel: (305) 584-1904. Pres.: Harold E. Doane; Exec. Sr. VP Vivian P. Doane; Pub. Dir.: David W. Dunn
Labels: (Owned) Art, Citadelle, Cruise, Souvenir, Unity.
Arzee, see Everest.
Arzee, see Arcade.
Arzy, see Arkways.
Ashley Rec. Co., 249 Bluegrass Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-3573. Co-Pres.: Leon Ashley, L. S. Walton; VP: F. Casey Walton; (Publ., Adv. & Promo.): Linda Denny.
Asian, see Gospel Media.
Aspro, see Holy Spirit.
Asylum, see Elektra/Asylum/Nonesuch.
Atco, see Atlantic.
Atlanta, see Trend Recs. in Ga.
Atlantic Rec'g Corp., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 484-6000. Cable: ATCOMUSIC. TWX: (710) 581-6537. Bd. Chm.: Ahmet Ertegun; Vice Chm.: Sheldon Vogel; Pres. Atlantic Recs.: Boug Morris; Exec. VP & Gen. Mgr.: Dave Glew; Sr. VP: Atlantic & Pres. Cotillion Recs.: Henry Allen; Sr. VP/Comptroller: Mel Lewinter; VP Sales: Sal Uterano; Sr. VP Nat'l Promo.: Vince Farac; VP Promo. Atlantic/Cotillon; Everett Smith; VP Mktg. George Salovich; VP Adv.: Mark Schullman; VP Int'l Mgr. Cheryl Mitchell; VP & Exec. Ass't to Bd. Chm.: Noreen Woods; Nat'l Pub. Dir.: Sino Dode; Sr. Artist Relations & Development Dir.: Perry Cooper.
Branch: Los Angeles, Calif., 9229 Sunset Blvd. Zip: 90065. Tel: (213) 278-9230.
Distribution branches: See Record & Tape Wholesalers section for listings for Warner/Elektra/Atlantic Corp.
Int'l branches: See WEA Int'l.
Labels: (Owned) Atco, Atlantic, Cotillon; (distributed) Emerald City, Fin-nadar, Island, Mirage, Modern, Pacific, RFC, Radio, Real World, Regency, Rolling Stones, Swan Song.
Int'l reps.: See WEA Int'l.
Atlantis, see Star Song in Ga.
Atlas, see Velvet de Puerto Rico.
Attaxeras (Sweden), see Zim.
Alupman, see Black Fire.
Auda, see Discocorp.
Audible Images, 822 Stendhal Ln., Cupertino, Calif. 95014. Tel (408) 446-0808 (Cassettes).
Audio Accessories Co., 38 W. 515 Derpath Rd., Batavia, Ill 60510 Tel: (312) 879-5998. Sales Mgr.: John S. Maloney. (Tape product)
Audio Arts Inc., 5617 Melrose Ave., Los Angeles, Calif. 90038. Tel: (213) 461-3507. Pres.: Madelon Baker.
Labels: (Owned) Audio Arts, Audio Gospel.
Audio Components Vertriebs GmbH, 8863 SW 179 St., Miami, Fla. 33157. Tel: (305) 255-5320, 253-7878. Pres.: Adib A. Khavari; VP: Kamran A. Khavari; Promo.: Farid A. Khavari.
Int'l branch: Germany.
Labels: (Distributed) DCM, EAR, Snell Acoustics, Sound Labs.
Audio Fidelity, see Audiofidelity Ents.
Audiofidelity Ents. Inc., 221 W. 57 St., New York, N.Y. 10019 Tel: (212) 757-7111. Cable: AUDIOFIDEL. Telex: 6853321. TWX: (710) 581-2331. Bd. Chm.: Dante Pugliese; Gen. Mgr.: Carmen LaRosa; Exec. VP: Bus Affairs: Carl Shaw; Controller: Margaret Johnson.
Branch: Rahway, N.J., 45 E. Milton Ave. Zip: 07065. Tel: (201) 388-5000.
Int'l branch: England.
Labels: (Owned) Amberjack, Audio Fidelity, Chiaroscuro, Coco, First Component Series, Jazz Bird, Knockout, Nutmeg, Charlie Parker, Phoenix, (distributed) Angelaco, Gryphon, Strata-East.
Audio Gospel, see Audio Arts.
Audio Guild, see Record Guild.
Audophile, Ga., see Jazzology-GHB.
Audiphite, Tex., see Happy Jazz.
Audiorama Recs. Corp., 656-658 10 Ave., New York, N.Y. 10036 Tel: (212) 256-9858/9. Pres.: Rafael Diaz Gutierrez; Gen. Mgr.: Hilda Diaz Gutierrez; Sales Mgr. Hilda C. Luciano; Ass't Mgr.: Jose D. Cerun; Promo: Angel Nieves
Labels: (Owned) Auditorama, Madely, Palante, Sono-Max, Taurus.
Audio Research Inc., 1973 Ohio St., Lisle, Ill 60532. Tel: (312) 960-5100.
Pres.: Carl M. Fink; VP: John R. Werling, VP Finance. Ken Jazkupack.
Label: (Distributed) Sessions.
Audio Spectrum, see Alshire.
Audio Technica US Inc., 1221 Commerce Dr., Stow, Ohio 44224. Tel: (216)

686-2600. Pres. Jon R. Kelly; Sr. VP: Fred W. Nichols; Mktg. Communications Dir.: Don H. Kirkendall; Nat'l Sales Mgr. Consumer Prods. Ray Rochelle; Nat'l Sales Mgr. Prof. Prods. Charlie Winkler.
Label: (Distributed) Telarc.
Aural Explorer, see WMO.
Aurora Borealis, see Crimson Dynasty
Aurum Recs. (div. of RBR Communications Inc.), 43 W. 61 St., New York, N.Y. 10023. Tel: (212) 757-8805. Co-Pres.: Bill Radics, Richard Bradley; VP: Ron Beigel.
Auspeax Recs., 12188 Laurel Terrace Dr., Studio City, Calif. 91604. Tel: (213) 877-1078. Owner: Jules Chaikin
Authentic, see Sonic Arts.
Autograph, see Sonic Arts.
Autumn, Calif., see Rhino & R. Dean Taylor
Autumn Int'l Recs., 202 Heather Dr., Garland, Tex. 75042. Tel: (214) 272-9272. Pres.: Philip S. Otten Jr.
Autumn Recs., 2427 N. Janssen, Chicago, Ill 60614. Tel: (312) 975-5840.
Owner: George Kapoulas.
Ava, see Ampro.
Ava & Susan's, see Label X.
Avalanche, see Crimson Dynasty
Avant, see Crystal.
Avant Garde Recs. Inc., 1595 Broadway, New York, N.Y. 10019. Tel (212) 246-1343. Pres. Frank Siegfried; Gen. Mgr.: Bobby McFarland.
Int'l repa.: Australia (Move).
Avanti, see Reflection Sound.
Avoca Musical Sales, 194 Gleeland St., Deer Park, N.Y. 11729. Tel (516) 242-3539. Owner: Nora M. O'Neill.
Labels: (Owned) Avoca, Blarney Castle, IMI.
Int'l repa.: Ireland (Dolphin).
Award Recs., PO Box 213, Brentwood, Tenn 37027. Tel (615) 373-3243.
Azbar, see TMC.
Azra Recs., PO Box 411, 4343 E. 58 St., Maywood, Calif 90270. Tel: (213) 589-2794. Pres.: David Thomas Richards; Sales Mgr. Tom Clelland.
Labels: (Owned) M-80, Not So Famous David's.
Artec, see Dorn.
Arteca Rec. Inc., 1015 Isabel St., Burbank, Calif. 91502 Tel: (213) 849-4671. Cable: BUDSOUND. TWX: (910) 498-2759. Pres.: Al Sherman. (Dis-tributed by Alshire Int'l)
Azure, see Gold Guitar.

B

B B B, see Music Adventures
B B C, see Gemcom.
B B W Recs., PO Box 262, Livingston, N.J. 07039. Tel: (201) 994-1995, 992-7300. Mktg.: Dir.: Anthony Szabo.
B C Recs., 207 Dahill Dr., Brooklyn, N.Y. 11218. Tel: (212) 851-8338.
B G O Recs. Inc., 3297 Northrest Rd., Suite 203, Doraville, Ga. 30340 Tel: (404) 491-0950. Pres.: Arnie Geller; VP: Buddy Buse; VP/Bus. Affairs: Gloria Bue.
B H R, see Arto.
B I, see Bollman.
B I D, see Rm. 10 & CBS.
B I R C Recs., 601 E. Blackledge Dr., Tucson, Ariz. 85705. Tel: (602) 882-9016. Pres. & A&R: Joe Bidwell; Artist Relations: Erin Brooks; Adv.: Joseph Ostrom; Sales & Mktg.: Bob Rollins.
B L T Recs., PO Box 9830, 3507 W. Arctery, Fort Worth, Tex. 76107. Tel: (817) 737-9911.
B M A, see Jersey Coast.
B R C, see Brunswick.
B R S Recs. (div. of Soundex Inc.), 1521 Seventh Ave., Beaver Falls, Pa. 15010. Tel: (412) 846-1174. Pres.: Dave Breit; A&R Dir.: Ralph Robb.
B S O Recs. Inc., 2595 Carrell Ln., Willow Grove, Pa. 19090. Tel: (215) 443-0935. Cable: BSO MUSIC. Pres. & Gen. Mgr. Sal Barbieri; VP: Cro Schiano; Int'l A&R Mgr. Ralph Barbieri.
Int'l branch: Italy.
Int'l reps.: Argentina (Phonogram), Canada (Unidisc), Italy (CGD), Mex-ico (Zorba), South Africa (Tea).
Baby Boy, see Pennisula Artist.
Baby Girl, see Pennisula Artist.
Bach Guild, see Vanguard.
Backlash, see Bomp.
Backstreet, see MCA.
Bainbridge Entertainment Co. Inc., 2507 Roscomare Rd., Los Angeles, Calif 90024 Tel: (213) 476-0631. Pres.: Stanley R. Marshall; VP: Harlene Mar-shall.
Int'l reps.: Canada (Almada), Hong Kong (Shun Cheong), Italy (Ducalle), Philippines (Dyna), Venezuela (Palacio de la Musica).
Balboa Rec. Co., 16027 Sunburst St., Sepulveda, Calif. 91343 Tel: (213) 892-0044. Owner: Larry Fotine. (Also see Spiral)
Balkan, see Marjón.
B'kan Hi-Fi, see Balkan Music
Balkan Int'l, see Balkan Music.
Balkan Music Co., 6917 W. Cermak Rd., Berwyn, Ill. 60402. Tel: (312) 484-6436.
Labels: (Owned) Balkan Hi-Fi, Balkan Int'l
Balkanton (Bulgaria), see Worldtone.
Balloon, see Castalia.
Bal Recs., 355 S. Mansfield, Los Angeles, Calif. 90036 Tel (213) 936 1032.
Bambuco, see Discoland.
Banana, see Stacy-Lee.
Bandleier, see SunCountry.
Bang Recs., 2107 Faulkner Rd. NE, Atlanta, Ga. 30324. Tel: (404) 329-9535
Pres.: Hene Berns; Controller: Julie Chapman. (Distributed by CBS)
Labels: Bang, Bullet, Shout, Solid Gold.
Banner, see General Music.
Barbaro, see Musca Latina.
Barking Pumpkin, see Pumpko & CBS.
Barnaby Recs., 816 N. La Cienega Blvd., Los Angeles, Calif. 90069 Tel: (213) 657-6150.
Baronet Entertainment Co., PO Box 301, 45 Oakland St., Irvington, N.J. 07111. Tel: (201) 399-0119. Principal: Victor Kapfif.
Bass, see Warren.
Bat, see Dawn Prod'ns.
Batish Rec'g Ents., 1310 Mission St., Santa Cruz, Calif. 95060. Tel: (408) 423-1699. Pres.: S.D. Batish; VP Mktg. & Sales: Ashwin Batish, VP: Dist'n & Promo.: Shanta Batish; VP Mgr.: Mark, Ravi Batish.
B Atlas & Jody Recs., 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 946-4405, 885-2380. Pres. & A&R: Vince Vallis; VP's & A&R: Gloria Black, Martin Pomerantz; Musical Dir.: Tony Graye.

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- Bayou Blue, see Great Southern.
- Bay Recs., 1516 Oak St., Suite 320, Alameda, Calif. 94501. Tel: (415) 865-2040. Owner: Michael Cogan.
Labels: (Owned) Bay; (distributed) Cabbage, Dink.
Int'l repa.: Australia (Folkways), Canada (Almada), Germany (Tasim, Troubadour), Japan (BDM), Netherlands (Carol Bloom), Sweden (SAM), UK (Swift).
- Beach Beat, see Dolphin/Rebus.
- Beantown Recs., 2011 N. 15 Ave., Pensacola, Fla. 32503. Tel: (904) 438-2763.
- Bearsville Recs. Inc., PO Box 135, Bearsville, N.Y. 12409. Tel: (914) 679-7303. TWX: (510) 245-0848. Pres.: Albert Grossman; A&R Artist Development Dir.: Ian Kummert; VP Int'l Licensing: Don Schmitzerle. (Distributed by Warner Bros.)
- Beau-Brian, see AcoustoGraphic.
- Beau-Jim Recs. Inc., 10201 Harwin Dr., Suite 2206, Houston, Tex. 77036. Tel: (713) 771-6256. Pres.: James E. "Buddy" Hooper.
- Bee Hive, see Up-Trend.
- Bee Hive Jazz Recs., 1130 Collax St., Evanston, Ill. 60201. Tel: (312) 328-5593. Owners: Susan L. & James R. Neumann.
Int'l repa.: Canada (Coda, Trend), Denmark (SteepleChase), France (DAM), Italy (IRD), Japan (King), Sweden (Amigo), UK (Cadillac, Wellard).
- Bee Jay Rec's Studios, 5000 Eggleston Ave., Orlando, Fla. 32810. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; Gen. Mgr.: Jim Katt; A&R/Prod'r: Bill Vermillion; Prod'r/Arranger: George Atwell; Technical Supervisor: Andy de Ganahl.
Labels: (Owned) Hype, Immunity, Tener.
- Tom Bee Prod'ns, PO Box 8207, Albuquerque, N.M. 87198. Tel: (505) 268-6110. Gen. Mgr.: J. Thomas Bee.
Labels: (Owned) Numex Int'l, Souled Out, Sound of New Mexico, Tribal.
- Believe in a Dream, see Rm. 10 & CBS.
- Belkin Prod'ns Inc., 28001 Chagrin Blvd., Cleveland, Ohio 44122. Tel: (216) 464-5990. (Distributed by MCA)
Label: (Owned) Sweet City.
- Belle, see La Louisianne.
- Belltone, see Lee Anderson.
- Belmont Recs. (div. of John Penny Ents. Inc.), 259A Beech St., Belmont, Mass. 02178. Tel: (617) 924-6722. Pres.: John Penny; Promo.: Jackie Lee Williams.
Int'l repa.: Germany (Raw), Norway (Rocade).
- Belter, see Musical Recs.
- The Benson Co. Inc., 365 Great Circle Dr., Nashville, Tenn. 37228. Tel: (615) 259-9111. Pres.: Robert R. MacKenzie, Exec. VP: Wayne Erickson; Int'l Mktg. Dir.: Mike Blines; Sales Dir.: Don Rogers; Mktg. Mgr.: Karla Worley; Pub. Dir.: Don Klein; Opns. Dir.: Joe Fee.
Labels: (Owned) Greentree, HeartWarming, Impact, NewPax, Onyx Int'l, Paragon, Pilgrim/America; (co-owned) Lamb & Lion, Refuge; (distributed) Alama, Home Sweet Home, Hope Song, Milk'n'Honey, New Birth, New Dawn, Star Song, Triangle.
Int'l repa.: Australia (Rhema), Canada (Lawson-Falle), Denmark (NYE Tomer), Finland (Finn-Gospel), Germany (Pila), Jamaica (GE), New Zealand (Osborn), Norway (Gospel House), Philippines (Praise), South Africa (Bet. Tel. Revelation), Sweden (Gospel & Musik), West Indies (West Indies), UK (Marshall, Morgan & Scott).
- Bente Recs., 382 Central Park W., New York, N.Y. 10025. Tel: (212) 749-2267. Co-Pres.: Karin Mann, John Blount; Disco Mgr.: John Blount.
- Bent Recs. Inc., PO Box 212, Canal St. Sta., New York, N.Y. 10013. Tel: (212) 233-3353. Pres.: Baird Hersey; Sales & Promo. Dir.: Jude Sillato.
- Berlitz Publ'ns Inc., 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-2000.
- Berry Hill, see Buzz Cason & Album Globe.
- Beserkey Recs., 2054 University Ave., Berkeley, Calif. 94704. Tel: (415) 848-6701.
Labels: (Owned) Beserkey, Home of the Hits, Organ
Int'l repa.: Australia (Festival), Austria (Teldec), Germany (Teldec), Sweden (Sonet), Switzerland (Teldec).
- Best Buy Series, see RCA.
- Best Way, see Lawrence Herbst.
- Bethlehem Recs., International Jazz Emporium, 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-7340. Telx: 236644, TWX: (710) 581-6058. Chm.: Joe Cayre, Int'l Mgr.: Glenn La Russo. (Also see Salsoul)
- Beverly (Brazil), see Brasilia.
- Beverly Hills Rec'g Corp., 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 778-7222. Telx: 4720023. Pres.: Bob Reno; VP: Stephen Metz.
Bicycle Music Co., 8756 Holloway Dr., Los Angeles, Calif. 90069. Tel: (213) 659-6361.
- Big Boss, see Album Globe.
- Big Daddy Recs., Box 268, Yonkers, N.Y. 10710. Tel: (914) 779-4684. Co-Owners/Prod'rs. Guy & Pipp Gillette.
- Big El, see Rob-Lee.
- Big L Prod'ns Ltd Inc. PO Box 2015, Garland, Tex. 75041. Contact: Lonnie Salazar.
Labels: Condon II, ICA, Major.
- Big Mike, see Right On.
- Big Sound, see Trod Nossel.
- Big Wheels, see Entertainment Ventures.
- Big Willie, see Forrest Green.
- Biograph Recs. Inc., PO Box 109, Canaan 12029; 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400. Cable: BIOGRAPH. Pres.: Arnold S. Caplin; VP: Barbara Caplin; Nat'l Sales Dir.: Alan D. Caplin.
Labels: (Owned) Biograph, Historical, Melodion.
Int'l repa.: Australia (Memory Lane), Canada (Almada), France (Edwards), Netherlands (Nus Bedryen, Cor De Pater), UK (Brian Eagles, Vintage Jazz).
- Birch Recs., Box 92, Wilmette, Ill. 60091. Tel: (312) 251-7037, 583-0129. Pres.: Dave Wylie; VP: June Wylie; VP Promo.: Terry L. Walker; VP Pub.: Ellen Gindin.
- Birdwing, see Sparrow.
- Bright Recs., 3101 S. Western Ave., Los Angeles, Calif. 90018. Tel: (213) 731-0907. Pres.: Byron Spears Jr.; Gen. Mgr.: Leroy Lovett; Exec. VP A&R: Michael Trammell; Exec. VP Sales: Michael Dilsaver.
- Bivens Brothers, see General Broadcasting.
- Blackbird, see Lakco.
- Black & Blue, see Argus.
- Black Fire Recs., PO Box 38054, Washington, D.C. 20020. Tel: (202) 397-3572. Pres.: James B. Gray; VP: Plunky Nkabinde; Sales Mgr.: Tom Terrell; Bus. Mgr.: Sylvia Potts; Promo.: Mitchell Davis; Adv.: Jerome Gray; Layout & Graphics: Ron Webb; A&R: Lon Moshe.
Labels: (Owned) Black Fire, Cosmic Fire; (distributed) Atumpam.
- Black Label, see HSE.
- Black Saint (Italy), see Rounder.
- Blackwood, see Memphis Mgmt.
- Eubie Blake Music Rec'g, 284-A Stuyvesant Ave., Brooklyn, N.Y. 11221. Tel: (212) 574-8511.
Int'l repa.: Canada (Coda), Japan (Shinsei).
- Blarney Castle, see Avoca.
- Blind Pig Recs., 208 S. First St., Ann Arbor, Mich. 48103. Tel: (313) 428-7216. Prod'n. Jerry Del Giudice. (Distributed by Flying Fish)
Branches: El Carrizo, Calif., 3409 Santa Clara Zip: 94530. Tel: (415) 526-0373. Promo. Dir.: Edward Chmielewski—Chicago, Ill., 1713 N. Austin. Zip: 60639. Tel: (312) 745-0760. Sales Rep.: Michael Del Giudice
- Blue Ash, see Kare.
- Blue Bandana, see Hard Hat.
- Bluebird, see RCA.
- Blue Candle, see TK.
- Blue Diamond Co., Box 102C, Chubbic Rd., Canonsburg, Pa. 15317. Tel: (412) 746-2540. Pres.: Joe Diamond; VP: Cheryl Diamond.
- Blue Dove Recs., 11526 Burbank Blvd., North Hollywood, Calif. 91601. Tel: (213) 761-8888. Pres.: Phillip Mora; Exec. VP: Jill Mather; VP: Dland Joseph Dupuis; Promo. Dir.: Cecelia Gamboa; Promo.: Joe Welch; A&R: J.A. Gamboa
- Blue Flame, see CJ.
- Blue Goose, see Yellow Bee.
- Blue Horizon, see Sre.
- Blue Island Recs., 1446 N. Martel, Suite 3, Los Angeles, Calif. 90046. Tel: (213) 851-3161. Pres.: Bob Gilbert; VP: Bob Fleming.
Labels: (Owned) Blue Island, Bob, Rock Island.
- Blue Mark, see QCA.
- Blue Note, see EMI America/Liberty & Capitol.
- Blue Rain Recs. Inc., 343 S. Dearborn St., Chicago, Ill. 60604. Tel: (312) 427-1067. Pres.: Jack Barthe; VP: James M. Myers; Sec'y: Paul D. Bethel.
- Blue River Recs., 1626 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 463-7661.
Labels: (Owned) Musi-Que, Musi-Que Contemporary, Solo Plus.
- Blues Classics, see Arhoolie.
- Blue Sky Recs. Inc., 745 Fifth Ave., Suite 1803, New York, N.Y. 10151. Tel: (212) 751-3400. Pres.: Steve Paul; VP: Teddy Status. (Distributed by CBS).
- Blues Spectrum, see Ala Ents.
- Bluestone, see Security.
- Blues Unlimited, see Master-Trak.
- Blue Thumb, see MCA.
- Blum Recs., 1350 Samuels Ave., Fort Worth, Tex. 76102. Tel: (817) 336-3885. Pres.: Bill Hearne; VP: David Hearne; Adv. & Art. Dir.: Debra Hearne.
- The Boardwalk Entertainment Co., 9884 Santa Monica Blvd., Beverly Hills, Calif. 90212. Tel: (213) 550-6363. Cable: BOARDWALK VP Bus. Affairs & Finance: David Shen; VP Promo.: Scott Kranzberg; VP A&R/Prod'g & Int'l: Gary Le Met; VP Pub. & Artist Development: Robert Shopp; VP Creative Servs.: Ellen Wolff; Controller: Tony D'Anna; Adm. Dir. & Int'l Servs. Co-ord.: Stan Lenarsky.
Branch: New York, N.Y., 200 W. 58 St. Zip: 10019. Tel: (212) 765-5103. Cable: BOARDWALK. Pres.: In: Biegel; VP East Coast Promo.: Ruben Rodriguez.
- Int'l repa.: France (Vogue), Germany (Bellaphon), Italy (Durium), Netherlands (VIP), Scandinavia (Polar in Sweden), South Africa (Gallo); rest of world (CBS Recs. Int'l in USA).
- Boat Recs., PO Box 3362, Madison, Wis. 53704. Tel: (608) 255-7621. Pres.: Bob Bartel
- Bob, see Blue Island.
- Bobbie Rec. Mig. & Rec'g Inc., 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas Boddie; VP: Louise Boddie, A&R Gerald Baxter; Sales Mgr.: Dennis Boddie.
Labels: (Owned) Bounty, Carbi, Luau, Soul Mine.
- Bold, see TK.
- Bolivia Recs., PO Box 1304, 1219 Kerin Ave., Brewton, Ala. 36426. Tel: (205) 867-2228. Pres.: Roy Edwards; VP: Mike Tracy; A&R/Promo.: Gus Grice; Sales Mgr.: Bobbie Robertson.
Label: (Owned) Known Artist.
- Bolman Int'l Recs., PO Box 28553, Dallas, Tex. 75228. Tel: (214) 270-4887. Contact: B.L. Bolman.
Labels: (Owned) BI, Gospel City.
- Bomba Roja, see Record Guild.
- Bomp Recs. Inc., 2702 San Fernando Rd., Los Angeles, Calif. 90065. Tel: (213) 227-4141.
Labels: (Owned) Bomp, Quark; (distributed) Backlash, Mao.
Int'l repa.: Australia (Phantom, Rocking Horse), Canada (Almada, Bomb), Finland (Poko), France (Molter), Hong Kong (Music Week), Mexico (Musi), Norway (Sonet), Sweden (Sonet), UK (Stage One).
- Bonanza, see General Music in Tex.
- Bonfire, see Jay Jay
- Bonidisco, see Discolando.
- Bonnet, see Country Stream.
- Boot, see Shanachie.
- Boot Master Concert, see Boot Recs.
- Boot Recs. Inc., PO Box 120478, Nashville, Tenn. 37212. Pres.: Jry Krytjuk, VP: Tom C. Connors; Sales: Peter Krytjuk; Promo.: Jannet Pascoal. (Distributed by Shanachie)
Home office: Canada.
Labels: (Owned) Boot, Boot Master Concert, Cynda, Generation, Morning, Moutarde; (distributed) JMI
- Boppin' Belle, see Rollin' Rock.
- Bornqueun (Discos) Inc., GPO Box 4785, San Juan, P.R. 00936. Pres.: Dario Gonzalez; VP: Benito Valdes; Promo. Mgr.: Ana Santos Gonzalez; Sales Mgr.: Jorge L. Matias.
- Borrowed, see Column One.
- Boston Int'l (div. of General Idea Inc.), 419 Boylston St., Rm. 209, Boston, Mass. 02116. Tel: (617) 266-5464/3559. Pres. & A&R Dir.: Wayne N. Wadhams; Office Mgr.: Sean McIntosh LA A&R: Thomas Brandau, Studio Mgr. & Chief Eng.: Allen D. Smith; Eng.: Robin Cox-Yeldham
Labels: (Owned) Boston Int'l, Boston Skyline, Cooking, Nightsong, Slipped Disco.
- Both Sides Rec. Inc. 1730 E. 24 St., Cleveland, Ohio 44114. Pres.: Richard Little.
- Bounty, see Boddie
- Bouquet-Orchid Ents., PO Box 18284, Shreveport, La. 71138. Tel: (318) 686-7362. Pres.: Bill Bohannon.
- Bourne Co., 1212 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 575-1800. Cable: BOURNEPLUS. Pres.: Bonnie Bourne.
Label: (Owned) Murbo
- Boyd Recs., 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Pres.: Bobby Boyd. (Also see Album Globe)
Labels: (Owned) Boyd, Saguaro.
- Boyzfriends, see Frank Evans.
- Brad-De-La-Brad, see Robert Horwitz.
- Branch Int'l Recs., PO Box 31819, Dallas, Tex. 75231. Tel: (214) 750-0720.
Owner: Bart Barton, A&R: Mike Anthony. (Also see Yatahey)
- Branding Iron, see Future Gold.
- Brand X, see Soundwaves.
- Brand-X, see Svett.
- Brandywine Recs., PO Box 413, Durham, N.H. 03824. Tel: (603) 749-2811.
VPs: Richard R. & Ronald B. Shaw
- Brasilia Recs. & Tapes Corp., 29 W. 38 St., New York, N.Y. 10018. Tel: (212) 354-5613. Telex: 666794. Pres.: Herbert Cszaszni; Nat'l Sales Mgr.: Chris Scott.
Labels: (Owned) Brass, Chazro; (distributed) AMC, Beverly, Building, Copacabana, EMI/Dleon, Fontana, Discos Marcus Pereira, Philips, Phonogram, Polydor, PolyGram, RCA, RGE/Fermata, Sabia, Som, Vision, WEA (all Brazil); Area Code Prod'ns.
- Brass, see Brasilia.
- Bratman Recs., 14249 Sherman Way, Suite 8, Van Nuys, Calif. 91405. Tel: (213) 994-4858. Pres.: Bruce Wayne; VP: D. Grason; A&R: C. Gordon; Artist Development: Alfred Butler; Sales: A. Harriet, Art Design, M. Freeze.
Labels: (Owned) Bratman; (distributed) Alleybrat, FAB
- Bread 'n Honey, PO Box 3391, Ventura, Calif. 93006. Tel: (805) 648-5092.
Owner: Bob Cole; Exec. Prod'r: Mark Craig; Mktg. Dir.: Dave Weiss.
- Brentwood Recs., 783 Did Hickory Blvd., Brentwood, Tenn. 37027. Tel: (615) 373-3950. Pres.: Jim Van Hook; Prod'r & A&R: Billy Crockett.
- Brnar, see Sierra.
- Brnar-meade, see Sea Cruise.
- Bridge, see Chapel/Bridge.
- Bright Orange, see Cadet Recs.
- Broadsides, see Folkways.
- Broadway Baby, see Take Home Tunes!
- Broadway/Hollywood, see Take Home Tunes!
- Broadway Intermission, see Did Homestead.
- Broken, see Clay Pigeon.
- Bronjo, see Met Richmond.
- Bronto Saurus, see Crimson Dynasty.
- Bronze, see Chrysalis.
- Brooklyn Country Recs., 150 E. 39 St., Suite 1705, New York, N.Y. 10016. Tel: (212) 889-3754. Pres.: Valerie Jay; VP: Robert M. Frank; Gen. Mgr. & Promo.: Regina Kay.
- Brother Recs. Inc., 2910 Lincoln Blvd., Santa Monica, Calif. 90405. Tel: (213) 392-9536. Tour Mgr.: Jason Raphaelian; Prod'n Mgr.: Ray Upton.
- Bruboon, see Gwen.
- Bruno, see Acropole.
- Brunswick Rec. Corp., 1995 Broadway, New York, N.Y. 10023. Tel: (212) 496-0700. Bd. Chm.: Nat Tarnopol; Pres.: Jerry Kenney; Exec. VP: Raymond Daniels; Prod. Control Mgr.: Lee Shep. Nat'l Promo. Co-ord.: Rane Boone; Office Mgr.: Driean Caballero; Dance Music: David Negron.
Branch: Chicago, Ill., 1449 S. Michigan Ave. Zip: 60605. Tel: (312) 427-0828.
Labels: (Owned) BRC, Brunswick, Dakar.
- Buckshot, see Jete.
- Buddah Recs. Inc., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Arthur Kass; VP: Chuck Walz.
Labels: Buddah (dist. by Arista), Sutra.
Int'l repa.: Argentina (Interdisc), Australia (RCA), Belgium (Vogue), Canada (Quality), France (Vogue), Germany (Teldec), Hong Kong (Shun Cheong), Italy (Carosello), Japan (Victor), Luxembourg (Vogue in Belgium), Mexico (Perseus), Netherlands (VIP), New Zealand (RCA), Nigeria (Tabansi), Peru (FTA), Philippines (A&W), Portugal (Nova), Scandinavia (Teldec in Germany), Switzerland (Teldec in Germany), UK (PRT), Venezuela (Palacio de la Musica)
- Building (Brazil), see Brasilia
- Bulldog Recs. Ltd., 50 E. 42 St., Suite 401, New York, N.Y. 10017. Tel: (212) 687-2299. Pres.: Jeffrey S. Kruger; VP: S. Louis Zimman. Howard Kruger; VP Int'l Affairs: Leslie Lewis. (Also see Quicksilver.)
Home office: England.
Labels: (Owned) Bulldog, Ember, Ember Int'l, Great Voices of the Century.
Int'l repa.: Argentina (Sicamericana), Belgium (Vogue), Brazil (Som), Canada (Almada), Costa Rica (Lyra), Czechoslovakia (Opus), Denmark (EMI), Finland (EMI), France (Vogue), Germany (Teldec), Israel (CBS), Italy (Durium), Kenya (AIT), Netherlands (Inelco), New Zealand (Music World), Nigeria (Phonogram), Norway (EMI), Philippines (Disco Corp.), South Africa (David Gresham), Spain (Discophon), Sweden (EMI), Uruguay (Palacio de la Musica), Venezuela (Palacio de la Musica)
- Bullet, see Bang.
- Bulter Mgmt., Box H, Harvard, Mass. 01451. Tel: (617) 456-8111. Chief Exec. & Sales Dir.: Stephen Bond Garvan, A&R Dir.: Rachel Litchfield; Art. Dir. & Pub.: Frances Jurga
Branch: Los Angeles, Calif., c/o McKenna & Fitting, 3435 Wilshire Blvd., Zip: 90010. Tel: (213) 384-3600. Exec. Prod'r & Counsel: John Lehr
Labels: (Owned) Would'n Shoe, (distributed) Greenpeace
- Bullfrog, see Advent.
- Burdette, see First American.
- Burlap, see Sea Cruise.
- Busch Country Prod'ns Co., 1002 W. Busch Blvd., Tampa, Fla. 33612. Tel: (813) 935-6289. Owner: Randall Bethencourt. Promo & Pub. Ruth Doz-zer; A&R: Joe Bethencourt, Cheryl Peacock
- Buttermilk Recs., 1310 Tulane, Houston, Tex. 77008. Tel: (713) 864-0705.
Owner: Charles Buckley, Promo. Mgr.: Brenda Ray, A&R: Trent Burns
Labels: (Owned) Buttermilk, Flatrock, (distributed) Fair Retail, Hamilton St., Krayola, Rinconada.
Int'l repa.: Germany (Bear Family), Japan (Tambourine), UK (Making Waves)

C

- C B D Recs. Inc., 2029 Century Park E., Suite 3720, Los Angeles, Calif. 90067. Tel: (213) 557-1160. TWX: (910) 490-1662. Pres: Thomas A. White.
Int'l branch: Italy
Int'l repa.: Asia, Japan & the Pacific (RVC in Japan), Austria, Germany & Switzerland (Telefunken Decca in Germany), Central & South America (CBS in Argentina), Italy (Rocade), Scandinavia (Sonet in Sweden) Spain (CBS), Canada, USA & Puerto Rico—Latin market only (CBS Int'l in Coral Gables, Fla.)
- C B S Masterworks, see CBS Recs.

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Distribution branches: See Record & Tape Wholesalers section
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 Pasha Pavilion Philadelphia Int'l Precision Scotti Bros T Neck TSDP
 Uncle Jam Unlimited Gold (associated-Columbia) ARC Stiff Colum
 bia (associated-Epic) City Lights Cleveland Int'l Full Moon Park Lane
 Stiff Epic Virgin (associated-Portrait) Lormar (custom dist'n) Bark
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 ists Nat Family LAX Phase II WMOI

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Branches: Coral Gables, Fla. (Latin American Opmg.) 2600 Douglas Rd
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 1001 Ponce de Leon Zip 00907 Tel (809) 725 6276

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 Dominican Republic (Continental de Discos) East Germany (VEB) Ecua
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 (Phonogram) Peru (Industrial Sono Radio) Philippines (Blackgold) Por
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 berg Ticaret) USSR (Melodiva) Uruguay (Sondor) Yugoslavia (Suzy)
 C C C/Orion see Orion

C D E Recs & Tapes/Toll Free Recs & Tapes PO Box 41551 Atlanta Ga
 30331 Tel (404) 261 6094 Pres Charles O Edwards
Labels: (Owned) TBS

C J Rec Co 4827 S Prairie Ave Chicago Ill 60615 Tel (312) 285 1616
 Pres Carl Jones Mgr R C Hillman **Local branch:** 7855 S Halsted
 Zip 60621 Tel 224 5612 787 8220
Labels: (Owned) Blue Flame CJ Coet Firma

C M H Recs Inc PO Box 39439 Los Angeles, Calif 90039 Tel (213) 663
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 366 4387 VP Arthur Smith
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 (Trend) Germany (Ariola Eurodisc) New Zealand (Avan Guard) Switzer
 land (Ariola Eurodisc)

C M S Recs Inc 14 Warren St New York, N.Y. 10007 Tel (212) 964 3380
 Telex 667138 Pres Jack Rubenstein VP Sales/Mktg Bill Singer.
 Sec'y Treas Leon Golover
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Int'l reps: Argentina (Magnetic), Australia (Summit, KGC) Belgium
 (Baltic), Canada (Almada Phonodisc), Chile (Sondos), Ecuador (Casa
 Musical Moron) Italy (Florence Int'l) Netherlands (Mirasound), UK
 (Peerless)

C D R I. see Continental Rec'gs
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 Cadence Blues see Cadence Jazz
 Cadence Jazz Recs. Cadence Bldg Redwood N.Y. 13679 Tel (315) 287
 2852 Pres Robert D Rusch Promo Oave Bernstein, Sales Larry Raye
 Bus Mgr Susan Miller
Labels: (Owned) Cadence Blues Cadence Jazz

Cadet Polka Recs Box 36 Burnett Wis 53922 Tel (414) 689 2211/2215/
 2320 Pres Don Peachey

Cadet Recs Inc, 5810 S Normandie Ave Los Angeles Calif 90044 Tel
 (213) 753 5121 Pres Jules Bihari Opmg Dir Donald Macmillan
Labels: (Owned) Bright Orange Crown Kent, Modern Mother Goose
 Robin Hood United

Caedmon Arabesque 1995 Broadway New York N.Y. 10023 Tel (212)
 580 3400 Telex 668478 Pres Carol Haubert, Mktg Dir Robert Knox
 Exec Prod'r Ward Botstford, Prod Mgr Robert Gavin
Labels: (Owned) Arabesque Caedmon, Soundbook Spoken Word Clas
 sics

Int'l reps: Australia (Discuro L&S) Canada (D C Heath) South Africa
 (Trutone) UK (Teakfield)

Caeha see Triangle
 Can Prod'n Co., PO Box AV College Station Tex 77840
 Cajun Classics see Master Trak
 Calgar Recs 853 N 23 St Milwaukee Wis 53233 Tel (414) 344 7259
 Promo /Pub Dir Calvin Monegar A&R, Prod'n & Artist Mgmt Dir Ge
 rold Armstead

Calico see Wallner Ents
 Caliente, see Gaytronics
 California Int'l Rec. & Video Works PO Box 2818 Newport Beach Calif
 92663 Tel (213) 203 9533 Pres Joseph Nicoletti VP & Gen Mgr
 Cheryl Lee Gammon
 California Mud Slide see Crimson Dynasty
 California Rockably see Rollin' Rock

Calumet see San Lyn
 Calvary Recs Inc, 142 Eighth Ave N Nashville, Tenn 37203 Tel (615)
 244 8800 Pres N S Parkerson Jr Exec Dir Rex W Bledsoe
Labels: (Owned) Calvary, Clarion Life Stream, Premiere
 Cambridge Recs Inc 125 Irving St, Framingham, Mass 01701 Tel (617)
 879 2282

Camden Sool see Rob Lee
 Camerata Tokyo (Japan), see Outstanding
 Camerica Recs, 489 Fifth Ave New York, N.Y. 10017 Tel (212) 682 8400
 Telex 236920 Pres Vittorio Benedetto

Cameron Recs 601 602 UA Tower 50 Music Square W Nashville, Tenn
 37203 Tel (615) 321 0220 Pres Richard Cammeron VP A&R Gloria
 Dumas

Ray Campi see Rollin Rock
 Campus Grads, see Disc Oisk
 Canaan, see Word
 Canadian American see Dawn
 Canary see Canary Yellow Bird
 Canary Yellow Bird Recs Co 1704 Wagner Heights Rd, Stockton Calif
 95209 Owner Earl Miles

Labels: Canary Yellow Bird
 Candide see Moss
 Candy Apple see World Sound
 Candy Recs, 2716 Springlake Court Irving Tex 75060 Tel (214) 259
 4032 Owner & Gen Mgr Kenny Wayne Hagler

Labels: (Owned) Candy Hollis, Lil' Possum, Sweet Tooth
 Candy Pa see Jeree
 Caney, see Guajiro
 Can Scor, see R&R

Canyon Recs Inc 4143 N 16 St Phoenix, Ariz 85016 Tel (602) 266-
 4823/7835 Pres Raymond A Boley
 Cap, see Cha Cha
 Capstan Recs, PO Box 211 East Prairie, Mo 63845 Tel (314) 649-2211
 Pres Tommy Loomas, Prof Mgr Archie Corlew

Capetown Recs, 772 S Kingshighway, Cape Girardeau, Mo 63701 Tel
 (314) 335 0100 Pres & Prod'r Fred J Horrell, Sec'y Treas Marion Gur
 len

Capital Star Artist Ents Inc 1159 Jay St, Rochester N.Y. 14611 Tel (716)
 328 5565 Pres Don Bales, VP & Sales Tony Powlowski, Mgr On Re
 dant

Branch: Williamsport, Pa., 836 Franklin St Zip 17702 Tel (717) 323
 6951 Mgr Pat Craven
Labels: (Owned) Alamo, Capital Star Artist
 Capitol Recs Inc, 1750 N Vine St, Hollywood, Calif 90028 Tel (213) 462
 6252 Cable CAPRECORDS Telex 674051 Bd Chm & Chief Exec Offi
 cer Bhaskar Menon, Pres Don Zimmermann, VP Mktg Walter Lee, VP
 A&R Rupert Perry, VP Video Mktg Dan Davis, VP Promo Bruce Wend
 ell, VP Bus Affairs Robert Young, Dir VP Black Music A&R Varnell
 Johnson, Creative Servs, Mdsq & Adv Dir Bill Burhs, Talent Acquisition
 Dir Bruce E Garfield, Int'l Gen Mgr. Kick van Hengel

Branches: New York, N.Y., 1370 Ave of the Americas, Zip 10019 Tel
 (212) 757 7470 Exec Ira Oerfler, East Coast Talent Acquisition Dir,
 Mitchell Schoenbaum, East Coast Press & Artist Relations Mgr Maureen
 O'Connor, A&R Robert Currie, Theodore Currier-Nashville, Tenn., 29
 Music Square E Zip 37203 Tel (615) 244 7770 Div VP Lynn Shults,
 Nat'l Country Promo Dir Paul Lovelace

Int'l branch: Canada
Distribution centers & district sales offices: See Record & Tape Wholes
 alers section

Labels: Angel, Blue Note, Capitol, EMI, EMI America Gold Coast, Harvest,
 M.S.S. SRI (Spector Recs Int'l), Seraphim, Sunbird
Int'l reps: Argentina (EMI), Australia (EMI), Austria (EMI), Barbados
 (West Indies Recs), Belgium (EMI), Bolivia (Discolandia), Brazil (Capit
 ol), Chile (EMI), Colombia (CBS), Czechoslovakia (Ariola), Denmark
 (EMI), Dominican Republic (Julio Tonos), East Germany (Deutsche
 Schallplatten), Ecuador (IFESA), Egypt (Sono Carro), Finland (EMI),
 France (Pathe Marconi-EMI, Sonopresse), Germany (EMI Electrola),
 Greece (Columbia EMI), Guatemala (Dideca), Hong Kong (EMI), Hungary
 (Kultura), India (Gramophone), Ireland (EMI), Israel (CBS), Italy (EMI),
 Japan (Toshiba EMI, Liberty only-King), Korea (Oasis), Malaysia (EMI),
 Mexico (EMI-Capitol), Netherlands (EMI), New Zealand (EMI), Nigeria
 (EMI), Norway (EMI), Pakistan (EMI), Peru (IEMPSA), Philippines
 (Dyna), Portugal (Valentim de Carvalho), Singapore (EMI), South Africa
 (EMI), Spain (EMI Odeon), Sweden (EMI), Switzerland (EMI), Taiwan
 (Four Seas), Thailand (EMI), Turkey (Grunberg Ticaret), UK (EMI), Uru
 guay (Ricardo & Rodolfo Goscia), Venezuela (Sonografica, Liberty only-
 Palacio de la Musica), Yugoslavia (lugoton), Zambia (Teat)

Cap Orion, see Cartoon
 Capricorn Recs Inc, 561 Cotton Ave., Macon, Ga 31201 Tel (912) 745
 8511
 Capstan Recs, PO Box 211, East Prairie, Mo 63845 Tel (314) 649-2211
 Pres Tommy Loomas, Prof Mgr Archie Corlew

Captain, see Sonic Arts
 Cardinal, N.Y. see Vanguard
 Cardinal, Va. see Righthorn
 Caribi see Boddie
 Caribou, see CBS
 Carino, see Gaytronics
 Carnival see Alhambra
 Carol see Glenn

Carolina Recs 1605 Park Dr Raleigh N.C. 27605 Tel (919) 833 6694
 Owner Ethel L Casey Mgr Walker L Casey

Caroline Imports 43 Perry St New York N.Y. 10014 Tel (212) 807 8177
 Pres Charles Dimont
Home office: England

Carousel Recs Inc, 12733 N Crescent Heights Blvd Los Angeles Calif
 90046 Tel (213) 650 6500 Pres & A&R Stuart Lanis, VP Finance
 Adam Bank, VP Creative Servs Colman Bank, VP Sales & Mktg Nathan
 Bank, VP Pub Mike Canyon, VP Adv James Scott, VP Promo Gianni
 Joy

Carriere Recs, 300 E 75 St Suite 16C New York, N.Y. 10021 Tel (212)
 772 2475 TWX (710) 581 4718 Chm Claude Carriere, Pres Jean-
 Louis Detry (Distributed by CBS)

Int'l reps: Argentina (Microfon), Belgium (Carriere), Germany (Carriere),
 Israel (CBS) Italy (Carriere Foni Cetra) Mexico (Peerless) Netherlands
 (Carriere) Portugal (PolyGram), Scandinavia (Carriere EMI), South Africa
 (Carriere EMI), Spain (Carriere CBS), Switzerland (Carriere), UK (Carriere)

Carrie, see James Hendrix
 Carte Blanche, see Art Attack
 Cartoon Recs, c/o Enchanted Door Inc., PO Box 1235, New Rochelle, N.Y.
 10802 Tel (914) 834-5676 Pres Joe Messina, VP A&R David Sapers
 tein

Labels: (Owned) Cap Orion Cartoon
 Carwar, see Warren
 Carwin Country Recs & Tapes, 13357 Lorain Ave Cleveland, Ohio 44111
 Tel (216) 476 2695

Casablanca, see PolyGram
 Casa Frago Inc., PO Box 2774, San Juan, P.R. 00903 Tel (809) 725-8842
Label: (Owned) Frago

Casa Grande Recs/Don Mar Recs/Shawmut Recs, PO Box 113, Woburn,
 Mass 01801 Tel (617) 933 1474 Gen Mgr Frank P Pappalardo, A&R
 & Prod'n Mgr Frank Paul, PR Joe Paul
Label: (Owned) Casa Grande

Cascade Mountain Recs, 18039 Crenshaw Blvd, Suite 300, Torrance, Calif
 90504 Tel (213) 538 5476 Pres, William J Wickline
Branch: Fox Island, Wash., 588 North Shore Blvd Zip 98333 Tel (206)
 549 2468 VP A&R Robert Wickline, VP Promo Richard Wickline

Buzz Cason Prods'n, 2804 Azalea Pl, Nashville, Tenn 37204 Tel (615)
 383 8682 Pres & Prod'r Buzz Cason. (Also see Album Globe)
Label: (Owned) Berry Hill

Cassandra Recs, 2027 Parker St, Berkeley, Calif 94704 Tel (415) 843-
 2365 Pres Nancy Schimmel, Mgr Ruth Burnstein
 Castalia Recs, PO Box 11516, Milwaukee, Wis 53211 Tel (414) 272-0963
 Pres, & A&R Jim Spencer, Promo & PR Dave Luhrssen, Project Co-ord
 & Art Direction ET Caldwell

Labels: (Owned) A Major Label, Balloon, Castalia, Fair Wind, Thoth
 Castle Music Inc., Box 7574, Tulsa 74105, 141 & Hwy 75, Glenpool, Okla
 74033 Tel (918) 299-1223 Pres /Prod'n Mgr Benjamin P Ferrell, VP
 Doyle Harrison, Sec'y Treas: Nick Kangles: Studio Mgr J E Everitt:
 Comptroller/Sec'y Oina Kangles

Labels: (Owned) Castle, House of Kings
 Castle, N.J., see Rob-Lee
 Cat, see TK
 Catalyst, see Vee Jay
 Cavalcade, see American Entertainment

Cayton Ents., W. Main St, Orwell, Ohio 44076 Tel (216) 437-8422
 Gaytronics Rec Corp, 401 Fifth Ave., New York, N.Y. 10016 Tel (212) 541
 4091

Distribution branches: See Record & Tape Wholesalers section
Labels: Arcano, Caliente, Carino, Caytronics, Pronto, RCA (Mexico), RCA/
 Camden (Mexico)

Celebration Recs, PO Box 20085, Bloomington, Minn 55420 Tel (612)
 884-6518 Pres Mike Elliott, Opmg & A&R Sandie Kranz
 Celeen, see Potnick

Celestial Harmonies (div of Mayflower Music Corp.) 605 Ridgfield Rd,
 Whitton, Conn 06897 Tel (203) 762 0558 Telex 220883 Pres Eckart
 Rahn, VP Ruby McFarland

Labels: (Owned) Celestial Harmonies, Kuckuck, (distributed) Loft,
 Wergo, Wind
 Celestial Recs, Releasing Corp 229 Las Vegas Blvd S., Las Vegas, Nev
 89101 Pres, & Treas. Arthur H Benson, Sec'y Leslie Sandhofer, A&R
 William "Hy" Seaman, Jimmy Haskell, John Krans, Dalton Priddy,
 Promo, Howard Wormser

Nat'l sales office: Hollywood, Calif., PO Box 1563 Zip 90028
Labels: (Owned) Celestial, Creative
Int'l reps: Denmark, Finland, Netherlands, Norway, Sweden & Switzer
 land (all Nordic Copyright Bureau), France (Michel Meyers)

Centro, see Century Prods'n
 Centaur Recs, 82 Aldine St., Rochester, N.Y. 14619 Tel (716) 328 4649
 Pres. Martha B Pitoni, A&R/Prod'r Ven Pitoni; Nat'l Sales Mgr Marvin
 Steffey, Adv & Promos, Dennis Majzak

Labels: (Owned) Centaur, Jingles, Sea-King
Int'l reps: Canada (Quality), New Zealand (Peak)
 Century Artist, see Frank Evans
 Century Prods'n Inc., 171 Washington Rd., Sayreville, N.J. 08872 Tel (201)
 238-5630

Label: (Owned) Centro
 Century Recs, 6550 Sunset Blvd., Hollywood, Calif 90028 Tel (213) 365
 3991 Telex 67-7239

Century Recs Inc, 1429 Hawthorne St., Pittsburgh, Pa 15201 Tel (412)
 781-4557 Pres Edward J Moschetti, A&R Gail P Gray
 Century 21, see Random Ents.
 Cetra (Italy), see Playette

Cha Cha Recs, 15041 Washburn Ave., South Hollywood Ill 60473 Tel (312)
 339-0307 Pres Donald L DeLuca, VP's Don & Bob DeLuca
Labels: (Owned) Cap. Cha-Cha
 Chalek Recs/Friedrich's Prods'n, 8335 Sunset Blvd., Los Angeles, Calif
 90069 Tel (213) 656-0970 Chm Jean-Claude Friedrich, Pres Tom
 Hayden, Special Project Dir Marie Bacharach
Int'l branch: Switzerland
Label: (Distributed) TSR

Int'l reps: Benelux (Trema in France), France (Trema), Greece (CBS),
 Hong Kong (Victor in Japan), Italy (Carosello), Japan (Victor), Malaysia
 (Victor in Japan), Philippines (Victor in Japan), Scandinavia (RCA/
 Electra in Sweden), Singapore (Victor in Japan), South Africa (Gramo-

phone) South America (RCA in USA) Spain (CBS) Switzerland (Trema in France) Taiwan (Victor in Japan)

Challont Recs Inc 2427 Hawthorne Dr Montgomery Ala 36111 Tel (205) 277 1015 Pres Thomas A Britton Jr VP Charles P Britton (Also see Varese Sarabande & Discwasher)

Chaos see Plastic

Chapel see Chapel Bridge

Chapel Bridge Recs (div of Pacific Press Publ g Ass'n) 1350 Villa St Mountain View Calif 94042 Tel (415) 961 2323 Mgr Earl B Johnson

Int'l branch: Canada

Labels: (Owned) Chapel Bridge

Chapparral see Melodie

Charade Recs 1384 E Sequoia Ave Tulare, Calif 93274 Tel (209) 686 2533 Pres Raymond A Baradat, VP Syl Grigsby Sales & Mktg Gary DeFoe Pub & Adv Bob Dennison R&B Promo Rod Beavers Jazz Promo Gene Short Country Promo John Keith Int'l Paul Fredricks

Branch: Canoga Park, Calif., 22146 Lanark Zip 91304 Tel (213) 704 0629 A&R Dir Art Stewart

Labels: (Owned) Charade Tadarab (distributed) Faux Pas

Charay see Christ

Charity see Richtown

Charlie Brown see Disneyland Vista

Charlie Rock see The Sound of Brooklyn

Charro see TMC

Charta Recs 44 Music Square E Nashville Tenn 37203 Tel (615) 255 2175 Pres Charles Fields (Distributed by Nationwide Sound)

Labels: (Owned) Charta Sun Rize

Charter see Ripcord

Chase see Chase Media

Chase Media Inc 5284 S 320 West Suite C266 Salt Lake City Utah 84107 Tel (801) 261 1383 Pres Randal S Chase VP Irel L Chase

Label: (Owned) Chase

Chattahoochee Rec Co 5300 Sepulveda Blvd Van Nuys Calif 91411 Tel (213) 788 6865 VP's John & Chris Yardum

Chaz ro see Brasilia

Chuck Chellman Co 1201 16 Ave S Nashville Tenn 37212 Tel (615) 320 7287

Label: (Owned) Renegade

Chembo see Mena

Cherie Recs Inc 1080 N Woodward Birmingham Mich 48011 Tel (313) 642 8150 Pres Norton Stern

Labels: (Owned) Cherie Coup

Cherry Recs 9717 Jensen Houston Tex 77093 Tel (713) 697 8849

Chess Visions Inc PO Box 430372 South Miami Fla 33143 Tel (305) 446 9267 Pres Richard F Fatigati Sales Mgr Jane E DuHy (Cas seltes)

Cheyenne Music Prod'n 1350 Irwin Dr Pontiac Mich 48054 Tel (313) 673 6791 Pres & Gen Mgr Anne Johnson Promo Mgr A&R Dir Tom Dennis Creative Servs Danny Holley Richard Paddy Sales Joyce Gaedi Tricia Roberts

Chiaroscuro see Audiofidelity

Chi City see Chi Town

Childrens Learning Society 1637 Utica Ave Brooklyn NY 11234 Tel (212) 253 4600 Cable LEARNING NEW YORK Telex: 668550 Pres David Last VP & Sec v Bea Last Sales Mgr Don Erlichman

Chimneyville see Malico

Chi Sound see RCA

Chiswick (UK) see Rounder

Chi Town Recs 2123 N Seminary Ave Chicago Ill 60614 Tel (312) 348 3730 Pres Carl A Bonafede VP Frank Pizani

Labels: (Owned) Chi City Chi Town Land of Lincoln Railroad Center Chocolate City see PolyGram Recs

Choctaw see Memphis Mgmt

Choice Recs Inc 24 Tillye Pl Sea Cliff NY 11579 Tel (516) 671 7299

Int'l rep.: Japan (Trio)

Choker Recs Inc 8 Capital Ave NE Battle Creek Mich 49017 Tel (616) 968 8316

Chovy Int'l see General Broadcasting

Chris C's see 3 G's

Christian Artists Corp PO Box 1984 Thousand Oaks Calif 91360 Tel (805) 499 4306 Pres Cam Florida

Christian Faith see Skyline Sing

Christian Folk see Skyline Sing

Christian World Inc 1215 N Portland Oklahoma City Okla 73107 Tel (405) 521 0777 Pres Mark Stevens VP Rita Florida Sec'y Treas Con ne Stevens

Labels: Christian World Shalom Vine

Branch: PO Box 11152 Fort Worth Tex 76110 Tel (817) 738 8843 Pres Major Bill Smith

Int'l branch: England Le Bill Music

Labels: (Owned) Charay Le Cam

Chrysalis Recs 9255 Sunset Blvd Suite 212 Los Angeles Calif 90069 Tel (213) 550 0171 Co Chm Terry Ellis Chris Wright Pres Sal Licata VP Promo Jack Forsythe VP Sales Stan Layton VP A&R & Artist Development Jeff Aldrich VP Creative Servs Roland Young

Branch: New York, N.Y., 115 E 57 St Zip 10022 Tel (212) 935 8750

Labels: (Owned) Chrysalis (associated) Two Tone (distributed) Air Bronze Takoma

Chuckie see Little Richie Johnson

Churchill Recs Ltd 3225 S Norwood Tulsa Okla 74135 Tel (918) 663 3883

Chinowns see Jerma

Cinnamon Int'l see Album Globe

Circle see Jazzology GHB

Circle Sounds see Kenyan

Citadel see Varese Sarabande

Citadelle see Art

City Lights see CBS

City Sounds see MMO

Clarion see Calvary

Clark see Words of Wisdom

Clarks Music Ltd 340 Bellevue Ave Yonkers NY 10703 Tel (914) 591 7715 Contact Bernie Fass

Classical Excellence see Request

Classic Jazz see MMO

Clave see Penco

Clay Pigeon Recs (div of Clay Pigeon Int'l) PO Box 20346 Chicago Ill 60620 Tel (312) 778 8760 Pres & A&R Vytautas Beleska Sales Mgr Rudy Markus Promo Dir M Bernes Special Projects Mgr O Jaras

Labels: (Owned) Broken Clay Pigeon Patefonas Poplog

Clean Cuts Inc Box 16264 Roland Park Station Baltimore Md 21 10 Tel (301) 467 4231 Telex 908041 Pres Jack Heyman VP Tom Sittler Nat'l Promo Dir Bruce Freeman

Clearinghouse Rec Corp (CRC) 21 W 39 St 5th Fl New York NY 10018 Tel (212) 869 2299 Pres Andy Hussakowsky VP Ron Moseley Promo & Sales Simon Grumborg A&R Art st Relations Dir Gene O'Brien

Branch: Studio City, Calif., 12103 Ventura Pl Zip 91604 Tel (213) 761 2163 Dir Dr Jerry Pikelovsky

Label: (Owned) CRC

Cleo see Mather Cleo

Cleveland Entertainment Co PO Box 783 Willoughby Ohio 44094 Tel (216) 951 0993 Pres Steve Popovich, Nat'l Promo Dir Bill Catino Marty Mooney, Nat'l Promo Mgr Dave Clemence

Branch: New York, N.Y., 538 Madison Ave Zip 10022 Tel (212) 935 8630 VP Sales & Mktg Stan Snyder, VP Bus Affairs Sam Lederman (Also see CBS)

Label: (Owned) Cleveland Int'l

Cleveland Int'l see Cleveland Entertainment & CBS

Clock see Mystic

Clone Recs PO Box 6014 Akron Ohio 44312 Tel (216) 733 4885 Pres & A&R Dir Nick Nichols

Int'l reps: Austria (Itzhuluh) Italy (IRO LM) Spain (Pan & Musica) UK (Pinnacle)

Clouds see TK

Clowns see Robert Horwitz

Clymax see Arcade

Coachella see Accent

Coast to Coast Recs Inc Box 5339 FDR Station New York NY 10022 Tel (212) 751 7078 Pres Fred Frank (Distributed by CBS)

Cobra Country Recs PO Box 2144 Winnetha Calif 91306 Tel (213) 347 2976 Owner & Pres Oon Bradley

Labels: (Owned) Cobra Knight

Cochise Rec Co PO Box 1415 Athens Tex 75751 Tel (214) 675 5192

Coco see Audiofidelity

Coda see Spanish Music Center

Codex Int'l Recs 8004 Blue Ash Rd Cincinnati Ohio 45236 Tel (513) 891 2300 Pres Saul Halper

Branch: Los Angeles, Calif., 11211 Wilmington Ave Zip 90059 Tel (213) 566 9982 Exec VP Joe Fornis

Cognito Prod'n 810 S First St Hopkins Minn 55343 Tel (612) 938 7020

Coherent Sound see Nautilus

Combra see Penco

Colbert see Kision Elyon

Collectables see Greene Valley Lines

Collectibles see Spiral

Collectors Series see Columbia Special Prods

Collegium Sound Inc 35 4172 St Jackson Heights NY 11372 Tel (212) 426 8555 Pres Donald Wade

Labels: (Owned) Collegium Minstrel

Colonial see General Music in Tex

Colon United see Marc Gordon

Colony N.Y. see Oltozo

Color see TH

Colosseum Recs Ltd 134 S 20 St Philadelphia Pa 19103 Tel (215) 698 7710 Pres Robert F Morton

Colosseum N.Y. see Acropole

Colt III see CI

Colt Va see Musico

Columbia see CBS

Columbia Special Prods 51 W 52 St New York NY 10019 Tel (212) 975 4126 VP A E Shulman Gen Mgr John Franks Sales Mgr Richard Greener

Labels: (Owned) Collectors Series Encore Series 51 West (distributed) Commodore

Column One Rec Co PO Box 4086 Springfield Ma 65808 Tel (417) 881 5015 Owner & Bd Chm James M Martin

Label: (Owned) Borrowed

Combo see Rico

Comedie Francaise La see Everest

Commodore Rec Co Inc 3 Kensington Oval New Rochelle NY 10805 Tel (914) 235 1229 Pres Milt Gaber Sec'y Treas David Chase (Distributed by Columbia Special Prods)

Common Cause see Cross Over

Compendium Inc 432 Moreland Ave Atlanta Ga 30307 Tel (404) 525 1679 Pres Peter Dyer VP DB Recs Danny Beard Treas Mary Ann Moore Promos Kate Ingram (West Coast) Anita Sarko (New York) Albert Oram (Boston) Publ g Tina Jones

Labels: (Owned) DB Press (distributed) Armageddon

Compo Rec Co 105 Burk Dr Oklahoma City Okla 73115 Tel (405) 677 6448 Pres & Prof Mgr Yvonne DeVaney VP Sonny Lane

Branch: Nashville, Tenn., 38 Music Square E Suite 219 Zip 37203

Composers Recs Inc (CRI) 170 W 74 St New York NY 10023 Tel (212) 873 1250 Pres & Acting Chm Blair Weille Exec Dir Carter Harman Sales Rep Larry Sockell Promo Dir Jim Lauth Development Dir Verma Fine Assoc Prod Carolyn Sachs Prod'n Ass't Laurence Dresner Comp'troller Lois Carroll

Labels: (Owned) CRI (distributed) CP Grenadilla Louisville Orchestra First Edition Univ of Michigan

Computer Recs 5626 Chrysler Ave Baltimore Md 21207 Tel (301) 664 9135 Pres Gary E Newman VP Terry Newman Sec'y Loretta Watkins

Constock Recs Box 3247 Shawnee Kan 66203 Tel (913) 631 6060 Pres Frank Fara VP & A&R Dir Patti Parker Opn Mgr Cal Chowning

Label: High Rise

Con Bro Recs Inc PO Box 196 Nashville Tenn 37202 Tel (615) 329 1944 Pres & A&R Dir Bill Walker VP Opns Jeanne Walker Gen Mgr Sara Stovall

Labels: (Owned) Con Bro Concorde

Concert Co PO Box 531 3318 Platt Ave Lynwood Calif 90262 Tel (213) 639 1341

Label: (Owned) Concert Rec g

Concert Disc see Everest

Concert Rec g see Concert Co

Concorde see Con Bro

Concord Jazz Inc PO Box 845 Concord Calif 94522 Tel (415) 682 6770 Pres Carl E Jefferson VP & Adm'n Mgr Joan Kenston Dist'n Mgr Margaret Glasgow Prod'r Frank Orritte

Int'l reps: Australia (Festival) Canada (Almada) Germany, (Bellaphon) Japan (Toshiba EMI) Netherlands (Agram) Sweden (Ad Libi UK (Import Music Serv))

Condor II see Big L

Connoisseur Society Inc 390B West End Ave New York NY 10024 Tel (212) 873 6769 Cable CONNOISSEUR Recs A&R & Tape Dir E Alan Silver VP Sales Rosana M Silver (Distributed by In Sync)

Labels: (Owned) Connoisseur Society (distributed) Pathe Marconi EMI (France)

Int'l reps: Australia (Discurio) Japan (Nippon Phonogram)

Consolidated Gospel Inc see Gospel Media

Constitution see Paramount West

Contemporary Recs Inc. PO Box 2628 Los Angeles Calif 90028 Tel (213) 466 1633 Cable GOODREC Pres John Koenig VP Victoria Koenig Gen Mgr & Mktg Dir Richard Seidel

Labels: (Owned) Contemporary Good Time Jazz SFM (Society for Forgot ten Music)

Continental Artist see Frank Evans

Continental Recs Inc 210 South St Boston Mass 02111 Tel (617) 426 3131 Pres L Daniel Flynn VP John F Flynn Music Dir Robert E Rose Treas John K Chasson Mktg Dir Beverly Donheiser Chief Eng Steve Brees

Label: (Owned) CORI

Contrast (France) see Right On

Conversa phone Institute Inc I Comac Loop Ronkankoma NY 11779 Tel (516) 467 0600 Cable VERSAPHONE Pres Edmund L Owen VP Bruce A Owen Sales Mgr Larry Sockell

Cook see Cook Labs

Cookhouse Rec g Studios 2541 Nicollet Ave S Minneapolis Minn 55404 Tel (612) 872 0646

Labels: (Owned) Cookhouse Groove Soup

Cooking see Boston Int'l

Cookin Recs c/o Jack Sager, 26 Northern Ave Harwich Point Mass 02646 Tel (617) 432 9070

Cook Labs Inc 375 Ely Ave Norwalk Conn 06854 Tel (203) 853 3641 Pres Emory Cook

Label: (Owned) Cook

Cool Duck see Jezzeel

Copacabana (Brazil) see Brasilia

Copperfields Ents Ltd 2339 Jericho Trunk Garden City Park NY 11040 Tel (516) 746 8166

Coral see MCA

Cor Cur Jo see Curricane

CORD Recs Box 7422 Shreveport La 71107 Tel (318) 965 0781 Pres Carl Logan

Labels: (Owned) Faces 50% Memorial Pose Summer

Corner Cuts see ORG Recs

Coronado Rec Co 897 Walker Ave Oakland Calif 94610 Tel (415) 763 5182 Pres Norman Hauge

Cory see NMI & 3 G's

Cosmic Fire see Black Fire

Cosmos see Peters Int'l

Cotillion see Atlantic

Cotique see Musica Latina

Counterpart see Fraternity

Counterpoint see Everest

Country Boy see Vokes

Country Capers see Lee Anderson

Country Gold see McI Southern

Country Int'l Recs 1010 17 Ave S Nashville Tenn 37212 Tel (615) 327 4656 Pres Sherman Ford Jr VP Promo & Sales Jake Payne

Country King see Sid Kleiner

Country Life see McClain Family Band

Country Oak see Praise

Country Road see Scene Prod'n s

Country Showcase America Recs 11350 Baltimore Ave Beltsville Md 20705 Tel (301) 937 7200 Pres & A&R Francis Gosman

Label: (Owned) CSA

Country Star Inc 439 Wiley Ave Franklin Pa 16323 Tel (814) 432 4633 Pres Norman Kelly Sec'y Treas June L Kelly

Labels: (Owned) Country Star Mersey Process

Country Stream Music & Rec Co 5053 Tholoan St Louis Mo 63109 Tel (314) 481 3475 Pres Tony Mazzola VP Virginia Mazzola Gen Mgr Sam Mazzola

Labels: (Owned) Bonnet, Faith

Countrywide Tape & Rec Disks Inc 200 Robbins Ln Jericho NY 11753 Tel (516) 433 9550 Pres Stanley Sirote VP Katherine Koury Sales Rep David Kary

Label: (Owned) Kory

Country Recs Main St Floyd Va 24091 Tel (703) 745 2001 Pres David Freeman, A&R Barry Poss Sales Mgr Chet Rhodes Promo Wanda Dalton

Labels: (Owned) Country Homestead (distributed) Sugar Hill

Int'l reps: France (Anarchie des Accords) Italy (IRO) Japan (BOM) Sweden (Sarec) UK (Mike Craig)

Coup see Cherie

Covenant Recs Inc 1345 S Major St, Salt Lake City Utah 84115 Tel (801) 487 1096 Pres V L Kofford Sec'y Treas / Controller J G Lund

Cowboy Carl Recs PO Box 116 Park Forest Ill 60466

Cowboy Country see Album Globe

Cowboy Junction Hwy 44 W Lecanto Fla 32661 Tel (904) 746 4754 Pres Boris Pastuch Dist Johnny Pastuch

Coyote Recs PO Box 6390 Corpus Christi Tex 78411 Tel (512) 854 7376 Contact Gary Beck

Cozette see Gwen

Crazy Cajun see Music Entos

Cream Recs Inc 8025 Melrose Ave Los Angeles Calif 90046 Tel (213) 655 0944 Cable BEMNCO Telex 182593 Pres Alvin S Bennett Exec VP & Gen Mgr Phil Skaff VP Int'l Dir Dir Robert B Weiss Mktg Dir Jack Bratel

Branch: Memphis, Tenn., 1320 S Lauderdale Zip 38106 Tel (901) 775 3790 Contact Renee Kirk

Labels: (Owned) Cream Hi

Int'l reps: Argentina (American Rec g) Australia (Astor) Barbados Caribbean (West Indies Recs) Belgium (Vogue) Colombia (Incolive) Denmark (Planet) France (Vogue) Greece (Mimos Matsas) Hong Kong (Shun Cheong) Ireland (PRT) Israel (Eastronics) Italy (CGD) Japan (Victor) Korea—South (Arts Int'l) Malaysia (Cosdel) Mexico (Hela) Netherlands (VIP) New Zealand (PolyGram) Nigeria (Tabansi) Norway (Planet) Philippines (A&W) Portugal (Trindade) Singapore (Cosdel) South Africa (Tru-tone) Sweden (Planet) UK (PRT) Venezuela (Palacio de la Musica)

Creative see Celestial

Creative Sound see Sunrise

Creative World Inc 1012 S Robertson Blvd Los Angeles Calif 90035 Tel (213) 652 7280 Pres Stan Kenton Dir Audree Coke Prod'n Mgr Mark Masters

Credo see Pathways of Sound

Creed see Nashville

Crescendo Rec Co 21 31 29 Ave Astoria NY 11102 Tel (212) 278 7832 Pres Guido Scgambellone Prof Mgr Louis Cerruti Sales Mgr William Neal Promo Mgr Guy Simounet

Crescent Recs. 463 S Robertson Blvd., Beverly Hills Calif 90211 Tel (213) 275 7091

Crescent Recs. PO Box 177, Free Union, Va 22920 Tel (804) 295-0138. WATS (800) 368-3047 Pres. Ross Hoffman, VP Barbara Bass, Sec'y Treas. Holly Hoffman

Crest, see Golden Crest

Crikel, see Sunny Day

Crimson Dynasty Rec. Corp., PO Box 271, Cedar & West Ave., Jenkintown, Pa 19046 Tel (215) 757 8022 Pres. Stan Peahota, Exec VP Alan Meier, VP Frank Mulvenna, Sec'y Treas. Kathy Peahota, A&R Dir Des. Tony Knight

Labels: (Owned) Aurora Borealis, Avalanche, Bronco Sauraus, California Mud Slide, Crimson Dynasty, Crystal Blue Flame, Debtors Prison, Dragon, Dungeon, Dynasty, Earth Quake, Earth Tremmor, Enchanted Knight, Flame, Golden Hawk, Hologram, Hurricane, Knight, Lightning, Misty Blue, Operation Golden Hawk, Poltergeist, Sinbad, Thunder Lizzard, Tor nado, Typhoon, Volcano, Volcanus, Zansabar

Criollo, see Latin Percussion

Crispy, see Quinto

Criterion Music Corp., 6124 Selma, Hollywood, Calif 90028 Tel (213) 469 2296 Pres. M.H. Goldsen, A&R Mgr. Bo Goldsen

Labels: (Owned) Granite Music Corp., Palm, Reo Tahiti Int'l rep.: Tahiti (ETS)

Eddie Crook Co., PO Box 213, Hendersonville, Tenn 37075 Tel (615) 822 1360 Owner: Eddie Crook

Labels: (Owned) ECP, Harvest, Morning Star

Crossfire, see Oakridge

Cross Over Ent's Inc., 880 NE 71 St., Miami, Fla 33138 Tel (305) 541 6920

Label: (Owned) Common Cause

Crossroad Recs Inc., PO Box 5422, University Sta., Zip 98105, 3727 Seattle First Nat'l Bank Bldg., Seattle, Wash 98154 Tel (206) 623 0110, 632 3021 Pres. Vivian T. Williams, VP A&R Paul Speer, VP Sales Edward Schacher, VP Philip L. Williams

Crown, see Cadet Recs

Crown Point Recs., 7934 Mission Center Court, Suite B, San Diego, Calif 92108 Tel (714) 296-9641 Pres. Robert "Rac" Raouliat

Crow Prod's, 522 Shore Rd., I.K.K., Long Beach, N.Y. 11561 Tel (516) 676 3444 Pres./A&R Gary Leuder

Cruise, see Art

Crusader, see MCA

Crystal Blue Flame, see Crimson Dynasty

Crystal Bridge, see Album Globe

Crystal Clear Recs Inc., PO Box 3864, San Francisco, Calif 94119 Tel (415) 824 0225 Cable CRYSTAL Telex 278020 Pres. & A&R Edward S. Wodensjak

Labels: (Owned) Crystal Clear, Ultragroove

Crystal Rec Co., 2235 Willida Ln., Sedro Woolley, Wash 98284 Tel (206) 856 4779 Pres. & A&R Peter Christ, Exec. Ass't Carol Cunningham, Dist'n Mgr. George Fowler, Adv. Mgr. Sam Mundy

Labels: (Owned) Avant, Crystal, Poseidon, (distributed) WIM Int'l reps.: Canada (Trend), Netherlands (Benson), Sweden (Brass Cen ter)

Crystal Visions, see Survivor

Cub, see Mother Cleo

Cummings, see Dragon Int'l

Cupid, see Sound Recs

Curb Recs., 111 N. Hollywood Way, Burbank, Calif 91505 Tel (213) 840 6350 (Also see CBS & Elektra)

Curricane Recs Co., 1520 Briggs, Suite 3C, Daly City, Calif 94015 Tel (415) 756 6510 Chm. Curry J. Johnson Jr., Pres. Mary Ann Johnson, VP Calvin Montegar, A&R Dale Kennedy, John Malone, Al Jo Wilson, Promo Al Eaton, Willie Green

Labels: Cor-Cur Jo, First Step

Custom Recs., PO Box 231, Tyler, Tex 75710 Tel (214) 597 2961 Mgr. Curtis Kirk

Cyclops Recs Inc., c/o Sugarscoop Inc., 600 Third Ave., New York N.Y. 10016 Tel (212) 687 2318 Telex 421231 Pres. Robert Fish (Distrib uted by Importe/12)

Cynda, see Boot

Czech, see MJ

France (Pathe Marconi EMI), Germany (IMS), Italy (IRD, K Tel, Ricordi), Japan (Victor), Netherlands (Agram), Norway (Amigo), Spain (Edgusa, Zafiro), Sweden (Amigo), Switzerland (Disc Imports, Dzerlatia Arie), UK (Comfer)

D Town Recs Inc., PO Box 480257, 538 N. San Vicente Blvd., Suite 210, West Hollywood, Calif 90048 Tel (213) 851-9418 Pres. Kenneth How ard Smith, VP/Exec. Lee Rogers, VP Special Projects Debra Robb, VP PR Alice M. Jackson, VP Nat'l Promo. Prentiss Anderson, VP Concert Promos Theodore A. Smith, Area Promos Dir. Steve Scott, Field Dps. Dir. Clyde E. Smith, Video Dps. Dir. Charles Truman

Labels: (Owned) D Town, Platinum Sound, Superstructure, (distributed) Hotrax

Dag, see World Sound

Dairyland Prod's Inc., 2309 N. 36 St., Suite 11, Milwaukee, Wis 53210 Tel (414) 445-4872 Chief Exec. & Pres. Marvell Love, VP Larry K. Myles, Exec. Sec'y Bette R. Lovell

Label: (Owned) New World

Daisy, see Waltner

Dakar, see Brunswick

Dallas Gospel, see Dallas Star

Dallas Star Recs., 9646 Rylie Rd., Dallas, Tex 75217 Tel (214) 286 1711 Owner/Dps. Mgr. David A. Coffey, New Talent Dir. David Gage

Branch: Nashville, Tenn., 38 Music Square E., No. 115 Zip 37203 Tel (615) 244 4224 Branch Mgr. Harrison Tyner

Labels: (Owned) Dallas Gospel, Dallas Star

Dana Publ'g Co., 824 83 St., Miami Beach, Fla 33141 Tel (305) 865 8960 Pres. Walter Dana, VP Gus Dana

Label: (Owned) Echo

Dance A Thon Recs., 1957 Kilburn Dr., Atlanta, Ga 30324 Tel (404) 872 6000 Pres. Aleck Janouis, VP Pop A&R Oliver Cooper, VP Classical A&R Jean Lemonds, VP Artist Relations Sam Stewart

Labels: (Owned) Dance-A Thon, Hotlanta, Hottrax, Revolver, (distrib uted) Glamour & Grease, Stereo Spectrum

Int'l reps.: Argentina (Calmer), Australia (Electric-Dance A Thon), Can ada (Boot-Dance A Thon), Germany (Prom-Dance A Thon), UK (Emer ald-Dance A Thon)

Dani Recs. (div. of Hilton House Inc.), PO Box 315, Cleveland, Ohio 44127 Tel (216) 429 1559 Pres. Donald B. Catalano, VP & Gen. Mgr. Danielle Catalano, Pop A&R Dir. Samuel Magee, Classical A&R Dir. Herbert Jugl.

Sales & Mktg. Mgr. Saul Teplitz, Pub. Dir. Marian Driscoll, Adv. Dir. Dan Kelly, Promo Dir. David Levy

Dansk Disk, see Lindberg

Dark Horse, see Warner Bros.

Dark Orchid Recs., c/o Jensen Publ'n's Inc., PO Box 248, New Berlin, Wis 53151 Tel (414) 784 4620

Darksilver Recs Inc., 1921 Beech St., Amarillo, Tex 79106 Tel (806) 352 6073, 353-3901 Pres. Michael Lee Thomas, VP Mktg. Mark Sorrels, VP A&R Dean Taylor, VP (West Coast) Curtis R. Weaver, Prod'n Mgr. Dick Beckham, Promo. Dir. Jack Randall, Artist Relations Dir. Paltre Thomas

Promo Dir. (West Coast) Becky Weaver, Attorney John Byron Reese

Branch: Burbank, Calif., 118 S. Cordova, Suite A, Zip 91510 Tel (213) 841 7141, VP Curtis R. Weaver, Promo Dir. Becky Weaver

Dartmouth Recs., PO Box 746, Dartmouth College, Hanover, N.H. 03755 Vt Tel (802) 425 2111, Cable PHILODISC Telex (510) 299-0029 A&R Jon Appleton, Mktg. Bob Peskin (Distributed by Philo)

Darva Recs. (div. of MBA Prod'n's), 8914 Georgetown Dr., Austin, Tex 78753 Tel (512) 836 3201/3194 Pres. Roy J. Montgomery, Gen. Mgr. Shirley Montgomery, A&R Joe Montgomery, Promo & Mktg. Dick Culp

Dash, see TK

Date Line Int'l Recs., 400 W. 43 St., Suite 5C, New York, N.Y. 10036 Tel (212) 244-8148 Pres. C. Roger Bartlett, A&R Jane A. Eaton, Promo Nancy Belle Brass

Datone, see Met Richmond

Dauphine, see Dellwood in N.J.

Dawn Prod'n's, Cloud 300, Mt. Gretna, Pa 17064 Tel (717) 964 2222 Pres. & A&R Dir. Joey Welz, VP Eng. Dave C. Smith, Exec. Prod'r Jimmy Vel vet, Assoc. Prod'r Roy Smith

Labels: (Owned) Bat, Canadian American, Disc Co., LeFevre, (distrib uted) Music City, Palmer, Stable

DaySpring, see Word

Daystar Recs., 3604 N. Rogers Ave., Baltimore, Md 21207 Tel (301) 367 1339 Pres. Carroll R. Johnson Jr., VP Promo. Muriel A. Johnson, Prod'r Wayne Watts

Labels: (Owned) DIT, Daystar, (distributed) Tyscott

Deadwood, see Jim Hall

Death Recs., 125 Worth St., New York, N.Y. 10013 Tel (212) 247 0130

Debtors Prison, see Crimson Dynasty

Decco Recs Inc., 207 Seventh St., Pittsburgh, Pa 15222 Tel (412) 281 3700 Pres. Nick Cenci

Dee-Bee Recg. Serv., 704 Ninth Ave. S., Myrtle Beach, SC 29577 Tel (803) 448-8091 Partners: Stan Deppen Jr., Patricia M. Deppen

Labels: (Owned) Dee Bee, (distributed) Eventide, Renco

Dee Jay, see Iowa Great Lakes

Deejoy Musical Works, 1153 S. Highland Ave., Los Angeles, Calif 90019 Tel (213) 930 0930 Pres. Frank Fouh

Deep River, see Olivia & Redwood

Deep Roots, see Koala & Sonrise Mercantile

Deep South, see Album Globe

Deep Water Recs., 12506 Edgewater Dr., Cleveland Ohio 44107 Tel (216) 228 2968 Pres. Sal Scarpa

Dejay "Gold & Platinum" Rec. Plaques, 3010 W. Burbank Blvd. Burbank Calif 91505 Tel (213) 845 0744 849 5347 Owners: Dave & Jackie Goldstein

Deja, see W.C. Staley

Oel Fi, see Rhino

De Lite Recs., 1733 Broadway, New York, N.Y. 10019 Tel (212) 757 6770 Telex 422075 Pres. Gabe Vigorito, Sr. VP Mktg. & Foreign Affairs Ber nie Block, Sr. VP Promo. Stan Pnce

Oellwood Music Co. Inc., 160 S. Leswing Ave., Saddle Brook, N.J. 07662 Tel (201) 843 3239 Pres. Woodrow C. Gardella, VP Robert Gardella Treas. Sophie Gardella

Labels: (Owned) Dauphne, Dellwood

Int'l reps.: Canada (Quality), UK (EMI)

Deimark Recs., 4243 N. Lincoln, Chicago Ill 60618 Tel (312) 528 8834 Pres. Robert G. Koester, VP Susan Koester, Adv. & Promo. Dir. Steve Tomashelsky

Labels: (Owned) Deimark, Pearl

Int'l reps.: Canada (Trend), Finland (Quality) France (Black & Blue) Germany (Croscutt), Italy (IRD), Japan (Trio P. Vine Special) Sweden (Amigo) Switzerland (IRC), UK (Swift)

Deimark, see Don D. Sheets

Del Mar Va, see Pennisula Blvd

Delos Recs Inc., 2210 Witshire Blvd. Suite 664 Santa Monica Calif 90403

Tel (213) 454-0524 Cable DELDOSDISCS

Int'l reps.: Argentina (Artaria), Australia (PC Stereo), Canada (Trend), Germany (Bellaphon), Hong Kong (Excel), Mexico (Lubata), Netherlands (Sound Prods.), New Zealand (IRC), Norway (Mayco Agentur), Spain (Vieta), Taiwan (KHS in USA), UK (Unicorn)

Del Rio, see Marsal

Delta Int'l Recs Inc., 1584 E. 31 St., Cleveland, Ohio 44114 Tel (216) 861 7286

Delta Recs., Box 225, Nacogdoches, Tex 75961 Tel (713) 564 2509

Deluxe, see Gusto & Muse

Richard Delvy Ent's Inc., 8127 Einta Dr., Los Angeles, Calif 90046 Tel (213) 650-4761 Pres. Richard Delvy, VP & Gen. Mgr. Ingrid Geyer, VP Ed Fournier

Branch: San Francisco, Calif., 480 Melrose Ave. Zip 94127 Tel (415) 584-0996 Branch Mgr. Dennis Geyer

Demand, Fla., see Request

Demand, Tex., see Don Schafer

Denbigh, see East Allegheny

Denco, see Rock-A-Nash-A-Billy

Denon PCM Recs, see Discwasher

Denrich, see Wham Bam

Deptford Fun-City, see Faulty

Desert Morning Recs., c/o Robert B. Knox Ent's., 41418 50 St. W., Quartz Hill, Calif 93534 Tel (805) 943-4183 Owner, Prod'r & A&R Robert B. Knox, Adv. Publ. & Sales Jennie Knox

Desmar Music Inc., 155 Ave. of the Americas, New York, N.Y. 10013 Tel (212) 741 1430 Pres. Marcos Klorman, Gen. Mgr. Frank Burton

Labels: (Owned) Desmar; (distributed) IPA

Destiny Entertainment Corp., 301 N. Robertson Blvd. Beverly Hills, Calif 90211 Tel (213) 274 9300 Telex 696394 Pres. Arnie Orleans, Exec. VP A.J. Cervantes, VP A&R Ron Altbach, VP Promo. Bunky Sheppard, Publ'g Dir. Victoria Clare, Nat'l Promo. Carol King Jenkins, Nat'l Retail & Dist'n Dir. Fran Gargano

Destiny Recs., 31 Nassau Ave., Wilmington, Mass 01887 Pres. & Mgr. Larry Feeney

Destiny Recs., PO Box 2094, Sheffield Lake, Ohio 44054 Tel (216) 949 2078 Owner Robert Sellers

Destructive World, see Maynard Ferguson

Desto, see CMS

Deutsche Grammophon, see PolyGram Classics

Deutsche Klassische, see Michele & Record Guild of America

Deutschmark, see Michele & Record Guild

Dharma Recs. (div. of Saturn Inds.), PO Box 615, 117 W. Rockland Rd. Lytlyville, Ill 60048 Tel (312) 362 4000 Telex 281051

Diablo Rec Co., 3518 Champlain Ave., Youngstown, Ohio 44502 Tel (216) 755 7794 Owner Pres. & A&R Bill Schaffert

Dial Tone, see Eat Recs

DigiTech, see Sine Qua Non

Dimension, see Am Rec

Dimension Six, see Some Arts

Dimitri Music Co., 7859 Bastille Pl., Severn Md 21144 Tel (301) 551 7761 Owner/Pres. Robert H. Williams, Dps. Mgr. Chico Palomina, A&R Dir. R. Jose Williams

Labels: (Owned) DMC, Evergreen, New Directions

Dimsa, see Orfeon

Dina, see Joey

Dinsa, see Dtoao

Dion, see Jamer/Guyden

Direct Disk Labs, 519 E. Broadway Newport Tenn 37821 Tel (615) 623 4201 Pres. Joseph T. Overholt

Direct Mktg. Group, 1266 Lincoln Ave., Suite 109 San Jose Calif 95125 Tel (408) 297 9800 Pres. David E. Law VP J.J. Schneider (TV mer chandiser)

Direkt to Disk, see Some Arts

Discapon, see Apon

Disc Disk/Joint Int'l Rec Co., 176 11 Jamaica Ave. Queens N.Y. 11432 Tel (212) 523 0780 526 8373 Owner/Dir. Keith Hudson, Sales Junor Walker, A&R Jean Hudson, Promo. Trevor Dyke

Labels: (Owned) Campus Grads, Disc Disk Joint Int'l Dops Int'l reps.: UK (Daddy Kool Greensteves Jetstar

Disco, see Dawn

Disco, see Discostar

Discocorp, PO Box 771 Berkeley 94701, 523 Coventry Rd. Kensington Calif 94707 Tel (415) 524 8079 Pres. Frederick Maroth VP George Marton, Sec'y Treas. Eric Maisei

Labels: (Distributed) Audax, I Grandi Interpreti, Recital Bruno Walter Society, Western Sound Archive

Int'l reps.: Austria (Preiser), France (Dave Music) Germany (Helmut Marcuse) Italy (Stradivarius Club), Japan (Shinsei Serv.) UK (Music Dis count)

Discolando Recs., 2112 Bergenline Ave. Union City N.J. 07087 Tel (201) 867 5598 Pres. Orlando Bru VP & Gen. Mgr. Louis Gargallo

Branches: Los Angeles, Calif., PO Box 20481 Zip 90006 Tel (213) 738 6933-Santurca, P.R., 624 Calle Cerra Zip 00907 Tel (809) 725 9208

Labels: (Owned) Discolando DB Prod'n, (distributed) Bambuco Boni disco TK

Discolor, see Kubaney

Disco Mate (Japan), see Jazz America Mktg

Discos Latin Int'l Inc., 1644 S. Vermont Ave. Los Angeles Calif 90006 Tel (213) 734 1527 Cable DISLATIN

Labels: (Owned) Fono Rec. Latin Int'l No. 1 Pega (distributed) Micro fon

Discos Marcus Pereira (Brazil), see Brasilia

Discos Monica, see Peer Southern

Discos Premier (Brazil), see Fermata

Discostar Inc., 10245 Collins Ave. Bal Harbour Fla 33154 Tel (305) 861 6947 Pres. Joseph C. Martin VP Jay Martin

Labels: (Owned) DRCI Disco Jaysan Marton

Discos Tropical, see Tropical Music

Disco Sur, see Velvet de Puerto Rico

Discovery, see Gospel Media & Trend in Calif

Discuba, see Musical Recs

Discus, see Styanan

Discwasher Inc., PO Box 6021 1407 N. Providence Rd. Columbia Mo 65205 Tel (314) 449 0941 Pres. Dr. Bruce Maier, Mktg. Dir. Dale Ber lau, Nat'l Sales Mgr. Jim Hall

Labels: (Owned) Discwasher Recs (distributed) Chalfont (digital) Or non (digital) Varese Sarabande (digital)

Disko, see Hitstound Disko

Disneyland/Vista Recs., 350 S. Buena Vista St. Burbank Calif 91521 Tel (213) 840 1000 Cable DISNEY Pres. Gary R. Krusei, Nat'l Sales Mgr. Bob Pavlacka, Bus. Affairs & Int'l Mgr. Steve Edelwind, Prod. Develop ment Mgr. Jymn Wagon Prod'n Mgr. John Wood

Int'l branch: Canada, Walt Disney

D

D.B., see Compendium

d b a Recs., 875 Ave. of the Americas, Suite 1001 New York, N.Y. 10001 Tel (212) 279 9326 Pres. Alex Alexander, Sales Mgr. John Holanka,

Promos Dir. Steve Stoff, Prod. Coord. Soma Buser

Int'l reps.: Argentina (RCA), Austria (TR), Benelux (TR) Brazil (RCA) Canada (Quantum), France (Atoll), Germany (ATR), Mexico (RCA), Swit zerland (TR), UK (Carriere), Venezuela (Love)

D.C., see Velvet de Puerto Rico

D.C.M., see Audio Components

D.C. Sound Country, see DC Sound Ent's

D.C. Sound Ent's., 6505 Sheridan Rd., Fort Worth, Tex 76134 Tel (817) 293 5561, 738 1951 Co. Owner & Promo. Derwood Rowell, Co. Owner & A&R Stan Knowles, Gen. Mgr. Daphne Knowles, Sales Mgr. Carolyn Rowell

Labels: (Owned) DC Sound, DC Sound Country

D.G. (Deutsche Grammophon), see PolyGram Classics

D.G. Green Label (Germany), see Playette Corp.

D.G. J Recs. Inc., PO Box 010772, Miami, Fla 33101 Tel (305) 573 7560

Labels: (Owned) Disneyland Vista (distributed) Charlie Brown
Int'l repts: Argentina (Phonogram) Australia (Summit) Belgium (Ades in France) Brazil (Abril Discos Continental) Chile (CBS) Colombia (CBS) Denmark (Select Video) Dominican Republic (Distribuidores Musicales del Caribe) Ecuador (Fediscos) El Salvador (Dicesa) Finland (Finlevy) France (Ades) Germany (Ades in France) Greece (PolyGram) Italy (CGD) Japan (Nippon Columbia King) Korea (Oasis) Mexico (CBS Columbia) Netherlands (Vrdo Beheer) New Zealand (EMI) Norway (Select Video) Peru (El Virrey) Portugal (Radio Trunfo) Puerto Rico (Mena) Singapore (EMI) South Africa (Gallo) Spain (Hispano) Sweden (Select Video) Switzerland (Ades in France) UK (WEA), Uruguay (Edisa) Venezuela (Love)

Distinct Recs: c/o Baronet Entertainment Co. PD Box 301 45 Dakland St Irvington N J 07111 Tel (201) 399 0119

Driveland Jubilee: see GNP Crescendo

Doc Ron Prod'n Inc: 301 NW Second Ave Boynton Beach Fla 33435 Tel (305) 732 1145 Pres Dr Ron Stander VP Sales & Dist Maurice Stander VP Prod'n Chuck Howard Jr Sec'y Treas Marianne Stander
Branch: Nashville, Tenn., 44 Music Square E Zip 37203 Tel (615) 256 6453

Label: (Owned) Soaring

Documentary Recs: Box 24605 10217 Scenario Ln Los Angeles Calif 90024 Tel (213) 474 8281

John Doelp Assoc: 1 Astor Place Suite 75 New York NY 10003 Tel (212) 674 3939 Pres & A&R John McL Doelp VP Mktg & Finance Robert Doelp VP Legal Affairs John Seibel Exec VP Don Rose

Doelp: see Kare

Johnny Dollar Recs: 42 D Music Square W Nashville Tenn 37203 Tel (615) 244 4898

Dolphin Rebus Recs: PD Box 8744 Durham N C 27707 Tel (919) 493 1436 Pres Barrie Bergman Gen Mgr Thomas R Roos Promo Dir Joseph L Grier

Labels: (Owned) Beach Beat Dolphin Rebus

Domestic Recs: 16 E 42 St Suite 1042 New York NY 10017 Tel (212) 661 4239 Gen Mgr James Alexiou

Domino Recs Ltd: 222 Tulane St Garland Tex 75043 Co Owner A&R Dir & Int'l Co Ord Gen Summers Co Owner Deanna Summers Prod'r/PR Mgr Steve Summers

Labels: (Owned) Domino Front Row (distributed) Lake County (Switzerland)

Domino Recs: 37 Ddell Ave. Yonkers NY 10701 Tel (914) 969 5673 VP & Gen Mgr Joe Ballon

Don: see Kubaney

Door Knob: see Gene Kennedy

Dore Recs Ltd: 1608 Argyle Hollywood Calif 90028 Tel (213) 462 6608 Dore Rec Group Inc PD Box 1045 Drangevale Calif 95662 Tel (916) 966 9375 Pres Frank R Killinger Gen Mgr Dick Penberthy

Dorn Recs: 20531 Plummer St Chatsworth, Calif 91311 Tel (213) 998 0443 Pres A E Sullivan A&R Paul Martin, Sales & Mktg D Sullivan, Pub & Adv Carol Ruskin

Labels: (Owned) AKD Aztec Dorn

Doro: see DGJ

Dot: see MCA

Double A: see Sarg

Double Feature: see Talpro

Doyle Recs: 3610 Park Ave Memphis Tenn 38111 Tel (901) 324 7147

Dragon Pa: see Crimson Dynasty

Dragon Int'l Inc: of New Jersey PD Box 8263 Haledon, N J 07508 Tel (201) 942 6810 Pres Samuel Cummings VP Gauntlett Cummings, A&R Jasseth Cummings

Labels: (Owned) Alsamam April Arch Cummings Mela
Int'l repts: Caribbean (West Indies) Japan (Vivid Sound)

Dragon Recs: 872 Morris Park Ave. Bronx, NY 10462 Tel (212) 792 2218 Pres Vincent Gagliano

Labels: (Owned) Agon, Dragon

Drake Music Group/First Generation Recs: 809 18 Ave S, Nashville, Tenn 37203 Tel (615) 327 3211 Pres Pete Drake, VP Rick Sanjek, Sales Mgr Jackie Bess

Dream: see Salsoul

Dreamland: see RSD

Dream Machine: see Divia

Dreamstreet Recs: PD Box 193 Hohokus N J 07423 Tel (201) 825 1383 Pres Howard Kenyon Assoc Prod'r Len Leone Jr
Int'l repts: Canada (Trend) Italy (IRD) Sweden (Ad Lib), UK (Swift)

Driftwood Recs: PD Box 22988, Nashville Tenn 37202 Tel (702) 385 1297 Pres Margaret Yednak, A&R Dir Sundown Pete Promo Howard Yokes Sales John Valley
Branch: Las Vegas, Nev., 1605 E Charleston Zip 98104 Tel (702) 385 1297 VP Peter Kobal

Drink: see Eat

Drive: see TK

Drum Recs Inc: 909 Eighth Ave N Suite B Fargo N D 58102 Tel (701) 235 8551

Duel: see Lee Dunne

Duke: see MCA

Dungeon: see Crimson Dynasty

Dunhill: see MCA

Dunne Ent's: 5411 Russell Ave No 1 Los Angeles Calif 90027 Tel (213) 466 8028 Pres Lee Dunne VP & A&R Dir Christopher Dunne Promo S Jude Joseph Christe Lois Howell Louise Weaver (East Coast) Sec'y Therese Francaise, Pub Sam Michael, A&R Mary Christe Communcation Liaison Joseph E Weaver III
Labels: (Owned) Duel LDE

Dupuy Recs: 10960 Ventura Blvd Suite 200 Studio City Calif 91604 Tel (213) 980 6412 Pres Pedro Dupuy

Dusk & Dawn Recs: 1810 Elton Rd Adelphi Md 20783 Tel (301) 776 1669 Contact Andre Roman

Dyer Bennet Recs: 792 Columbus Ave New York NY 10025 Tel (212) 866 3675 Mgr Harvey Cort

Dynamite: see Jim Hall

Dynamo Inc: Box 122E Rt 1 Rapid City S D 57701 Tel (605) 342 3040 Pres Dale J Gage VP Christopher D Gage, Sec'y Treas Gwen B Gage
Label: (Owned) Lost

Dynamo N Y: see Talpro

Dynasty Recs & Video Tapes: 8625 Santa Monica Blvd Los Angeles Calif 90069 Tel (213) 550 1216 Bd Chm Lance Dng Pres Bambi Byrens VP Berry Byrens

Dynasty: see Crimson Dynasty Vee Jay & West Recs

Dyno: see Gemcom

E

E see West

E A R see Audio Components

E B C see NMI

E C M see Warner Bros

E C P see Eddie Crook

E C R see Las Vegas Rec G

E G see PolyGram

E G C see Rico

E K X see Seven Hills

E L J Rec Co 1344 Waldron Ave St Louis Mo 63130 Tel (314) 863 3605 Pres Edwin L Johnson Ass'l VP W Johnson Sales Mgr C Primm

EMI America Liberty Recs (divs of Capitol Recs Inc.) 6920 Sunset Blvd Los Angeles Calif 90028 Tel (213) 461 9141 Telex 673271 Chm Don Zimmermann Pres & Chief Operating Officer Jim Mazza VP A&R Don Grierson VP Promo Dick Williams VP Bus Affairs Mark Levinson VP Mktg Joe Petrone Mdsr Dir Frenchy Gauthier Talent Acquisition Mgr Mavis Mackoff Broder (distributed by Capitol)
Branches: New York, N.Y., 1370 Ave of the Americas Zip 10019 Tel (212) 757 7470 East Coast Talent Acquisition Mgr John Robert Currie East Coast Pub & Artist Relations Dir Caroline Pritzman Nashville, Tenn., 29 Music Square E Zip 37203 Tel (615) 244 9596 Div VP Nashville Lynn Shults Nat'l Country Promo Dir Gerra McDowell
Int'l branch: England

Labels: (Owned) Blue Note EMI America Liberty United Artists

E M J Ddeon (Brazil) see Brasilia

E N J A see PolyGram Classics

E R H Sales, 221 W 57 St New York NY 10019 Tel (212) 696 1550 (TV merchandiser)

E S I see Entertainment Systems

E S P Disk Ltd PD Box 46 New York NY 10018

E S P Mgmt Inc, 1790 Broadway New York NY 10019 Tel (212) 765 8450 Telex 125609 Pres E S Prager

E T S Rec Co PD Box 932 Honolulu, Hawaii 96808 Tel (808) 623 9958 Owner Richard R Riccio

Eagle Country: see Rob Lee

Eagle Int'l Recs: PD Box 22312 Nashville Tenn 37202 Tel (615) 876 1729

Eagle Rec Co: PD Box 1102 Burbark Calif 91507 Tel (213) 874 7656 Pres & Gen Mgr Peter Tevis A&R Dir Scott Tevis

Int'l repts: Colombia (Sonolux) Germany (EMI Electrola) Japan (EMI Toshiba) Mexico (RCA) Netherlands (EMI Boverma) South Africa (EMI Brigadiers), Spain (EMI Ddeon) UK (WEA)

Earth Quake: see Crimson Dynasty

Earth Recs Co: Box 57 Rt 3 Troy, Ala 36081 Tel (205) 566 7932 Prod'r Eddie Frank Tonye

Earthtone Rec'g Co Inc: 6120 Sunbury Rd Westerville Ohio 43081 Tel (614) 882 2388

Earth Tremor: see Crimson Dynasty

The East Allegheny Recs Group: 335 Hidenwood Dr Newport News Va 23606 Tel (804) 595 9000 Cable ALLEGRDUP Chm & Pres Elwood Evans, Exec VP Mark Rosenberg VP & Gen Mgr Darell Brookson VP A&R Eric Shepperd VP Artist Relations Eddie Rowe Artist Relations Paul Payne, Steve Dwens, Sec'y Carole Swenson PR Chuck Myerson Dist'n Bruce Shehan

Branches: North Hollywood, Calif., 6104 Cahuena Blvd Zip 90039 Tel (213) 762 1001 West Coast Sales Dir Craig Finch PR Tony Rosner—**Chevy Chase, Md.,** 8815 Connecticut Ave Zip 20015 Tel (301) 657 0100 Mid Atlantic Sales Dir Marty Silver PR Kevin Coile
Labels: (Owned) Allegheny Denbigh Marquee Second Chance South City Southern Bell Warwick

East Wind: see JVC

Easy Chair Recs: 2913 95 St, Lubbock Tex 79423 Tel (806) 745 5992 Pres Bill Gammill, VP & A&R Russ Murphy

Eat Recs (div of The Phone Co Inc): 400 Essex St Salem Mass 01970 Tel (617) 744 7678 Pres & A&R Don Rose VP Field Rep David H Simmonds, Logistics Coord Edsel Ferrari

Branch: New York, N.Y., 1 Astor Pl Suite 75 Zip 10003 Tel (212) 674 3939 Prod'r John Doelp

Labels: (Owned) Dial Tone Drink Eat Original Artists (distributed) Neat Ragun, Rumble

Int'l rep: Austria (Johann Kaplan Jr)

Echo: see Dana

Eclipse: see Galaxie III

Eden Recs: 15266 Russell, Allen Park Mich 48101 Tel (313) 383 5768 Dir Michael Glenn Kuzma

Labels: (Owned) Eden, Trinity Sound

Eden Calif: see Gospel Media

Educational Media Assocs of America Inc: PD Box 921 Berkeley Calif 94701 Tel (415) 525 4583 (distributed by Discocorp)

Labels: (Owned) I Grandi Interpreti, Recital, Bruno Walter Society Western Sound Archive

Int'l repts: Austria (Preiser) France (Dave Music) Germany (Helmut Marcuse) Italy (Stradivarius Club) Japan (Nippon Columbia Shinsei Serv.) UK (Music Disc)

Eggplant: see SpinIt

Elektra/Asylum/Nonesuch Recs: 962 N La Cienega Los Angeles Calif 90069 Tel (213) 655 8280 Bd Chm Joe Smith Vice Chm Mel Posner Exec VP Mktg Vic Faracci Sr VP Creative Services Jerry Sharell Sr VP Finance Jerry Falstrom Sr VP Prod'n Keith Holzman VP Promo/Singles David Urso, VP Int'l George Steele
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Distribution branches: See Record & Tape Wholesale's section for Warner Elektra/Atlantic Corp
Int'l branches: See WEA Int'l
Labels: (Owned) Asylum, Elektra, Elektra Metropolitan Nonesuch (distributed) Elektra/Curb, Planet, Solar

Int'l repts: See WEA Int'l

Elektra Curb: see Elektra/Asylum Nonesuch

Elektra Everest Legacy Series: see Everest

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Elephant Recs: c/o Slio Inc Box 429 Waterbury Vt 05676 Tel (802) 244 8657

Labels: (Owned) Elephant Fogarty's Cove

Elevation Ent's Inc: PD Box 8435 Boston Mass 02114 Tel (617) 547

2557 Pres Geraldine Hamlin VP & Treas Michael Gallie VP A&R John Thomas

Elite Entertainment Ent's: PO Box 25664 Chicago Ill 60629 Tel (312) 583 1504 Pres Tom Seymour Promo Ed Hammer Sales Chip Hooper Carl Voelker

Label: (Owned) Force

Elite Fla: see Sociedad Int'l de Sonido

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Labels: (Owned) Elm (distributed) Fabor Granada

Int'l repts: Australia (W&G) Belgium (Supreme) Canada (Quality)

Ember: see Bulldog

Ember Int'l: see Bulldog

Emcee Recs: 9115 Bridgeport Way Tacoma Wash 98499 Tel (206) 584 1534

Emerald City Recs Inc: 75 Rockefeller Plaza New York NY 10019 Tel (212) 484 6090 (distributed by Atlantic)

Emergency Recs & Filmworks Inc: 1220 Broadway Suite 605 New York NY 10001 Tel (212) 947 2791 Telex 238794 Pres Sergio Cossa Nat'l Promo Dir Eric Vinitzky Sales & Mktg Cathy Jacobson

Label: (Owned) Fuschia Int'l

Emkay Recs: 10622 Commerce Ave Tujunga Calif 91042 Tel (213) 353 8165 Pres & A&R Kent Washburn VP Gary Washburn Sec'y B E Washburn

Branch: Hamuela, Hawaii, PD Box 1802 Zip 96743 Tel (808) 885 6156 VP Gary Washburn (distributed by Hartsong)

Emko: see Kool Kat

The Empire Project Inc: 119 W 57 St New York NY 10019 Tel (212) 586 0004 Pres Michael Friedman Exec VP A&R Don Silver

Empress: see Express

Enchanted Knight: see Crimson Dynasty

Encore Recs: PO Box 343 Santa Monica Calif 90406 Tel (213) 394 5110 Pres Irvin A Brock

Encore Series: see Columbia Special Prods

Energy Recs: 50 E 42 St Suite 401 New York NY 10017 Tel (212) 687 2299 Pres Howard Kruger VP Jeffrey Kruger Treas Louis Zimman Promo Bernie Cochran PR Roger St Pierre

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Euphonia Fla: see Request

Euphonia Recs: 90 Shirley Ave Revere Mass 02151 Tel (617) 284 9707

Europa Recs & Tapes Inc: 611 Broadway Suite 214 New York NY 10012 Tel (212) 254 2047 Pres & A&R Jean Pierre Weiller VP Maris Embriacos

Int'l branch: France

Euthanasia: see Art Attack

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Fama, see Musica Latina.
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 Labels: (Owned) Fantasy, Galaxy, Milestone, Prestige, Riverside, Stax.
 Int'l repts.: Argentina (RCA), Australia (Festival), Austria (Amadeo), Belgium (EMI), Bolivia (Lauro), Brazil (Top Tape), Canada (Phonodisc), Colombia (Codiscos), Denmark (EMI), Ecuador (IFESA), Finland (EMI), France (Musidisc-Europe), Germany (Metronome), Greece (Musica-Box), Guatemala (Discos de Centroamerica), Hong Kong (HK), Israel (Hatakit), Italy (Font-Cetra), Jamaica (G&G), Japan (Victor), Mexico (Gamma), Netherlands (EMI), New Zealand (Festival), Norway (EMI), Peru (El Virey), Philippines (Disc), Portugal (Radio Triunfo), South Africa (Teal), Spain (Hispavox), Sweden (EMI), Switzerland (Metronome), UK (RCA), Venezuela (Allstar). West Indies (Record Specialists in Jamaica), Yugoslavia (Jugoton).

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Farr Horizons Recs. & Tapes, 962 Lexington Ave., New York, N.Y. 10021. Tel: (212) 734-8406.

Farr Recs. (Farr Music Inc.), Box 1098, 350 Grove St., Somerville, N.J. 08876. Tel: (201) 725-3850. Bd. Chm.: Asa Farr.

Farrview Recs., PO Box 783, Madison, Tenn. 37115. Tel: (615) 865-5559.
 Pres.: Tony Farr; Sec'y: Mary Farr.

Fast/Pop Aural (UK), see Rough Trade.

Faulty Prods. Recs., 1697 Broadway, Suite 1212, New York, N.Y. 10019. Tel: (212) 489-6336. Officers: Mike Copeland, John Guarnieri, Sales Mgrs.: Gary Yellett (East), Mark Cope (West).
 Branch: Hollywood, Calif., 633 N. LaBrea, Suite A. Zip: 90036. Tel: (213) 931-1373.

Labels: (Licensed domestic) Alternative, Siren, Tentacles, WXYZ; (licensed foreign) Deptford Fun-City, Illegal, Step Forward.

Faux Pas Recs., PO Box 408, Denair, Calif. 95316. (Distributed by Charade) Federal, see Gusto.

Fee Bee Rec. Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727. Pres.: Joe Averbach; A&R & Arranger: Butch Martin, Promo Carl Hrice.

Felco, see Jamaka.

Felicity Recs. Inc., PO Box 5754, Austin, Tex. 78763. Tel: (512) 472-1004.
 Pres.: Craig D. Hillis

Fenix, see Ototo.

Maynard Ferguson Music USA Inc., PO Box 716, Ojai, Calif. 93023. Tel: (805) 646-7242. Pres.: Maynard Ferguson, Mgr. Kimberly Ferguson.
 Label: (Owned) Destructive World, Kimberly Music, MFMI.

Fermata Int'l Melodies Inc., Sunset-Vine Tower Bldg., Suite 462, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-9173. Cable FER-NATACAL. TWX: (910) 321-4063. Mgr.: Debora Frenkel.

Home office: Brazil
 Labels: (Owned) Discos Premier, Fermata, Importa/Som, Peralta, Pick,

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 Festivo, see PolyGram Classics.
 Fiddler, see Rounder.
 Fidelity Sound Recs., 23 Don Court, Redwood City, Calif. 94062. Tel: (415) 366-3173. Owner & Mng. Dir.: Reginald McGovern; Promo. & Pub.: Jim Gallagher.
 Int'l branch: New Zealand.
 Labels: (Owned) FSR, Five Star.

Fiesta Rec. Co. Inc., 78 Randall Ave., Rockville Centre, N.Y. 11570. Tel: (516) 536-7880.

Int'l branch: Canada.
 Labels: (Owned) Fiesta, Grecophon.

Int'l repts.: Canada (Fiesta, Holborne).

50/50 Recs. Inc., 167 W. 72 St., New York, N.Y. 10023. Tel: (212) 873-2400.

Pres.: Steve Martin; VP: Jimmy Lee.

51 West, see Columbia Special Prods.

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50 States Recs. (div. of Accusound Music), PO Box 314, Hendersonville, Tenn. 37075. Tel: (615) 822-5511. Pres.: Donald L. Ris; A&R Dir.: Johnny Howard; Pub. & Adv. Dir.: Georgia Rayhons.

Labels: (Distributed) Starship, Sungold, Venture.

Film Score, see Take Home Tunes!

Finer Arts Recs./Transworld Recs., 2122-D S. Victor St., Aurora Colo. 80014. Tel: (303) 755-0093/2546. Pres.: Morris Bernstein; VP: Richard Bernstein; A&R & Promo.: Allan & Neil Bernstein.

Branch: Denver, Colo., 1642 S. Parker Rd., Suite 307. Zip: 80231. Tel: (303) 755-2546.

Finesse Recs., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-5932.
 Pres.: Kenneth D. Glancy. (Distributed by CBS).

Fink-Pinewood Recs., PO Box 5241, Chesapeake, Va. 23324. Tel: (804) 627-0957. Pres. & Exec. Prod'r: Bill Johnson.

Finnadar, see Atlantic.

Fire Recs., PO Box 1284, Hawthorne, Calif. 90250.

Fire Sign Recs. Ltd., 112 Greene St., New York, N.Y. 10012. Tel: (212) 226-4293. Telex: 237224. Pres.: Billy Arnell; VP's: Steve Loeb, Ezra Cook, Michael Rubenstein.

Labels: (Owned) Northern Light, Rock City.

Firma, see CJ.

First American Recs. Inc., 73 Marion St., Seattle, Wash. 98104. Tel: (206) 625-9992. Telex: 329617. Bd. Chm.: Lou Laventhal; Bd. Vice-Chm.: Stan Jaffe; Pres.: Gerald Dennon; VP Prod'n: David Town; VP First American Mktg.: Tanya Campana; Bus. Affairs Mgr.: Bill Angie; Nat'l Sales Mgr.: Bill Metz; Promo Co-ord.: Kim Longacre.

Branch: Glendale, Calif., 3015 Glendale Blvd., Suite 400-C. Zip: 90039. Tel: (213) 661-6068. Nat'l Sales Mgr.: Bill Metz; Jazz Man Prod'r: David Hubert.

Labels: (Owned) Burdette, First American, Great Northwest, Jazz Man, Music Is Medicine, Piccadilly, SP&S; (distributed) Stony Plain.

Int'l repts.: Canada (Phonodisc), Philippines (Octoarts).

First Component Series, see Audiodefidelity.

First Edition, see Louisville Orchestra.

Firstline Recs., 7715 Sunset Blvd., Suite 300, Los Angeles, Calif. 90046. Tel: (213) 851-6800. TWX: (910) 321-2458. Pres.: Charles Underwood; Ass't to Pres./Int'l Mktg. Dir.: Taffy Rogers.

First Step, see Curricane.

Fischer & Lucas Inc., United Artists Tower, Penthouse Suite 902, Nashville, Tenn. 37202. Tel: (615) 329-2278. VP/Nat'l Promo. Dir.: Bobby Fischer.

Label: (Owned) F&L.

Fish-Head Recs., PO Box 399, Bay City, Mich. 48707. Tel: (517) 893-8321.

Contact: Margro Prosser.

Fishtraks Communications Group Inc., 62 Congress St., Portsmouth, N.H. 03801. Tel: (603) 431-5492.

Five Star, see Fidelity Sound.

Flama, see Gas.

Flame, N.C., see General Broadcasting.

Flame, Pa., see Crimson Dynasty.

Flashlight, see Symposium.

Flatrock, see Buttermark.

Flat Town Music Co., Floyd's Bldg., 434 E. Main, Ville Platte, La. 70586. Tel: (318) 363-2139. Owner: J. Floyd Soiteau; Pub. & Promo.: Benny Graeff.

Labels: (Owned) Jin, Kom-A-Day, Maison de Soul, Swallow.

Int'l repts.: France (Le Chant du Monde), UK (Oval, Sonet Swift).

Fleurte Recs., PO Box 34, Claymont, Del. 19703. Pres.: Alex Czarenko.

Fin-Flon Country, Box 103, Mullen, Neb. 69152. Tel: (308) 545-2293. Gen. Mgr.: L. E. Walker.

Labels: (Owned) Fin-Flon, Garden of Eden.

Flowers Rec' Studio, Box 120F, Rt. 1, Swoope, Va. 24479. Tel: (703) 885-3309. Owner: Charles A. Flowers; Sec'y/Treas.: Barbara R. Flowers.

Label: (Owned) Flowers.

Flying A Ltd., 117 E. Spencer St., Ithaca, N.Y. 14850. Tel: (607) 272-2708 x 7. Pres.: Gene Ira Katz.

Flying Disc, see JVC.

Flying Fish Recs. Inc., 1304 W. Schubert, Chicago, Ill. 60614. Tel: (312) 528-5455.

Labels: (Owned) Flying Fish; (distributed) Blind Pig, Greenhays, Kaleidoscope.

Int'l repts.: Australia (Larrikin), Canada (Trend), Italy (IRD), Japan (Trio), Spain (Guimbarda), UK (Projection).

Flying High, see Richey.

Fogarty's Cove, see Elephant.

Folk Arts Prod'ns, PO Box 155, Huntington, N.Y. 11743. Tel: (516) 231-0497. Pres.: Tom Pomposello; Gen. Mgr.: Barbara Shortell.

Folk-Legacy Recs. Inc., Sharon Mountain Rd., Sharon, Conn. 06069. Tel: (203) 364-5661. Pres.: Lee B. Haggerty; VP: Charles A. Paton; Promo Dir.: Caroline Paton; Sales Mgr.: John Holland.

Folklinc, see Artoothie.

Folkraft Pub'g Co. Inc., 10 Fenwick St., Newark, N.J. 07114. Tel: (201) 243-8700.

Folkways Recs. & Serv. Corp., 43 W. 61 St., New York, N.Y. 10023. Tel: (212) 586-7260.

Labels: (Owned) Asch, Broadside, Folkways, RBF.

Int'l repts.: Australia (Carnia), Belgium (Schott Freres), Canada (Almada), Denmark (Dansk), France (Chant du Monde), Germany (EMI-Electrola, Plane), Norway (St. Olav), Sweden (Omega).

Fonodisco, see DGI.

Fono-Rex, see Discos Latin.

Fontana (Brazil), see Brasilia.

Force, see Hit Entertainment.

Fortune & High Entertainment, 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-5383. Exec. Dir.: Devora Brown; A&R & Quality Control: Sheldon Brown; Adv. & Creative Servs.: Cynthia Mandel; Special Projects Mgr.: Robert Sztanski; Sales & In-Store Promo.: Adam Hirsch; Promo.: (West Coast) Rhoda Lubnau, (East Coast) Rich Adcock, Susan Winson.

Labels: (Owned) Fortune, Hi-Q, Love Dog, Strate-8.
 Fountain Recs., 63 E. Adams, Chicago, Ill. 60603. Tel: (312) 987-0994. Contact: Jerry Butler.

Four Leaf Clover, see Ozark Opry.

Fragoso, see Casa Fragnosa.

Framms Recs., Box 6164, Minneapolis, Minn. 55406. Tel: (612) 291-8605.
 Pres.: Steve Tibbetts.

Fraternity Rec' Corp., 3744 Applegate Ave., Cincinnati, Ohio 45211. Tel: (513) 661-5451. Cable: FRATREC.

Labels: (Owned) Applegate, Counterpart, Fraternity.

Freckle Recs., Pioneer Square, Box 4005, Seattle, Wash. 98104. Tel: (206) 682-3200. Sales Mgr.: Jack Burg; Promo.: Bobbie Walker.

Freddie Recs., 6118 S. Padre Island Dr., Corpus Christi, Tex. 78412. Tel: (512) 992-8411. Owner: Freddie Martinez; Gen. Mgr.: Lee Martinez; Sales & Promo.: Jessie Salcedo; Sales: Laura Guerra; Engs.: Hector Gutierrez, Gary Beck, Rick Longoria.

Labels: (Owned) Acorn, Freddie, Johnny, Rosita.

Freedom Recs. Ltd., PO Box 888, Easley, S.C. 29640. Tel: (803) 269-7012.

Free Style, see Vanguard.

Frejo, see Fred Weinberg.

Freko Recs., PO Box 11967, Houston, Tex. 77016. Tel: (713) 694-2971.
 Pres.: Freddie Kober; Sec'y-Treas.: Claudia Kober.

Freeless, see Philo.

Fretone Recs. Inc., 3114 Radford Rd., Memphis, Tenn. 38111. Tel: (901) 327-8187.

Friedrich's Prod'ns, see Chalel.

Friendship Recs. Inc., 4237 Cape Coral Bridge Rd., Fort Myers, Fla. 33907. Tel: (813) 482-4911.

Front Hall Ents. Inc., Drawer A, Wormer Rd., Voorheesville, N.Y. 12186. Tel: (518) 765-4193. Pres.: Kay L. Spence; VP: William J. Spence.

Front Row, see Domino Recs. Ltd. in Tex.

Full Circle Prod'ns Inc., 80 E. San Francisco St., Santa Fe, N.M. 87501. Tel: (505) 982-2900. Contacts: Mark Myerson, Tom Law, Gene McGeorge, Bard Banner.

Labels: (Owned) Full Circle, Helios; (distributed) Turnrow.

Full Moon, see CBS.

Fun City, see Rawls Bros.

Funnybone, see Horizon Pub'g.

Fuscha Int'l, see Emergency.

Fusion, see Far East.

Future Gold Recs. Inc., 1834 W. Cheltenham Ave., Philadelphia, Pa. 19126. Tel: (215) 424-0800.

Label: (Owned) Branding Iron.

G

G B S, see General Broadcasting.

G H E, see Moonlight.

G J P Prod'ns Inc., 511 Newell, Walla Walla, Wash. 99362. Tel: (509) 525-0913. Pres. & A&R Dir.: Gilbert J. Piger; VP: Steven P. Martonick; Sec'y-Treas.: Maria R. Piger; Gen. Mgr.: Daniel S. Mallery.

Int'l repts.: Germany (Bellaphon).

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Labels: (Owned) Dixieland Jubilee, GNP Crescendo, Largo; (distributed) Accent.

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G O, see Grapevine Opry.

G P, see Glenn.

G & P Recs. Inc., 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060.

Bd. Chm.: Peter Cosman; Pres.: Nicholas Kosmos; VP A&R/Promo.: George Hornbeck; Treas.: Emma Hornbeck; Nat'l Sales Mgr.: Alicia Olla; Southwest Dist. Mgr.: Jeff Aronoff.

G R P, see Arista.

Galaxie III Studios, 118 Fifth St., Taylorsville, N.C. 28681. Tel: (704) 632-4735. Owner & Pres.: Harry Deal.

Label: (Owned) Edisc.

Galaxy, see Fantasy/Prestige/Milestone/Stax.

Gamma Recs., PO Box 14243, San Francisco, Calif. 94114. Tel: (415) 824-3676. Contact: Max Blood.

Garden of Eden, see Fin-Flon.

Martin Gary Prod'ns, Box 104, Rt. 2, Hanover, Va. 23069. Tel: (804) 288-7288. Pres.: Martin Gary; VP & Sec'y: Kathleen Gary.

Gasparo Recs., PO Box 120069, Nashville, Tenn. 37212. Tel: (615) 383-3168. Owner: Roy Christensen.

Gas Recs., 2716 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 731-7323.

Home office: Mexico, Discos Gas SA.

Labels: (Owned) Flama, Gas.

Gateway, see Rite Rec. & Gemcom.

GayArtist, see Frank Evans.

Gay 90's Village Inc., PO Box 569, Sikeston, Mo. 63801. Tel: (314) 471-1347.

Geffen Recs., 9126 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-9010. Bd. Chm.: David Geffen; Pres.: Ed Rosenblatt. (Distributed by Warner Bros.)

Gem City Recs., 4143-F Indian Runn Dr., Dayton, Ohio 45415. Tel: (513) 275-6908. Pres.: Marvin Pierce; Gen. Mgr.: Robin McBride.

Gemcom Inc., 6570 Griffin Rd., Suite 106, Fort Lauderdale, Fla. 33314. Cable: GEMCORD. Telex: (510) 954-9793. Pres.: Robert W. Schachner; Sales Rep.: Gary M. Barnhouse.

Branches: Santa Monica, Calif. 1738 Berkeley St. Zip: 90404. Tel: (213) 829-3476. Sales Rep.: Bruce Majeska—New York, N.Y., PO Box 5087, FDR Sta. Zip: 10022. Tel: (201) 886-1687. Sales Rep.: Harvey "Tex" Weiner.

Labels: (Owned) Dyno, Gateway, Personal Choice; (distributed) BBC, Who's Who in Jazz.

General Broadcasting Serv. (GBS), PO Box 1628, Elizabeth City, N.C. 27909. Tel: (919) 232-7703. Pres. & A&R: Ernie Bivens; VP, Promos. & Eng.: Vince Chory; 2nd VP: Wayne Casper; Promo. & Sales Dir.: Beverly Taylor; Sec'y-Treas.: Claudia Bivens; Nashville American Label Dir.: Ernie Bivens III.

Labels: (Owned) Bivens Brothers, Chory Int'l, GBS, Jukebox, Nashville

H

American Voice: (distributed) Flame, Golden Boots II, Homerun, Kitty Hawk, Moody
 General Music Corp., 3012 N. Main St., Houston, Tex. 77009. Tel (713) 225-0450. Pres.: Jay Collier; Dpns./Gen. Mgr.: Betty Collier, Sales & Mktg.: Betty Aldis; Nat'l Promo. Dir.: Ray Ruff.
 Labels: (Owned) Bonanza, Colonial, GMC, IRS, Volunteer.
 General Music Inc., 2616 Puritan Ave., Detroit, Mich. 48238. Tel: (313) 342-4349. Pres.: R. Gordon Prince. VP's: John Powers, Ken Walker, Ron Rogers.
 Labels: (Owned) Banner, GMI.
 Generation, see Boot.
 Generac Recs., PO Box 1642, Wilkes Barre, Pa. 18703 Tel (717) 822-1438
 Pres.: Jim Watkins; VP: Bob Survature.
 Genesis Recs., 1300 E. Seven Mile Rd., Suite 101, Detroit, Mich. 48203. Tel (313) 893-4395.
 Genesis Recs. Inc., 9454 Wilshire Blvd., Santa Monica, Calif. 90401. Tel (213) 274-5825.
 Geo-Disc, see Mobile Fidelity
 Gervasi, see Album Globe.
 Ghost Recs., 1905 Pesos Pl., Kalamazoo, Mich. 49008 Tel (616) 375-2641
 Pres.: Don Jobe; VP: Bill Grody, A&R: Pete Lazaroff, Promo Dir.: Jim Hallberg.
 Labels: (Owned) Ghost, Jobe.
 Glades, see TK.
 Glamour & Grease, see Dance-A-Thon.
 Glass (UK), see Posh Boy.
 Glenn Prod's & Promos. Inc., 157 W. 57 St., New York, N.Y. 10010. Tel (212) 265-6585. Pres.: Ben J. Arrigo.
 Labels: (Owned) GP, (distributed) Carol, Juno, Rebecca.
 Glo, see Jody.
 Global Perspective, see Ambiente.
 Glorite Recs., 827 Thomas, Memphis, Tenn. 38107. Tel (901) 525-0540.
 Labels: (Owned) American-Sound-Studio, American Way, Glolite, Lunx, Memphis & It's Music, Prophecy, Tennessee Country, UFD
 Gloucester Prod's Inc., 149 Cabot St., Newton, Mass. 02158. Tel: (617) 964-1415. Bd. Chm.: J. Wil Morton; Sales Mgr.: Jane Arsham.
 Label: (Owned) Shah.
 Int'l reps.: Japan (Disk Union), UK (College Jazz USA)
 God's World, see Holy Spirit.
 Goldband Rec'g Studio, 313 Church St., Lake Charles, La. 70601 Tel (318) 439-8839. Owner: Eddie Shuler.
 Gold Coast Entertainment, 1 Northfield Plaza, Suite 330, Northfield, Ill. 60093. Tel: (312) 446-0906. Pres.: Mary Stuart. (Distributed by Capitol)
 Gold Dust Recs., 2204 Elkston Pl., Nashville, Tenn. 37203. Tel: (615) 320-7035. Pres.: Patrick Sackafus; Sales Mgr.: Bob Anthony.
 Branch: Straussown, Pa., Box 84. Zip: 19559. Tel (215) 488-1782. Mgr.: Mark Rake.
 Golden Boots II, see General Broadcasting
 Golden Crest Recs. Inc., 220 Broadway, Huntington Station, N.Y. 11746. Tel (516) 423-7090.
 Labels: (Owned) Crest, Golden Crest
 Golden Cross, see Gusman.
 Golden Greats, see Everest.
 Golden Hawk, see Crimson Dynasty
 Golden Moon Recs., 136 Maple Ln., Mooresville, Ind. 46158. Tel: (317) 831-5207.
 Golden Pyramid Recs., 141 South Ave., Fanwood, N.J. 07023 Tel (201) 322-6226. VP & Gen. Mgr.: Reginald Mack; VP A&R Mike Thomas, Finance Dir.: Emmett Murphy.
 Golden Shield, see Rite Rec.
 Golden Soul, see Sonic Arts.
 Golden Stable Recs.-Films, 323 S. Franklin, Suite 804, Chicago, Ill. 60606 Tel: (312) 536-6013. Pres. & Prod.: Paul E. Marshall
 Gold Guitar Recs., 1450 Terrell, Beaumont, Tex. 77701. Tel (713) 832-0748. Dwner: Don Gilbert
 Labels: (Owned) Azure, Gold Guitar
 Goldisc, see Timeless.
 Gold Mind, see Salsoul.
 Gold Recs., 304 N. Pont Dr., Stevens Point, Wis. 54481. Tel (715) 344-8156. Pres.: Norm Dombrowski, VP: Lucille Dombrowski
 Gold Seal, see RCA
 Gold Street Inc., PO Box 124, Kirbyville, Tex. 75956 Tel (713) 423-2234
 Pres. & Mktg. Dir.: James L. Gibson, VP A&R Paul Hammock, VP Finance & Bus Affairs Robbie Gibson
 Goldust Recs. Co., 115 E. Idaho Ave., Las Cruces, N.M. 88001 Tel (505) 524-1889. Dwner & Gen. Mgr.: Emmitt H. Brooks.
 Good Shepherd Recs., 1228 Reed St., Philadelphia, Pa. 19147 Dwner & Chief Operating Officer: Grace Marchesani
 The Good Sound Factory, 7575 Golden Valley Rd., Golden Valley, Minn. 55427 Tel (612) 546-4343
 Labels: (Owned) Good Sound, (distributed) Hansen
 Good Sounds Recs. Inc. (sub. of Criteria Rec'g Studios), 1755 NE 149 St., Miami, Fla. 33138 Tel: (305) 947-5611. Co. Pres.: Howard R. & Ronald H. Albert, VP: Mack Emerman
 Good Time Jazz, see Contemporary
 Marc Gordon Prod's Inc., 1117 Sierra Alta Way, Los Angeles, Calif. 90069
 Tel (213) 274-6237. Cable: RDCKYREC
 Labels: (Owned) Colon United, Rocky Road
 Gordy, see Motown
 Gospel America, see Hiding America
 Gospel City, see Bolland.
 Gospel Heritage Foundation, see Heritage Singers
 Gospel Media (Consolidated Gospel Inc.), PO Box 82, 322 Linden Ave., Lower Level Suite 11, South San Francisco, Calif. 94080. Tel (415) 952-9750. Pres.: Paul Lindner, Dist'n Mgr.: Luke Lindner, Finance Mgr.: Arnold Steeg.
 Labels: (Owned) Gospel Media, (distributed) Aslan, Discovery, Eden Inwood, Phydeaux, Star Song of California
 Gospel Roots, see TK
 Gospel Time, see Ralph's Radio
 Gotham, see Greene Valley Lines
 Gothic Recs. Inc., PO Box 743, New York, N.Y. 10101
 Gtown, see Kilgore
 Graduation Agreement, see Graduation Recs.
 Graduation Recs. Inc., 212 N. Kingshighway, St. Louis, Mo. 63108 Tel (314) 361-4400. Pres.: Julian H. Miller II, VP: Lynn Schweizer
 Labels: (Owned) Graduation, Graduation Agreement
 Graf Recs. Int'l Ltd., see SWS
 Gramavision Inc., 260 W. Broadway, New York, N.Y. 10013 Tel (212) 226-7057. Pres.: Jonathan F. P. Rose. Controller: Felicia Berkovitz, Mng. Dir.: Beth Greenberg, Promo Dir.: Judy Minor. Local branch: 380 Madison Ave. Zip 10017. Tel 210 6630
 Labels: (Owned) Gramavision, (distributed) Living Music

Int'l reps.: Germany (Helmut Marcuse, IMS), Italy (IRD), Switzerland (Plainsphere), UK (Making Waves).
 Gramercy 5, see Grenadilla.
 Gramophone Recs. (div. of Audio Int'l Inc.), Box 921, Beverly Hills, Calif. 90213. Tel (213) 651-5563. Pres.: Diver Berliner; VP & Sec'y V. A. Dorsey; Pop A&R Dir.: Bill Mundy.
 Labels: (Owned) Gramophone, Tropicana
 Granada Recs., 6461 Watt St., Westminster, Calif. 92683 Tel (714) 893-3637. Pres.: John E. Robinson. (Distributed by Elm)
 Grandfallon, see Jersey Coast.
 I Grand Interpreti, see Educational Media & Discocorp.
 Grand Orgue, see Teleson-America.
 Grand Prix Rec. Co., 2158 Union Ave., Memphis, Tenn. 38134. Tel: (901) 278-4901. Pres.: Ed Dubaj; VP's: Herb D'Mell, Danny White, Sec'y: Art Still, Treas.: Gary Jeter
 Grand Prix, Pa., see Sunshine Group.
 Grandville Recs. Inc., PO Box 11960, Chicago, Ill. 60611-0960 Tel (312) 561-0027. Pres./Exec. Prod'r: Clifford Rubin; VP: Helen Rubin; Sales Mgr.: Cynthia Winston; Treas./Exec. Adm'n Dir.: Nancy Rubin; Prod'n Mgr.: Mary D'Neal Freeman; Promo/PR Dir.: Danielle Render; A&R Dir.: Bill Hill Jr.; Promo: Don Hood.
 Granite Music Corp., see Criterion
 Grapevine, see Grenadilla
 Grapevine Dpny, 308 Main St., Grapevine, Tex. 76051 Tel. (817) 481-3505.
 Labels: (Owned) ASR, GD.
 Graph Recs. Inc., see SWS.
 Grass, see Nationwide Sound.
 Grasshoppers, PO Box 838, Enterprise, Ala. 36331. Pres.: Michael Bryan
 Grass Mountain, see Richey
 Grassroots Project Unlimited, PO Box 4689, San Francisco, Calif. 94101 Tel (415) 922-3227. Dwner: James Hesterkamp
 Label: (Owned) Cable Car, Ragtime
 Great Northwest, see First American.
 Great Southern Rec. Co. Inc., PO Box 13977, New Orleans, La. 70185 Tel. (504) 482-4211. Pres.: John Berthelot.
 Labels: (Owned) Bayou Blue, Great Southern, New Orleans Sound
 Great Voices of the Century, see Bulldog
 Grecoophon, see Fiesta.
 Greenbush, see Lee Anderson.
 Green Dolphin, see Jeree.
 Forrest Green Ents. Inc., 5004 W. Francis Rd., Clio, Mich. 48420 Tel: (313) 686-0189. Pres. & Disco Contact: Forrest Green; VP & Pub. Mgr.: David D. Norris, A&R: Forrest Green, Rob Carter; Sales, Mktg. & Adv. Mgr.: Don F. Norris.
 Labels: (Owned) Big Willie, Forrest Green, Ranger.
 Greenhays, see Flying Fish.
 Green Linnel Recs. Inc., 70 Turner Hill Rd., New Canaan, Conn. 06840 Tel (203) 966-0864. Pres.: Wendy Newton.
 Labels: (Owned) Green Linnel, Leviathan, (distributed) Mulligan (UK).
 Int'l reps.: Australia (Larrikin), Canada (Aimada), Ireland (Mulligan), UK (Projection).
 Green Menu Recs. (div. of Green Menu Music Factory Inc.), 50 W. 57 St., New York, N.Y. 10019. Tel: (212) 397-3060, 489-0806. Pres. & A&R: Henry Jerome; VP/Mktg. & Promo. Don Castaldi.
 Int'l reps.: Australia (Festival), France (Barclay), Italy (Sugar), UK (London).
 Green Mountain Recs. Inc., Garvey Hill, Northfield, Vt. 05663. Tel. (802) 485-8594. Pres.: Richard Longfellow
 Greene Valley Lines Ltd., Box 35, Narberth, Pa. 19072 Tel (215) 667-0521.
 Pres.: Nina Greene; VP: Jerry Greene.
 Labels: Collectables, Gotham, Lost-Wide
 Greenpeace, see Bullet
 Greensteeves, see Shanachee.
 Greentree, see Benson.
 Green Treet, see Rounder.
 Grenadilla, see Composer's Rec'gs
 Grenadilla Ents. Inc., 142-25 Pershing Crescent, Suite 2F, Kew Gardens, N.Y. 11435. Tel (212) 526-0546. Pres. & A&R Dir.: Richard Gilbert.
 Labels: (Owned) Gramercy 5, Grapevine, Grenadilla, Rocking Horse.
 David Gresham Prod's (USA) Inc., 13006 Satcoy, Unit 2, North Hollywood, Calif. 91605. Tel (213) 982-0604/0605. Pres.: David Gresham; Exec. VP & Mng. Dir.: Patrick Boyle; VP: Allan Goldswain
 Int'l branch: South Africa
 Label: (Distributed) Nitty Gritty (South Africa)
 Greyko, see Marjor.
 Grit, see Aishre
 Groove Sound, see Talpro
 Groove Soup, see Cookhouse
 Groove Time Recs. & Ents., 643 W. Baseline, San Bernardino, Calif. 92410. Tel (714) 884-0197. Dwner/Gen. Mgr.: Grover C. Wimberly III; Mgr.: James Ford
 Labels: (Owned) Groove Time, Dne Love
 Groundhog, see Styletone.
 Grunt, see RCA.
 Gryphon, see Audiofidelity.
 Guajiro Recs. Inc., 639 10 Ave., New York, N.Y. 10036. Tel (212) 582-8611.
 Telex: 147250. Pres.: Roberto Torres, VP: Adriano Garcia; Promo: Wanda Espinal; A&R: Sergio Bofill.
 Labels: (Owned) Caney, Guajiro, Lo Mejor, Neon, SAR, Toboga
 Guess, see Legrand & Rockmasters
 Guitarra, see DG.
 Guitar World, see MMD.
 Guitararchitect Ents. Inc., 1742 Second Ave., Suite 205, New York, N.Y. 10028 Tel: (212) 860-9150. Gen. Mgr.: Michael P. Liben; A&R Dir.: Charles Bugbee III; Promo Dir.: Sharon Ames.
 Gule Recs., 7046 Hollywood Blvd., Hollywood, Calif. 90028. Tel (213) 462-0502
 Gusher Recs., 3122 Sale St., Dallas, Tex. 75219 Tel (214) 874-8334. Contact: Chuck Robinson
 Gusman Co., PO Box 8144, Savannah, Ga. 31412 Tel (912) 236-6733
 Pres.: Waymon A. Jones; VP: Hattie J. Graham.
 Labels: (Owned) Golden Cross, Gusman, Pitch, Specs.
 Gusto Recs. Inc., 1900 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 889-8000. Pres.: Moe Lytle; Gen. Mgr.: Steve Kountzman, A&R/Studio Div.: Mark Mathis, Purchase & Prod'n Mgr.: Chuck Duncan.
 Labels: (Owned) Deluxe, Federal, Gusto, Hollywood, King, Power Pak, Starday
 Guyden, see Jamie/Guyden.
 Gwen Rec. Serv., PO Box 3388, 319 Highland Ave., Albany, Ga. 31701 Tel (912) 436-6508. Pres.: Jesse Boone, VP: Bruce Jones; VP: Promo., Jesse Boone Jr., Gen. Mgr.: Eric Boone, Sales, Mktg. & Pub.: Regina Boone
 Labels: (Owned) Albradella, Bruboon, Cozette, Keith, Sou-P-Tion.

H M R Prod's Inc., 574 W. Court, Scotch Plains, N.J. 07076. Tel: (201) 889-1767. Dwner: Harry M. Randel; Pres.: Lillian M. Randel.
 H S E Recs. Inc., 113 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-1604.
 Labels: (Owned) Black Label, HSE, JSJ, Ken-Tone, Sav-All, SuAnn
 Jim Hall & Gidget Starr Prod's, 5 Alderm Court, West Caldwell, N.J. 07006 Tel. (201) 226-0035.
 Branches: Fort Smith, Ark., 40 Phoenix Village. Zip: 72901 Tel: (501) 646-1021, (918) 962-3664. Branch Mgr.: Bonnie Salsberry—Mount Morris, Mich., PO Box 207. Zip: 48458. Branch Mgr.: Howard Dlenk—Tutwiler, Miss., Box 333. Rt. 1. Zip: 38963. Tel: (601) 375-8526. Branch Mgr.: Walter Shields—Excelsior Springs, Mo., 646 S. Marretta St. Zip 64024. Branch Mgr.: Col. Rod Morris.
 Labels: (Owned) Cactus, Deadwood, Dynamite, Peek, Tar Heel, True Love
 John Hall Recs. Inc., PO Box 18344, 5009 Davis Blvd., Fort Worth, Tex. 76118. Tel (817) 281-6605. Pres./Owner: John Hall, Mktg. Mgr.: Troy E. Bradley.
 Hall of Fame Jazz, see American Album & Tape.
 Halo, see Mark Five.
 Halpern Sounds Recs. & Tapes, 1775 Old Country Rd. No. 9, Belmont, Calif. 94002. Tel: (415) 592-4900. Pres.: Steven Halpern; Bus. Mgr.: Carl Trondhjem, Admin. Ass't: Victoria Gindele.
 Hamilton St., see Buttermilk.
 Hammer, see Sonar.
 Hammond Music, see CBS.
 Ham Sem Recs. Inc., 541 S. Spring St., Suite 8, Los Angeles, Calif. 90013 Tel: (213) 627-0557. Cable: HAM-SEM. Pres.: William Campbell; VP A&R John L. Murphy; Sec'y: Dianna Young; Adv. & Promo.: Joe B. Campbell.
 Branch: Sacramento, Calif., PO Box 20623. Zip: 95820. Tel: (916) 383-1250. Mgr.: Haneef Ahmad.
 Labels: (Owned) Ham Sem; (distributed) CSC.
 Handshake Recs., 25 W. 56 St., Penthouse, New York, N.Y. 10019. Tel: (212) 245-3600. Pres.: Ron Alexander; VP: Peter Gidion; East Coast Promo Co-ord.: Marjee Meyer-Tannen. (Distributed by CBS)
 Labels: Los Angeles, Calif., 8304 Beverly Blvd. Zip: 90048. Tel: (213) 655-8635. West Coast & Southwest Dpns. Dir.: Joel Newman; West Coast Label Co-ord.: Romaine Forsythe—Chicago, Ill., 50 E. Bellvue Pl., No. 702. Zip: 60611. Midwest & Southeast Dpns. Dir.: Larry Green.
 Hannibal, see Island.
 Hanover Music Corp., PO Box 6296, Beverly Hills, Calif. 90212. Pres.: Paul Weston
 Label: (Owned) Corinthian.
 Hansen, see Good Sound Factory.
 Happy Beat Recs., 14045 S. Main, Suite 303, Houston, Tex. 77035. Tel (713) 641-0793. Pres.: Roger Cummings; VP/A&R Black Music: Steve Cummings; Exec. Sec'y: Betty Cummings; Nat'l A&R: Robert Jackson; Int. Pub.: Cornell Blakely; Sales Mgr.: Linda Harris.
 Branch: Memphis, Tenn., 5019 Boeingshure. Zip: 38116. Tel: (901) 398-7976.
 Labels: (Owned) Happy Beat; (distributed) MSB, Venus.
 Happy Day Recs. Inc., 800 N. Ridgeland Ave., Dah Park, Ill. 60302. Tel: (312) 848-3322. Pres.: Vincent Ippolito; VP: Roger Pauly.
 Happy Jazz Recs. Inc., PO Box 66. Zip: 78291; 522 River Walk, San Antonio, Tex. 78205. Tel: (512) 225-6841.
 Labels: (Owned) American Jazz, Audiophile, Happy Jazz.
 Hard Hat Recs., 519 N. Halifax Ave., Daytona Beach, Fla. 32018. Tel: (904) 252-0381. Pres. & A&R: Bobby Lee Cude; VP Creative Servs.: Waite Riley Pickens.
 Labels: (Owned) Blue Bandana, Hard Hat, Maricao.
 Harmonia Mundi USA, 2351 Westwood Blvd., Los Angeles, Calif. 90064. Tel (213) 474-2139. Telex: 4720721. Pres.: Rene Gofflon; A&R: Robina Young.
 Harmony Recs. Inc., 15760 Ventura Blvd., 9th Fl., Encino, Calif. 91436
 Pres.: David Blake Chatfield, Tel: (213) 986-1166.
 Harvest, Calif., see Capitol.
 Harvest, Tenn., see Eddie Crook.
 Haven, see Tuneworks.
 Hawaii Calls, see Hula.
 Headfirst Recs. Inc., 9000 Sunset Blvd., Suite 611, Los Angeles, Calif. 90069. Tel: (213) 550-1010. Bd. Chm.: Bill Traut; Pres.: Dave Pelt; VP's: Ron Moss, John Van Horn, Promo. Co-ord. & Sales Mgr.: Shopan Entesari; Art Dir.: Sylvester Brown. Local Branch: North Hollywood, Calif., 5635 Corteen Pl. Zip: 91607. Tel: (213) 980-1025. Promo. Co-ord. & Sales Mgr.: Shopan Entesari; Prod'n Co-ord.: Mike Garvin. (Distributed by MCA)
 Int'l reps.: Hong Kong (Shun Cheong), Philippines (A&W).
 Headliner Stars, see Robbins.
 Heartbeat Recs. (div. of Poli-Rhythm Ltd.), 186 Willow Ave., Somerville, Mass. 02144. Tel: (617) 354-0700. Telex: 921724. (Distributed by Rounder)
 HeartWarming, see Benson.
 Heavy Weather, see Rob-Lee.
 Helicon, see Spoken Arts.
 Helios, see Full Circle
 Hello, see Stark.
 Hen Cackle, see Sonatone.
 James Hendrix Ents., PO Box 90639, 902 42 Ave. N., Nashville, Tenn. 37209. Tel: (615) 321-3319. Pres. & Dir.: James Hendrix.
 Label: (Owned) Carrie.
 The Herald Ass'n Inc., Box 218, Wellman Heights, Johnsonville, S.C. 29555. Tel: (803) 386-2600. Pres. & Treas.: Erv Lewis; VP & Sec'y: Frances B. Lewis.
 Labels: (Owned) Herald, Kless, Mark Five; (distributed) Sunshine.
 Int'l rep.: UK (New Music).
 Lawrence Herbst Investment Trust Fund, PO Box 494, Nashua, N.H. 03001.
 Chief Exec.: Lawrence Herbst.
 Labels: Best-Way, Lawrence Herbst, Total Sound.
 Heritage, Neb., see MJ.
 Heritage Recs. & Music Corp., PO Box 937, Southampton, Pa. 18966. Tel: (215) 947-0460. Pres./A&R Dir.: Jerry Ross.
 Heritage Singers (Gospel Heritage Foundation), PO Box 1358, Placerville, Calif. 95667. Tel: (916) 622-9369. (Distributed by Stargio)
 Herwin, see Shanachee.
 Hi, see Cream.
 Hickory Recs. Inc., 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 385-3031. Telex: 55-4366. Pres.: Wesley H. Rose; VP/Gen. Mgr.: John R. Brown, VP/Dir.: Mel Foree; A&R/Prof. Dept. Dir.: Ronnie Gant; Pop Div. Prof. Dept.: David Kastle; Nat'l Promo. Dir.: Roy Acuff Jr., Nat'l Promo.: Peggy Lamb, Jimmy Holland.

- Hi Fi, see Everest.
 HiFi/Life, see Everest.
 Hi-Five Audio-Video Prodn's, 377 Park Ave. S., New York, N.Y. 10016 Tel: (212) 684 3766.
 High Frequency, see Star People.
 High Rise, see Comstock.
 Highland, see Hi Oldies.
 High Water Rec'g Co., Memphis State Univ., Communications & Fine Arts Bldg., Rm. 234D, Memphis, Tenn. 38152. Tel: (901) 454-2350. Gen. Mgr & Dean of College of Communication & Fine Arts: Dr. Richard Ranta, Prod'r/A&R/Sales/Promo.: Dr. David Evans.
 Int'l repps.: France (CLARB Soul Bag, Vogue), Netherlands (Swingmaster), Sweden (Smokestack).
 Hiding America Inc., Box 1800, Nashville, Tenn. 37202. Pres.: Eric R. Hiding.
 Branch: Tulsa, Okla., Box 7300. Zip: 74105.
 Labels: (Owned) Apollo, Artist America, FaderKat, Gospel America, Hiding America, Hiding Int'l, Music America, Tulsa Int'l.
 Hiding Int'l, see Hiding America.
 Hindsight Recs. Inc., PO Box 7114, Burbank, Calif. 91510 Tel (213) 982-9563.
 Hi Oldies Music, 4914 Lankershim Blvd., Suite 5, North Hollywood, Calif. 91601. Tel: (213) 766-5239. Co-Owners: Malcolm Talmadge, Lenny Cummings.
 Labels: (Owned) Highland, Hi Oldies.
 Hi-Q, see Fortune.
 Hising Recs. (div of Musedco Publ'g), Box 5916, Richardson, Tex 75080. Tel: (214) 783-9925. Owner: Richard A. Shuff; Promo.: Royce D. Baker; Prod'r: Eddie Fargason.
 Historical Anthology of Music, see Vanguard.
 Historical Recs. Inc., PO Box 109, Canaan 12029. 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400. Pres.: Arnold Caplin; Nat'l Sales Dir.: Alan D. Caplin.
 Int'l repps.: Australia (Memory Lane), Canada (Almada), France (Edwards), Italy (IRD), Netherlands (Nus Bedrijven, Cor De Pater), UK (Vintage Jazz).
 Hit Machine Recs. (div. of Diversified Mgmt. Group), PO Box 20692, San Diego, Calif. 92120. Tel: (714) 277-3141. Pres. & Prod'r: Marty Kuritz; Prod'r: David Sanchez, Clark Gault.
 Hit Recs. Inc., 576-B Goldsboro Rd. NE, Atlanta, Ga. 30307. Tel: (404) 688-0799. Exec. Dir.: Harold Bishop; Pres.: Blane Gauss.
 Hitstun-Disko Rec. Corp., 327 Upshur St. NW, Washington, D.C. 20011. Tel: (202) 882-7339. Pres.: Clifton Thomas; VP & Exec. Sec'y: Charles Farmer.
 Labels: (Owned) Disko, Hitstun.
 Hob Recs. Inc., Box 5339, FDR Station, New York, N.Y. 10022. Tel: (212) 751-7078. Pres.: Fred Frank.
 Holi, see Candy.
 Hollywood Recs., 9502 Harrell, Pico Rivera, Calif. 90660. Tel: (213) 695-7627. Pres.: Dave Paton.
 Hollywood, see Gusto.
 Hologram, see Crimson Dynasty.
 Holy Spirit Corp., 27335 Penn St., Inkster, Mich. 48141. Tel: (313) 562-8975. Chm.: Elder Otis G. Johnson; Pres.: Craig T. Erquhart; VP: Willie Jones Jr.; Sec'y: Florine R. Erquhart; Treas.: Reginald Gay; Ass't Treas.: Robert Miller.
 Branch: Pittsburgh, Pa., 7203 Monticello. Zip: 15208. Tel: (412) 242-5692. Gen. Mgr. Ardell McNeal.
 Labels: (Owned) Aspro, God's World, Holy Spirit, Jesus Dnly, Ware.
 Homa, see Music Syndicators.
 Home of the Hits, see Beserkley.
 Homerun, see General Broadcasting.
 Homestead, Va., see County.
 Homestead Recs., 4925 W. Gunnison, Chicago, Ill. 60630 Tel: (312) 545-0861. Pres. Gary Cross; VP: Ray Percic.
 Home Sweet Home, see Benson.
 Homelown, see Any Prod'n.
 Honey, see Fantasy/Prestige/Milestone/Star.
 Honeydew Recs., 41 S. Rhoda St., Spotswood, N.J. 08884 Tel (201) 643-0040.
 Hooks, see Styletone.
 Hooks Bros see Styletone.
 Hope Song, see Benson.
 Horizon Publ'g Co., 13615 Victory Blvd., Suite 216, Van Nuys, Calif. 91401 Tel: (213) 997-9100.
 Labels: (Owned) Funnybone, Pedegree.
 Horizon, Wash. see Prase.
 Horn Recs., 6565 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 466-4106.
 Robert Horwitz Dirg., 16700 Chatsworth St., Suite H-2, Granada Hills, Calif. 91344 Tel (213) 363-5800. Chief Exec & Clowns Co-ord.: Robbie Horwitz; Pres.: Brad Koepnick, Exec. VP: Nicholas Koepnick; VP A&R: Patrick Cunningham, VP Creative Servs.: Dave Dayan, VP Admin. Penny Goodsell, Sales Mgr. Mary Sacco, Talent Development Co-ord. Brian Katz, Photo Co-ord.: Linda Yanoff.
 Branch: Chicago, Ill., 6751 N. Campbell Ave. Zip 60645 Tel (312) 274-8665. VP David Kostov.
 Labels: (Owned) Brad-De-La Brad, Clowns.
 Hot, see Right Note.
 Hotlanta, see Dance-A-Thon.
 Hotrax, see D-Town.
 Hotrax, see Dance-A-Thon.
 House of Falcon Inc., 821 N. 23, McAllen, Tex 78501 Tel: (512) 687-7121.
 Cable: FALCON. Pres.: A. Ramirez Sr.; Sec'y & Gen. Mgr.: A. Ramirez Jr.; Rec'g Dir.: Mark A. Ramirez; Exec. Sales Mgr.: Ramiro Perez.
 Branch: Los Angeles, Calif., 2722 W. Pico Blvd. Zip 90006 Tel (213) 731-7247 Mgr. Sara Segovia.
 Labels: (Owned) ARV Int'l, Falcon, RIC.
 Int'l repps.: Colombia (Corporacion Musical), Guatemala (Dideca), Mexico (Discos & Sinfonolas), Venezuela (Fonodisco).
 House of Guitars, see Mirror.
 House of Kings, see Castle in Oklahoma.
 Houston Recs. Ltd., 3300 Jensen Dr., Houston, Tex 77026 Tel: (713) 223-5971/2285. Contact: Gasper P. Puccio.
 Hula Recs. Inc., 2290 Alahoa Pl., Bldg. C Honolulu, Hawaii 96819. Tel: (808) 847-4608. Pres.: Donald P. McDermid III.
 Labels: (Owned) Hawaii Call's, Hula, Surfside.
 Hungaria Recs. Inc., PO Box 2073, Teaneck, N.J. 07666. Tel: (201) 343-5240. Exec. Dir.: Kaiman Magyar, Gen. Mgr.: Stephen Kotansky.
 Labels: (Owned) Hungarna. (distributed) Magyar, Pepita, Qualiton, Supraphon.
 Hurricane, Pa., see Crimson Dynasty.
 Hurricane Ent's., PO Box 3547, 1927 San Mateo NE, Albuquerque, N.M. 87110. Tel: (505) 265-3049/4039, 255-8039. Pres.: Al Hurricane; VP: Tiny Morrie; Sec'y-Treas.: Bennie L. Sanchez.
 Hypo, see Bee Jay.
 I
 I C A, see Big L.
 I e inc., 736 S. Eddy St., South Bend, Ind 46615. Tel: (219) 282-2551.
 I E Recs., 6 Music Circle N., Nashville, Tenn. 37203. Tel: (615) 244-7141.
 Contact: Paul Ritchey.
 I G L, see Iowa Great Lakes.
 I L S Institute, see Institute for Language Study.
 I M I, see Avoca.
 I P A, see Desmar.
 I P I, see International Phonograph Inc.
 I R C, see International Rec'g Co.
 I R D A (International Rec. Dist'g Assocs.), see Album Globe.
 I R M, see Sound Recs.
 I R S, Calif., see International Rec. Syndicate & A&M.
 I R S, see General Music in Tex.
 Ice Cube, see Rooster Blues.
 Illegal, see Fauly.
 Immigrant City Recs., 158 S. Broadway, Lawrence, Mass. 01843 Tel (617) 686-9811. Contact: Ralph A. Barbagallo Jr.
 Immunity, see Bee Jay.
 Impact, see Benson.
 Importa/Som (Brazil), see Fermata.
 Importe/12 Recs., 600 Third Ave., New York, N.Y. 10016. Tel: (212) 687-2318. Telex: 421231. Pres.: Mike Wilkinson; Mktg. Dir.: Laurie Ingber; Controller: Betty Lyons; Promo.: Dennis O'Connor.
 Impromising Artists Inc., PO Box 225, Village Station, New York, N.Y. 10014 Tel: (212) 243-2018 Cable IMPROVART Telex: 420001. Pres. & Int'l Carol Goss, VP & A&R. Paul Bley; Sales & Mktg.: David Good, Artist Tour Dir.: Jim Silverman.
 Int'l repps.: Canada (Trend), Italy (IRD), Sweden (Amigo), UK (Projection).
 Impulse, see MCA.
 Inca, see Musica Latina.
 Incentive Prodn's (div. of Jevert Music), 639 Bulen Ave., Columbus, Ohio 43205. Tel: (614) 258-7112. Pres.: Jeffrey V. Smith.
 Index Recs. Ltd., Box 944, Los Angeles, Calif. 90028. Tel: (213) 469-0045 Telex: 5720103. Mng. Dir.: Philip Randal.
 India Navigation Co., 60 Hudson St., Rm. 205, New York, N.Y. 10013. Tel: (212) 962-3570 Cable: INDNAV. Owner: Bob Cummins.
 Int'l repps.: Australia (Recycled), Austria (Bellaphon), Canada (Trend), Finland (Audions), France (OAM), Germany (Bellaphon), Italy (IRD), Japan (Trio), Netherlands (Agram), New Zealand (EMI), Sweden (Forsyte), Switzerland (Bellaphon), UK (TOL).
 Indian House, Box 472, Taos, N.M. 87571. Tel: (505) 776-2953. Mgr.: Ida Isaacs; Prod'r: Tony Isaacs.
 Int'l repps.: Canada (Prairie Crafts).
 Inergy Recs., 1300 Texas Ave., Houston, Tex 77002 Tel: (713) 222-8561.
 Infidelity, see Plexus.
 Inner Circle, see Stacy-Lee.
 Inner City, see MMO.
 Innovations Inter., see Right Note.
 Inphasion, see TK.
 Insight, see Project 3.
 Institute for Language Study, c/o Cortina, 17 Riverside Ave., Westport, Conn. 06880. Tel: (203) 227-8471.
 Labels: ILS Institute, Nutshell, Recordtime.
 In Sync Labs. Inc., 2211 Broadway, New York, N.Y. 10024. Tel: (212) 873-6769. Pres.: E. Alan Silver. (Cassettes only).
 Label: (Distributed) Connoisseur Society.
 Int'l repps.: Canada (Trend), UK (Unicorn).
 Inter Continental Music Corp., 816 Seventh Ave., Huntington, W. Va. 25701. Tel: (304) 523-3951.
 International Artists, see CBS.
 International Phonograph Inc., 17 Lincoln St., Hamden, Conn. 06518. Tel: (203) 288-5552. Pres.: Dean Roumanis.
 Branch: Clearwater, Fla., 210 S. Fort Harrison. Zip: 33516. Tel: (813) 447-1487. Contact: Jonathan Horwich.
 Label: (Owned) IPI.
 Int'l repp.: Switzerland (Musica).
 International Rec. Dist'g Assocs., see Album Globe.
 International Rec. Syndicate (IRS), 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. (Distributed by A&M/RCA).
 International Rec. Co. Inc., 1649 W. Evergreen Ave., Chicago, Ill. 60622 Tel: (312) 227-2000. Pres.: Leonard March.
 Label: (Owned) IRC.
 In Town, see AVI.
 Intrepid Recs. & Filmworks Inc., PO Box 8033, Kansas City, Mo 64129. Tel: (816) 924-3441. Pres. & Chief Operating Officer: Ronald L. Gillum; Exec. VP Sales & Gen. Mgr.: Milton Clark; Sr. VP Promos.: Anita Brown, VP Artist Relations: E.A. Bentley, VP Nat'l Sales & Singles: Sawford Wynn; VP Executive: Tyrone Gillum; Special Servs. Dir.: Mitchell Pickens; Nat'l LP & Tape Sales Mgr.: Rita Adams; Bus. Affairs Dir.: G.G. Gillum; Overseas Ops. Dir.: Nathan Rogers.
 Invitation, see Album Globe.
 Inwood, see Gospel Media.
 Iowa Great Lakes Rec'g Co. Inc., PO Box 100, Shore Acres, Spirit Lake, Iowa 51360. Tel: (712) 336-2859. Pres.: John Senn; VP: Naomi Senn.
 Labels: (Owned) Dee Jay, IGL, Sonic.
 Island Recs. Inc., 444 Madison Ave., New York, N.Y. 10022 Tel: (212) 355-6550. TWX: (710) 581-5293. Owner: Christopher Blackwell, Pres. US & Canada Ops.: Ron Goldstein; VP & Gen. Mgr.: Herb Corsack, VP Admin. Barbara Cuddy, Financial Dir./Controller: Mel Klein, Pub. Dir.: Ellen Smith.
 Home office: England.
 Labels: (Owned) Island (Distributed by Atlantic), Antilles, Mango; (distributed) Hannibal.
 Int'l repp.: Canada (WEA).
 Isle City Recs., 411 Kempner, Galveston, Tex. 77550. Tel: (713) 763-8344.
 Ivory, see Hal Southern.
 J
 J A M, see Jazz America Mktg.
 J A T O, see TMC.
 J B Recs. Int'l Inc., PO Box 7221, Mobile, Ala. 36607. Tel: (205) 342-6202.
 Pres.: John N. Blackburn; VP: Sara B. Smith; Sales & Mktg.: Lamar Walker; Promo. Mgr.: Mona Gill.
 J C O A, see Jazz Composer's Orchestra.
 J D C Recs., 2737 S. Pacific Ave., San Pedro, Calif. 90731. Tel: (213) 519-7393. Gen. Mgr.: Jim Callon; Co-Admin'r: Dale Callon.
 Int'l repps.: Australia (K-tel), Benelux (Dureco, Ronnex), Brazil (K-tel, Som), Canada (Attic), France (WEA), Germany (WEA), Japan (Nippon Phonogram), Mexico (Gamma), Portugal (Radio Producoes), Spain (Zafiro), Sweden (K-tel), UK (Gull).
 J D E, see PM.
 J & J, see Styletone.
 J M H Recs., 610 W. Due West Ave., Suite G-103, Madison, Tenn. 37115. Tel: (615) 868-1158. Owner & A&R Dir.: James M. Hudgins; Pres. & Sales & Promo. Dir.: Jeff Hudgins; Communications Co-ord.: Amanda Hudgins.
 Branch: Hendersonville, Tenn., 596 Indian Lake Rd. Zip: 37075. Tel: (615) 824-2627.
 J M I, see Boot.
 J S J, see HSE.
 J V C Cutting Center Inc., 6363 Sunset Blvd., Suite 500, Hollywood, Calif. 90028. Tel: (213) 467-1166. (Also see Nautilus Recs).
 Labels: (Owned) JVC; (distributed) East Wind, Flying Disc.
 Jade, see Rob-Lee.
 Jade-Ivory, see Security.
 Jam-A-Ditty Recs., PO Box 21931, Greensboro, N.C. 27420. Tel: (919) 272-7336/6392. Contacts: Edward Earl Gil, J. Curt Gill III.
 Jamaka & Felco Rec Co., 3621 Health Ln., Mesquite, Tex. 75150 Tel: (214) 279-5858. Owners: Jimmy Fields, George McCoy.
 Dick James Music, see DJM.
 Jamestune, see MDS.
 Jame, see Jame/Guyden.
 Jame/Guyden Dist' Corp., 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) 232-8383. Pres.: Harold B. Lipsius, Sales & Mktg.: Paul Fien.
 Labels: (Owned) Arctic, Guyden, Jame, Phi-La of Soul; (distributed) Dion, Top & Bottom.
 Jane, see R. Dean Taylor.
 Jansco Recs., PO Box 807, Northridge, Calif. 91328 Tel: (213) 363-6000.
 Pres.: Jan Scooby; VP Promo.: Gene Paleno.
 Branch: Witter Springs, Calif., 10755 Bachelor Valley Rd. Zip 95493. Tel: (707) 275-2777.
 Jarrett, see PPL.
 Jay Jay Rec. & Tape Co., 35 NE 62 St., Miami, Fla. 33138. Tel: (305) 758-0000. Owner, Pres. & Chief Exec. Walter Jaggiello; Sec'y Treas.: Jeanette Jaggiello; Sales & Promo.: Walter Jay.
 Labels: (Owned) Bonfire, Jay Jay, Polka Tone.
 Int'l repp.: Canada (Almada).
 Jayson, see Discostar.
 Jazz America Mktg., 1737 DeSales St. NW, Washington, D.C. 20036. Tel: (202) 638-3355. Mng. Partner: Richard Spring; Promo. Mgr.: Susan Reuck.
 Labels: (Owned) JAM, (distributed) Disco Mate (Japan).
 Int'l repps.: Canada (Trend), Germany (International Music Serv.).
 Jazz Bird, see Audiofidelity.
 Jazz Composer's Orchestra Ass'n Inc. (JCOA), 500 Broadway, New York, N.Y. 10012. Tel: (212) 925-2121. Pres.: Timothy Marquand; VP: Jack Jeffers; Exec. Dir.: Michael Mantler; A&R Dir.: Carla Bley; Sales & Mktg. Dir.: Dave Hunt; Sales: A. Richards, Russel Musto; Mgr.: Taylor Storer, Promo. Dir.: Yale Evelev; Accounting: Beth Cummins. (Also see listing for New Music Dist'n Serv. in Wholesalers section.)
 Label: (Owned) JCOA.
 Int'l repps.: Canada (Trend), Europe (ECM in Germany).
 Jazz Connoisseur (Italy), see Zim.
 Jazz Hounds Recs., 10581 Ashton Ave., Los Angeles, Calif. 90024. Tel: (213) 470-3355. Pres.: Jack Harcourt; VP: Thas Harcourt.
 Jazz Kings, see American Themes.
 Jazz Man, see First American.
 Jazzology-GHB Recs., 3008 Wadsworth Mill Pl., Decatur, Ga. 30032. Tel: (404) 288-1480.
 Labels: (Owned) Audiophile, Circle, Southland.
 Int'l repps.: Australia (Ron Gray), France (DAM), Germany (PolyGram), Japan (Phoenix Trading), Netherlands (H. Vornberg), Sweden (Ad Lib), UK (Swift).
 Jenny, see Rayner Street.
 Jeree Recs., 1469 Third St., New Brighton, Pa. 15066. Tel: (412) 847-0111.
 Labels: (Owned) Buckshot, Candy, Green Dolphin, Jeree.
 Jeremiah Recs. Inc., PO Box 1077, Hendersonville, Tenn. 37075. Tel: (615) 824-9412. Bd. Chm.: Hoyt Aston; Pres.: Mae Boren Aston; VP: John B. Aston; Reg'l Promo. Dir.: John T. Aston; Sec'y-Treas.: Marlene Prins; Promo. Dir.: Louise Harrell.
 JermA Recs. Co., 1410 E. 72 St., Chicago, Ill. 60619. Tel: (312) 752-2755.
 Pres.: U. S. Warren.
 Labels: (Owned) Chytowns, JermA.
 JerryCo, see Vample.
 Jersey Coast Agents Ltd., 72 Thorne Pl., West Keansburg, N.J. 07734. Tel: (201) 787-3891. Cable: JERSEYCOAST. Chief Exec. Officer: Joe McHugh, VP & Gen. Mgr. Joshua Ericson; VP Contemporary A&R: D.W. Griffiths, Bluegrass A&R Dir.: John Conine; Video Prod'n Dir.: Paul Savonen.
 Labels: (Owned) Anomaly, Output, Recommended Viewing, (distributed) BMA, Grandfalloon, Karass, Middle Class, Stonehedge.
 Jessup, see Michele.
 Jesus Only, see Holy Spirit.
 Jet Recs. Inc., 9959 Beverly Grove Dr., Beverly Hills, Calif. 90210 Tel: (213) 553-6801. Pres.: Don Arden, VP: Sharon Arden, VP Creative Servs.: Pat Siciliano; A&R: Larry Ross. (Also see CBS).
 Int'l branch: England.
 Jet Stream, see Music Ent's.
 Jewell Tone, see Picking Post.
 Jewel Rec'g Co., 1594 Kinney Ave., Cincinnati, Ohio 45231. Tel: (513) 522-9336. Owner: Rusty York, Gen. Mgr.: Linda York, Studio Mgr.: Jr. Bennett.
 Labels: (Owned) Jewel, Log Cabin Rye.
 Jewel Rec. Corp., PO Box 1125, 728 Texas, Shreveport, La. 71163. Tel: (318) 222-0673/0195. Pres.: Stanley J. Lewis; Exec. VP: F.R. Lewis; Sales & Mktg.: Ms. Dennis Lewis; Promos.: Herman Finley.
 Labels: (Owned) Jewel, Paula, Ronn.
 Int'l repps.: Japan (P-Vine), UK (Charly, Flyright).
 Jezreel Inc., PO Box 235, Highland Park, Ill. 60035. Tel: (312) 395-1331.
 Labels: (Owned) Cool Duck, Midway Prodn's.
 Jimmie Gee, see Ripsaw.
 Jin, see Flat Town.
 Jingles, see Centaur in N.Y.
 Jive, see Arista.
 Jobie, see Ghost.
 Jody, Pa., see Vantage.
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Jody Recs. Inc., 2226 McDonald Ave., Brooklyn, N.Y. 11223 Tel: (212) 946 4405 Pres. Vince Vallis. Musical Dir. Tony Graye. Promo. Marty Po merantz, Gloria Black.
Labels: (Owned) B-Atlas, Glo. Jody, Romona.
 Joe Gibbs, see MMO
 Joey Recs. Inc., 6703 W Commerce, San Antonio, Tex 78227 Tel: (512) 432-7893
Labels: (Owned) Dina, Joey, SAS
 Johnny, see Freddie
 Little Riche Johnson Agency, Box 3, 913 S Main, Belen, N.M. 87002 Tel: (505) 864-7441 Pres. Little Riche Johnson.
Labels: (Owned) Chuckie, LRI, Little Riche
 Paul Johnson Music Prod's Inc., PO Box 552, Woodland Hills, Calif 91365 Tel: (213) 703-6707 Pres. Paul Johnson, Prod'n Ass't Susanne McClain, Opns Officer Agnes Overall
Label: (Owned) Petra
 Johnston, see CBS
 Joint Int'l, see Disc Disk
 Joker, see Lifetime.
 Joy, see Stacy-Lee
 Joyce Recs., 12222 Venice Blvd., Los Angeles, Calif 90064 Tel: (213) 474 3433 Pres. Wayne Volat
 Joyeuse Garde, see Star Song Recs. in Tex.
 Jugglar Recs., PO Box 471, De Kalb, Ill 60115-0471 Tel: (815) 758 1623 Partner/Sales & Promo Dir. Richard C Lapka, Partner/Bus Mgr & Sales Dir.: L. Kim McDanel, Partners David J Gessner, David M Polk, David J Lenef, Richard J. Trelease
 Jukebox, see General Broadcasting
 June Appal Recs. Box 743, Whitesburg, Ky. 41858. Tel: (606) 633-9958.
Labels: (Owned) Appalaseed, June Appal, Sourwood Mountain
 Juno, see Glenn

K

K B H, see Kimbo.
 K L, see Nu Sound.
 K M C Recs Corp., 76 Minuteman Rd., Ridgefield, Conn 06877. Tel: (203) 438-0001 Pres. Kacey Cisyk, VP Bruce Merley, Treas. Iwanna Cisyk
 K & R Music Inc., 112 E Main St, Trumansburg, N.Y. 14886. Tel: (607) 387-5325 Pres. William M. Kelly, VP Ray Repp, Finance Dir.: Ann E. Wakeley.
Int'l reps: Austria (Spotlight), Canada (B. Broughton).
 K-tel Int'l Inc., 11311 K-tel Dr., Minnetonka, Minn. 55343. Tel: (612) 932-4000. Bd. Chm. & Pres. Philip Kives; Exec VP's. Raymond Kives, Mickey Effenbein, Sr VP & Gen. Mgr.: David Catlin, VP Mfg. & Purch.: Jeffrey Koblick, VP A&R: David Milner.
 Kadia, see Peninsula Artist.
 Kajac, see Ozark Opry.
 Kajun, see Master-Trak.
 Kaleidoscope Recs., PO Box 0, El Cerrito, Calif 94530 Tel: (415) 527 6242.
 Pres.: Jeff Alexson; A&R Dir.: Tom Diamant
 Kama, see Standby.
 Kapri Recs., 7419 Clybourn Ave., Sun Valley, Calif. 91352. Tel: (213) 765-2774. Pres. Chris Soular, Exec. Prod'r: Raymond Soular, Creative Dir.: Ray Jaramillo.
 Karass, see Jersey Coast.
 Karen, see Musica Latina.
 Kare Recs Inc., 1391 Oakland Park Ave., Columbus, Ohio 43224 Tel: (614) 263-4344
Labels: (Owned) Dolejo, Kare; (distributed) Blue Ash.
 Kari Recs. Inc., PO Box 9246, Austin, Tex. 78766. Tel: (512) 345-5796.
 Pres.: Doug Pendergrass; VP: Jerry Foster; Sec'y-Treas. Don Bedell; Opns. Mgr.: Johnny Morris; Sales: Johnny Elgin.
Labels: (Owned) Kari, Kik.
 Kat Family Recs., 5775 Peachtree Dunwoody Rd., Suite 170B, Atlanta, Ga. 30342. Tel: (404) 252-5800. Pres.: Joel A. Katz, VP Admin. Joel Cherry; VP & Gen. Mgr.: Michael L. Sullivan; VP Nat'l Promo.: Louis Lewaw; Pres. PR: Gilbert "Doc" Field. (Distributed by CBS)
 Katie the Great, see Kison Elyon.
 Kayvette, see TK
 Keene, see Sea Cruise
 Keepsake, see Sound Recs.
 Keeta, see Sea Cruise.
 Keith, see Gwen.
 Kela, see Dragon Int'l.
 Gene Kennedy Ent's./World Int'l Group Inc., 2125 Eighth Ave. S., Nashville, Tenn. 37204. Tel: (615) 383-6002. Pres.: Gene Kennedy; VP: Karen Jelum; Nat'l VP Promo.: Bobby Young.
Label: (Owned) Door Knob.
 Kent, see Cadet Recs.
 Ken-Tone, see HSE.
 Kenwood, see Nashboro.
 Kenyan Entertainment Corp., 20225 NE 15 Court, North Miami Beach, Fla 33179. Tel: (305) 651-0687. Sales Mgr.: Joe Stanzione.
Labels: (Owned) Circle Sounds, Top Ranking.
 Kerygma Recs., 5553 Oakville Center, St. Louis, Mo. 63129. Tel: (314) 846-1080. Owner & Sales Mgr.: Emmett P. Taylor III; A&R/Prod'r: Carl Goodin.
 Kether Elyon, see Kison Elyon.
 Keynote Recs., PO Box 4185, Youngstown, Ohio 44515. Tel: (216) 793-7295. Pres. & A&R Dir.: Richard M. Hahn.
 Kheba, see Trx.
 Kiamichi, see Richey.
 Kicking Mule Recs. Inc., PO Box 158, Alderpoint, Calif. 95411. Tel: (707) 926-5312. Head North American Opns.: E.D. Denson; Head European Opns.: Stefan Grossman; VP Admin. Opns.: Mary Alice Beebe.
Labels: (Owned) Kicking Mule, Sierra Wave, Sonet USA, Transatlantic USA; (distributed) Larrikim Folkways (Australia).
 Kid Cuz'n Rec. Co., PO Box 182, Midwood Sta., Brooklyn, N.Y. 11230. Tel: (212) 339-3536. Mgr.: Jim Pelton; Sales: Dick Alexander; Promo.: John Upton.
 Kiderian Rec. Prods., 4926 W. Gunnison, Chicago, Ill. 60630. Tel: (312) 545-0861. Pres.: Raymond Peck; VP: George Peck.
 Kiehbasa Polka, see Michele Audio.
 Kik, see Kari.
 Kilgore Recs. Inc., 706 W. Mechanic St., Leesville, La. 71446. Tel: (318) 239-2850. Pres. & Gen. Mgr.: John E. Kilgore.
Labels: (Owned) Golown, Kilgore.
 Killer, see Little Giant in N.Y.
 Kimberly Music, see Maynard Ferguson.
 Kumbo Recs. (div. of United Sound Arts Inc.), 10-16 N. Third Ave., Long

Branch, N.J. 07740 Tel: (201) 229-4949 Pres. Robert Kimble, VP G Carol Kimble; VP Mktg. Robert Burt. Prod. Mgr. Robert Wass; A&R Dir. James Kimble.
Labels: (Owned) KBH, Kimbo; (distributed) Shoreline
 King, see Gusto
 King of Kings Rec Co., 38603 Sage Tree St., Palmdale, Calif 93550 Tel: (805) 947-4657 Pres. & Gen. Mgr.: LeRoy Pritchett
Branches: Daytona Beach, Fla., 171 Pine Haven Zip 32014 Tel: (904) 252-4849 Exec VP/Promos Charles Vickers-Far Rockaway, N.Y., 423 Beach 47 St. Zip 11691 Tel: (212) 471-4319. Exec Mgr./VP Gladys Funches.
 Kingdom Recs & Tapes., 5061 Greencap Ave., Irvine, Calif 92714 Tel: (714) 551-5286 Pres. Ron E Burns
 King Solomon, see Starman
 Kingsway Music, see Star Song in Tex
 Don Kirshner Entertainment Corp., 1370 Ave. of the Americas, New York, N.Y. 10019 Tel: (212) 974-8870. Chm. Don Kirshner, Pres. Herb Moelis, Talent Development Dir. Felix Di Palma. (Distributed by CBS)
 Kison Elyon, PO Box 19215A, Los Angeles, Calif 90019. Tel: (213) 737-6196 Pres. Tommy Colbert; Creative Mgr.: Yeshayah Tishbash.
Labels: (Owned) Colbert, Kate the Great, Kether Elyon, Malache Elyon, Mit Abul-Kum.
 Kitty Hawk, see General Broadcasting.
 Klavier Rec. Co., 10520 Burbank Blvd., North Hollywood, Calif. 91601 Tel: (213) 980-8254.
Int'l reps: Canada (Almada), China (Hong Kong Recs.), France (Dave-Music), Germany (Phonogram), UK (EMI).
 Sid Kleiner Music Ent's., 3701 25 Ave SW, Naples, Fla. 33999. Tel: (813) 455-2696. Mng. Dir. Sid Kleiner; VP-Treas.: Trudy Kleiner, Sec'y: Sara Kleiner; Gen Mgr. Mark A. Kleiner.
Labels: (Owned) Country-King, Musi-Poe, Top-Star; (distributed) This is It
 Klesis, see Herald Ass'n.
 Klub, see Mark Five.
 Kneptune Int'l Recs. Inc., 10850 Riverside Dr., No. 302, North Hollywood, Calif. 91602. Tel: (213) 763-5000. Pres. Kenny Harris, VP & Gen. Mgr.: Dennis F. Rose
Int'l branch: Canada.
 Knight, Calif., see Cobra.
 Knight, Pa., see Crimson Dynasty.
 Knockout, see Audiofidelity.
 Knowr Artist, see Bolivia.
 Koala Rec Co., 108 Lavern Circle, Hendersonville, Tenn. 37075. Tel: (615) 824-8601.
 Koala Recs. Inc., 6253 Hollywood Blvd., Los Angeles, Calif. 90028 Tel: (213) 467-3203. Pres.: Irving Kessler, VP: Mary Kessler.
Labels: (Owned) Deep Roots, Koala, Lamb & Lion (selected titles), Lamb & Lion Country.
 Koko Recs., 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 541-6880.
 Kom-A-Day, see Flat Town
 Kool Kat Prod'n Inc., PO Box 176, Monsey, N.Y. 10952. Tel: (914) 425-6040.
Labels: (Owned) Emko, Kool Kat, RRC, Recordland
 Kory, see Countrywide.
 Kroytha, see Buttermilk.
 Kronos, see Peters Int'l.

Kubaney Publi'g Corp., 4728 NW 167 St., Miami Lakes, Fla 33014. Tel: (305) 620-0545/6. Telex. 519599. Pres.: Rosita A. Don; VP & Gen. Mgr.: Tony San Martin; Dir. Mateo San Martin; A&R Dir.: Jorge Cabrera; Promo Mgr.: Luis Richardo, Prod'n Mgr.: Emilio Enriquez; Ass't Dir.: Aracelis Segura.
Labels: (Owned) Discolor. Don, Kubaney, Mate.
Int'l reps: Colombia (FM), Dominican Republic (Distribudora Dominicana de Discos), Ecuador (Emporio Musical), France (Sonodisc), Mexico (Discos & Cintas Helix), Panama (Prodin), Peru (FTA), Spain (CBS), Venezuela (Discolora).
 Kuckuck, see Celestial Harmonies.
 Kudu, see Creed Taylor.

L

L A S Inc., 9701 Wishire Blvd., Suite 1000, Beverly Hills, Calif. 90212. Tel: (213) 550-8115. TWX 910-490-2125. Chief Exec. Officer. Gary W Ham-par, VP: Laune E. Hirsch.
Int'l reps: Argentina (Sicamericana), Canada (RCA), Colombia (Fuentes), France (Disc'AZ, Polydor, RCA), Italy (CGD), Venezuela (PolyGram).
 L A Rocks, 1119 Colorado Ave., Suite 107, Santa Monica, Calif. 90401. Tel: (213) 394-6638 Gen. Mgr.: Jorge P. Newbery.
 L A X, see CBS.
 L D E, see Lee Dunne.
 L I R S Classics, 72 Orange St., Brooklyn, N.Y. 11201. Tel: (212) 875-6193. Owner: Ernest W. Ucho.
 L M I, see Lee Magid.
 L P G, see Loupyrgan.
 L R J, see Little Riche Johnson.
 L S Recs., 120 Hickory St., Madison, Tenn. 37115. Tel: (615) 868-7172. Pres. Adv. Tape & Int'l Mgr.: Lee Stoller; Promo. Mgr.: Jack Andrews; Country Dir.: Harold Hodges.
 Label X Music Corp., 2999 California St., Suite 43, San Francisco, Calif. 94115. Tel: (415) 346-5309 Pres. Warren Willen; VP Opns.: John Steven Lasher.
Labels: (Owned) Label X, Preamble, Southern Cross; (distributed) Ava & Susan's, Entrance.
Int'l reps: Australia (Ava & Susan's, Carina), Belgium (Flemish Import), Canada (Trend), Finland (Fuga), France (Lido, Orphee), Germany (Helmut Marcuse, Lumelight), Italy (Florence Int'l), Japan (Sumiya), Netherlands (Durob Audio, Only Yesterday), New Zealand (Kiwi/Pacific), Switzerland (Disc-Import) UK (That's Entertainment, Unicorn).
 Laboratory Series, see Sonic Arts.
 Lad, see TH.
 Laff, see Ala Ent's.
 Lakco Rec. Co., 3235 W. Fullerton Ave., Chicago, Ill. 60647. Tel: (312) 772-9444. Owner: Leon A. Keler.
Labels: (Owned) Blackbird.
 Lake Country Music, PO Box 88, Decatur, Tex. 76234. Tel: (817) 627-2128. Pres.: Danny B. Wood; Partners: Larry Quinten Wooldridge, Mark House.
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Branch: San Francisco, Calif., 1218 Hollister St. Zip: 94124. Tel: (415) 467-5157.
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Little Giant Recs., 1014 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 244-4360. Pres.: Roy Sinkovitch; VP & Gen. Mgr.: Mich Lloyd; Promo. Dir.: Kenny Jones; Promo. Consultant: Bob Saportis.
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Living Music, see Gramavision.
Loadstone & Open Rec. Co., 163 Orzaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Pres. & Gen. Mgr. Walter C. Stone; Sales & Promos.: Charlie Hines, Sales & Promos. Ass't: John E. Harris; Sec'y-Treas.: B.M. Stone.
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Lost-Nite, see Greene Valley Lines.
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Lotus, N.J., see Stacy-Lee.
Louisville Orchestra First Edition Recs., 609 W. Main St., Louisville, Ky. 40202. Tel: (502) 587-8681. Gen. Mgr. Karen R. Dobbs; Mktg. & PR Dir. Randall J. Voit; Opns.: Greg Copenhaver; Accountant: Mona Lee Griffin. (Distributed by Composers Rec'g)
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Labels: (Owned) Jamestone, Linda Lee, MDS/Heritage, MDS/North-coast, Park J. Tunes, Toledo; (distributed) 92.5 WMHE
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Home office: Italy, Panarecord.
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M H S, see Musical Heritage Society.
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M L Recs Inc., PO Box 902, Provo, Utah 84603. Tel: (801) 225-4674. Pres. Richard D. Reel.
Labels: (Owned) ML Mainline, Record
M L U, see Up-Trend
M M G, see Moss.
M M O Music Group Inc., 423 W. 55 St., New York, N.Y. 10019. Tel: (212) 245-4861. Pres.: Irving Krakla; Nat'l Promo Dir. John Boulos; Nat'l Sales Mgr.: Gary Hall, Prof. Mgr.: Victor Horowitz.
Branch: North Hollywood, Calif., 13612 Saticoy St. Zip 91605. Tel: (213) 765-6600. Mgr. David Krakla.
Labels: (Owned) Aural Explorer, City Sounds, Classic Jazz, Gurtar World, Inner City, Music Minus One; (distributed) Joe Gibbs, Red Lightnin', Rough Trade, Surprise, Trojan, Vogue.
Int'l rep.: Canada (Almada).
M R C, see Major Rec'g Co
M S B, see Happy Beat.
M S K Prod'ns Inc., 8880 Hubbell Ave., Detroit, Mich. 48228. Tel: (313) 837-1633. Pres.: Chet Kadeski, Sec'y-Treas.: Jerry Snyder; A&R: Johnnie Griffin; Nat'l Promo: Tom Gelardi; Sales: Joe Ginter.
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Magda, see Marsal.
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Mahalo, see Surfside Hawaii.
Maiden, see Musico.
Maiden Music, 333 Park St., Upper Montclair, N.J. 07043. Tel: (201) 746-6573. Pres.: Mickey Moore; VP: Becki Moore.
Maiden Voyage Recs., 216 Chatsworth Dr., San Fernando, Calif. 91340. Tel: (213) 365-9371.
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Main Street Recs. & Tapes, 360 Lexington Ave., New York, N.Y. 10017. Tel: (212) 557-2090. Gen. Mgr.: Bert Bogash.
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Major Label Rec. Co., 6876 Alloway E., Worthington, Ohio 43085. Tel: (614) 846-2026. Pres.: Richard Deitch.
Major Rec'g Co., PO Box 2072, Waynesboro, Va. 22980. Tel: (703) 949-0106. Owners: John H. Major & Margie F. Major.
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Major (Sweden), see SWS Org.
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Malaco Recs., 3023 W. Northside Dr., Jackson, Miss. 39213. Tel: (601) 982-4522. Pres.: Tommy Couch; VP: Wolf Stephenson; Sales/Bus. Affairs Dir.: Stewart Madison, Nat'l Promo./Pub. Dir.: Dave Clark; A&R: James Griffin.
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Labels: Balkan, Greyko, Marjon.
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 Marlian Recs., PO Box 3751, Hollywood, Calif. 90028 Tel. (213) 267-8661
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 Marullo Prod'n Inc., 1121 Market St., Galveston, Tex. 77550 Tel. (713) 762-4590. Pres. A.W. Marullo Sr. VP: A.W. Marullo Jr., Pop & Country A&R Mark Allen, George Lee; Sales & Promo. Mgr. Russ Reeder
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 Mazer Recs., 135 NE 202 St., North Miami, Fla. 33179 Tel. (305) 653-0742 Co-Pres.: Kai Fagan, Lawrence Rapaport.
 McClain Family Band, CPD 1322, Berea, Ky. 40404. Tel. (606) 986-8111 Pres. Raymond McClain
 Label: (Owned) Country Life
 Mean Mountain Music, 926 W. Diklahoma Ave., Milwaukee, Wis. 53215. Tel. (414) 483-6500. Owner: M.J. Muskovitz.
 Mecca, see W.C. Staley
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 Mega, N.Y., see Rico
 Mega Recs., 6525 Sunset Blvd., Suite 301, Hollywood, Calif. 90028 Tel. (213) 464-4661
 Melodee Ent's. Inc., 158 Gatone Dr., Hendersonville, Tenn. 37075. Tel. (615) 824-3172. Gen. Mgr.: Dee Mullins; Nat'l Promo. Dir.: Melinda Mullinax
 Labels: (Owned) Melodee; (distributed) Chapparral, Orlando, True.
 Melodeon, see Biograph
 Melodia, see Polish Rec. Center
 Melway, see Music of Polynesia
 Memorial, see Cord
 Memphis & It's Music, see Giotite
 Memphis Mgmt. Corp., Box 17272, Memphis, Tenn. 38117 Tel. (901) 767-2220, 685-8533. Pres. & A&R: Ron Blackwood; Exec. VP: Debra Hamil; VP's: Max & Pookie Blackwood; Nat'l Promo. Dir. Robbie Blackwood.
 Branch: Neptune Beach, Fla., Box 136. Zip: 32233 Tel. (904) 264-6729.
 VP's: Yvonne & Paul Califano.
 Labels: (Owned) Blackwood, Choctaw, Memphis Mgmt.; (distributed) Miracle, Voice Box.
 Mena Ent's. Inc., 606 Hipodromo Ave., Santurce, P.R. 00909 Tel. (809) 723-1764/2300. Pres.: Ignacio Mena; Sales Mgr.: Daniel Mena; Promo. Mgr. Luis Mojca
 Labels: (Owned) Chemo; (licensed) Disneyland, Promus; (distributed) Discuba, Fuentes, Musart, Peerless.
 Mercantile Recs., PO Box 2271, Palm Springs, Calif. 92263 Tel. (714) 320-4848.
 Mercurio, see Velvet de Puerto Rico
 Mercury, see PolyGram Recs
 Mercury Golden Imports, see PolyGram Classics
 Merry, see AA Wonderland
 Merry Ell, see Argus
 Mersey, see Country Star
 Mesa, see Nationwide Sound
 Message, N.J., see Shanachie
 Message, Tenn., see Superior Sound
 Message Recs., 1142 E. 119, Los Angeles, Calif. 90059. Tel. (213) 564-1008
 Pres.: Lonnie Nicholas; VP: Philip Nicholas; A&R: Kent Washburn, Legal David Moch. Local Branch: 10622 Commerce Ave., Tujunga 91042 Tel. 353-8165
 Met Richmond Latin Rec. Sales, 1637 Utica Ave., Brooklyn, N.Y. 11234 Tel. (212) 253-4600. Cable SECCDDISC N.Y. Telex 668550. Pres. & Int'l. David Last, Sec'y Bea Last, Pub. Mgr.: S. Press; Promo. Mgr.: D. Erlichman; Tape Supervisor: B. Cohen
 Labels: (Owned) Bronjo, Datone, Parnaso, Secco, Tropical
 Metropolis, see DRG.
 Metropolitan, see Elektra/Asylum/Nonesuch
 Miami Recs. Dist'g Corp., 2819 NW Seventh Ave., Miami, Fla. 33127 Tel. (305) 635-7925. Cable, MIAREC. Pres. Caridad Moya. VP A.R. Sedeno. Sec'y-Treas.: Carlos Diaz-Granados.
 Michele Audio Corp., Andrews Street Rd., Massena, N.Y. 13662 Tel. (315) 769-2448. Pres.: Ginette Cormier.
 Int'l branch: Canada
 Labels: (Owned) Adirondeck, Deutsche Klassische, Kuelbasa Polka, Mich. ele, Produktion Deutschmark, Windmill; (distributed) Jessup
 Mickey Recs., 26 Mountain Ave., Dover, N.J. 07801. Tel. (201) 361-2084 Pres.: Michael F. Matushin Sr.
 Microfon, see Discos Latin
 Middle Class, see Jersey Coast
 Midnight Gold Rec. Co., PO Box 287, Berwick, La. 70342 Tel. (504) 384-0546, 385-1842. WATS: (800) 535-5990. Pres.: V. Guzzetta, Promo. Mgrs. Debbie Godfrey, Andrea Burke, Prod'r. Chet Guzzetta.
 Midway Prod'n, see Jezreel.

Mighty Wind, see Sonrise Mercantile
 Milestone, see Fantasy/Prestige/Milestone/Star
 Milk 'n' Honey, see Zondervan & Benson
 Mill City Recs., PO Box 3759, Minneapolis, Minn. 55403 Tel. (612) 452-2105. Rec'g. Head. Alan L. Heigl
 Millennium Recs., 1697 Broadway, Rm. 1209, New York, N.Y. 10001 Tel. (212) 759-3901 Pres. Jimmy Jenner; Exec. VP: Don Jenner, Mktg. & Artist Development Dir. Andrew Frances, Prod'n Co-ord. Melanie Fox. (Distributed by RCA)
 Miller Brody Prod'n, see Random House
 Miller & Kresel Sound Corp., 10391 Jefferson Blvd., Culver City, Calif. 90230 Tel. (213) 204-2854. Telex: 182429. Pres.: Ken Kresel; VP: Jonas Miller.
 Label: (Owned) RealTime
 Mimi, see Standy
 Mini Recs. Inc. (div. of Prospio Recs.), 745 Franklin Ave., Brooklyn, N.Y. 11238. Tel. (212) 857-2324.
 Minstrel, see Collegium
 Miracle, Tenn., see Memphis Mgmt
 Miracle, Conn., see Trod Nossel
 Mirage Recs. Inc., 48 Signal Rd., Stamford, Conn. 06902. Tel. (203) 325-1395 Cable MIRAMUSIC. Pres. Jerry Greenberg. (Distributed by Atlantic)
 Branches: Los Angeles, Calif., 9229 Sunset Blvd. Zip 90069 Tel. (213) 278-6350. Exec. VP Bob Greenberg—New York, N.Y., 75 Rockefeller Plaza. Zip 10019. Tel. (212) 484-8148. A&R Dir.: Jim Delehant
 Mirror Ball Recs., 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel. (714) 882-6796 Gen. Mgr. & A&R Dir.: Bill Bellman; Admin.: Myral Bellman
 Mirror Recs. Inc., House of Guitars Bldg. 2nd fl., 645 Titus Ave., Rochester, N.Y. 14617 Tel. (716) 544-3500 Pres. & Sec'y Bruce Schaubroek, VP & Treas.: Armand Schaubroek; Promo & Sales Brian Armon, Mgr. Kim Simmons
 Labels: (Owned) House of Guitars, Mirror.
 Int'l rep's: Australia (Neil Perryman), Canada (Record Peddler, Tracks on Wax), Denmark (CSA), France (Bob Francis, Record Shop), Germany (Platten Muehle), Italy (Piva Enrico), Sweden (Ha Kan Andersson, Ha Uan Lahger), Switzerland (Evasion), UK (Anglia, Rarities).
 Misty Blues, see Crimson Dynasty
 Mit Abul-Kum, see Krypton Elton
 Mnemosyne, see Titanic
 Mobile Fidelity Sound Lab, 21040 Nordhoff St., Chatsworth, Calif. 91311 Tel. (213) 709-8440. TWX (910) 494-1936. Pres. Herbert A. Belkin. Exec. VP: Gary Rosen; VP Int'l: Michael Dion; Mktg. Dir. Pete Senoff; Pub. Dir. Leslie Goren; Nat'l Sales Dir.: Mark Westler; Controller Kent Amos.
 Labels: (Owned) Geo-Disc, Drigina Master Rec'g, UHQ.
 Int'l rep's: Argentina (Aurora), Australia (Acoustic Monitor), Belgium (BEAM Int'l), Denmark (Audiophon Agency), France (Absolute Sound), Hong Kong (Zhure Sound), Japan (Fungatti Inds.), Luxembourg (Park), Netherlands (Duro Audio), New Zealand (Jim Riley), Singapore (Atlas Sound), South Africa (Friends), Sweden (Thore Wallenstrand), Taiwan (Sunshiny Trading), Thailand (Audio Lab), UK (Zerostat Components).
 Moby Dick Recs., 573 Castro St., San Francisco, Calif. 94114. Tel. (415) 861-0476. Bd. Members: Victor J. Sweoosh, Stan Morris; Bd. Chm.: William L. Motley; Pres.: William Smith; VP: Dick Bonauto; Promo Mgr.: Frank Teraman; Promo: Mike Bailey; Int'l Licensing Mgr.: Russell Cogway; Sales: Craig Black; Prod'n & Shipping: Keith Mitchell.
 Branch: Los Angeles, Calif., 640 N. Beachwood Dr., Suite 105. Zip: 90004. Tel. (213) 462-4200.
 Mod-Art Recs. (div. of Mod-Art Prod'g Co. Inc.), 10358 S. Forest Ave., Chicago, Ill. 60628. Tel. (312) 264-2463.
 Modern, Calif., see Cadet Recs.
 Modern Recs., 2 W. 45 St., New York, N.Y. 10036. Tel. (212) 840-6011. Co-Founders/Chief Operating Officers: Danny Goldberg, Paul E. Fishkin, Gen. Mgr.: Lunner S. VaSoll. (Distributed by Atlantic).
 Branch: Los Angeles, Calif., 1438 N. Gower, No. 9. Zip: 90028. Tel. (213) 465-5144
 Modern Sound Studio Prod'n, see Master-Trak.
 Modoc, see ASAI
 Moment Recs., 2132 32 Ave. N., St. Petersburg, Fla. 33713. Contact Ricco Starr Jr.
 Monica (Discos), see Peer-Southern
 Monique Music Library, see Peer Southern
 Monitor Rec's Inc., 156 Fifth Ave., New York, N.Y. 10010 Tel. (212) 989-2323 Cable: MONRECDIN. Pres. & A&R Michael Stillman; VP & Sales Mgr. Rose N. Rubin
 Int'l rep's: Australia (Carina), Austria (EMI), Belgium (Schott Freres) Canada (Almada), Germany (EMI Electrola), Netherlands (Pastor), Portugal (Mundusom), Switzerland (Music Consort).
 Monmouth/Evergreen, see Monmouth Recs
 Monmouth Recs., 1697 Broadway, Suite 1201, New York, N.Y. 10019. Tel. (212) 757-5105 Pres.: William H. Borden, Sales Mgr. Claire R. Divier
 Labels: (Owned) Monmouth/Evergreen.
 Monia, see Warren
 Montage Recs. Inc., 7250 Beverly Blvd., Los Angeles, Calif. 90036. Tel. (213) 933-7401 Telex 181154. Co-Pres. David Chackler, Marshall Blonstein; VP A&R: Stuart Love
 Montclair Recs., 13755 Bayliss Rd., West Los Angeles, Calif. 90049 Pres. Wallace Todd; A&R Dir. Miriam Todd
 Monterey Recs., PO Box 8497, Universal City, Calif. 91608. Tel. (213) 243-3456.
 Montuno Recs. Inc., 1470 Broadway, BMT Mezzanine, Times Square, New York, N.Y. 10036. Tel. (212) 840-0580. Pres. Jesse Moskowitz; VP A&R Rene Lopez
 Monument Rec. Corp., 21 Music Square E., Nashville, Tenn. 37203 Tel. (615) 244-6565. Cable MDNUWRDL
 Labels: (Owned) Monument, Sound Stage 7
 Int'l rep.: Worldwide (CBS Int'l)
 Moody, see General Broadcasting
 Moonlight Recs., PO Box 184, Chapel Hill, N.C. 27514. Tel. (919) 967-6666 Pres. David L. Robert. VP Anna S. Tuttle; Prod'r/A&R Don Dixon
 Labels: (Owned) Moonlight, (distributed) GHE, Windham Hill
 Moonridge, Calif., see Pacific Challenger
 Moon Shine Recs., 20 Music Square W., Nashville, Tenn. 37203. Tel. (615) 244-5900.
 Mopres Recs. Inc., 31203 Grando Dr., Rancho Palos Verdes, Calif. 90274 Tel. (213) 541-6710 Pres. Dean Chambers, VP A&R Gloria Love
 Morning, see Boot
 Morning Star, N.J., see Shanachie
 Morning Star, Tenn., see Eddie Crook
 Giorgio Moroder Ent's., 8221 Yucca Trail, Los Angeles, Calif. 90046. Tel. (213) 650-0030. Pres. Giorgio Moroder; Gen. Mgr.: Laurie Kanner
 Morhythm, see Outstanding.

The Moss Music Group Inc., 48 W. 38 St., New York, N.Y. 10018. Tel: (212) 944-9560. Cable: VOXPRODUCT TWX (710) 581-5948. Pres.: Ira Moss, Exec. VP: Marvin Sames, VP/Special Sales: S Gordon Strenger, VP Sales Thomas DiVita; A&R/Creative Servs.: Carol Marunas; A&R/Eng'g: Siso Gandara, Pub./Promo: Patricia Willard.

Branch: Paramount, Calif., 155-14 Garfield Ave. Zip 90723. Tel: (213) 633-1994. Reg'l Mgr./Sales & Mktg. Chip Heath

Int'l branches: Canada, United Kingdom

Labels: (Owned) Candide, MMG, MMG (Digital), THS (Turnabout Historical Series), TVC (Turnabout Chamber Series), Turnabout, Turn-On, Vox Box, Vox Cum Laude, Vox Singles; (distributed) Storyville

Motette Ursina (Germany), see Teleson-America

Mother Cleo Prod'n, PO Box 521, Sunset Blvd., Newberry, S.C. 29108. Tel: (803) 276-0639. Studio Mgr. Polly Davis, Prod'r/Dir. Hayne Davis, Int'l O.T. Hudson, Field Rep. Willard Brown

Labels: (Owned) Cleo, Cub, Mother Cleo

Mother Goose, see Cadel Recs.

Motown Rec. Corp., 6255 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 468-3500. Chm.: Berry Gordy; Pres.: Jay Lasker, VP Mktg. & Dist'n: Dick Sherman; VP Sales: Miller London Jr., VP Promo: A. Skip Miller; VP Creative: Raymona Singleton; VP Mfg. Fay Hale, Int'l Mgr.: Karen Spencer Sherlock; Press, Pub. & Artists Relations Exec. Dir.: Bob Jones, Artist Relations Dir. Eugene Shelton

Int'l branches: Canada, England

Labels: (Owned) Gordy, Motown, Natural Resources, Prodigal, Rare Earth, Soul, Tamla

Int'l reps.: Argentina (Microfon), Australia (Astor), Austria (Bellaphon), Belgium (Vogue), Bolivia (Discolanda Duero), Brazil (Top Tape), Canada (Quality), Central America (Dideca in Guatemala), Chile (Quatro), Colombia (Incolve), Denmark (Electra), Ecuador (IFESA), Finland (Disco-phon), France (Vogue), Germany (Bellaphon), Greece (Columbia-EMI, EMI), Hong Kong (EMI), India (Gramophone), Ireland (EMI), Israel (Eastronics), Italy (EMI), Japan (Victor), Malaysia (EMI), Mexico (RCA), Netherlands (VIP), New Zealand (EMI), Norway (Talent Music Org.), Peru (El Virrey), Philippines (Octoarts), Portugal (Imavox), Singapore (EMI), South Africa (RPM), Spain (Belter), Sweden (Electra), Switzerland (Bellaphon, CPASA), Thailand (Audiovision), Turkey (Melodi), UK (EMI), Venezuela (Palacio de la Musica), West Indies (GG in Jamaica)

Mount, see Outlet

Mountain Railroad Recs. Inc., PO Box 1681, Madison, Wis. 53701. Tel: (608) 256-6000. Pres.: Stephen Powers; Gen. Mgr.: Bob Postel

Int'l reps.: Canada (Trend), UK (Evolution)

Mountain Recs., 15510 NE 15 Court, North Miami Beach, Fla. 33162. Tel: (305) 944-9945. Pres. & Prod'r: Aaron L. Broomfield; VP: Wynell Broomfield; Sales Mgr.: Ted Williams; Sales: Ben Broomfield; A&R: Dianne Williams, Ron Broomfield; Promo.: Al Broomfield, Carolyn Rodriguez

Moularde, see Boot

Mudflap, see Star Jazz

Mudist (Sweden), see SWS

Mulligan (Ireland), see Green Linnet

Murbo, see Bourne

Musart, see Musical Recs.

Muscle Shoals Sounds Recs., see MSS

Muse Recs. (div. of Blanchris Inc.), 160 W. 71 St., New York, N.Y. 10023. Tel: (212) 873-2020. Pres.: Joe Fields

Labels: (Owned) Deluxe, Muse

Music Adventures Recs. Inc., 8033 Sunset Blvd., Suite 101, Hollywood, Calif. 90046. Tel: (213) 650-0060. Int'l Pres.: Jhon Baruth; USA Pres.: Daniel Baruth; USA VP: David Baruth; VP Nat'l A&R: Jan Baruth; VP Nat'l Promo: Denny Corder; VP Finance: Terry Stovering; VP Europe: Raymond Baruth Jr.; West A&R Mgr.: Shelley Hayes; East A&R Mgr.: Denny Conrad; Artist Development Mgr.: Bob McLaughlin

Branch: Cleveland, Ohio, 12501 Madison Ave. Zip: 44107. Tel: (216) 941-0911. Mgr.: Tom Halloran, Eastern Promo.: Marilyn Doerffler

Int'l branch: Italy

Labels: (Owned) Dho; (distributed) BBB

Musica Latina Int'l Inc., 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 397-6730. Pres.: Gerald Masucci; VP: Victor Gallo; Int'l: Jose Florez

Labels: Alegre, Barbaro, Coctique, Fania, Inca, Karen, Nuestra Toca, Vaya

Musical Heritage Society Inc., 14 Park Rd., Tinton Falls, N.J. 07724. Tel: (201) 544-8441

Label: (Owned) MHS

Musical Recs. Co., 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638. Pres.: Eliseo C. Valdes; Sales Mgr.: Carlos Gonzalez; Int'l Promo Mgr.: Alba Eagan

Branches: Los Angeles, Calif., 2958 W. Pico Blvd. Zip 90006. Tel: (213) 737-0937. Mgr.: Valentin Velasco; Promo.: Fernando Gonzalez-San Antonio, Tex., 135 Braniff Dr. Zip: 78216. Tel: (512) 349-1433. Mgr.: Ruben Espinosa; Promo.: Santos Villarreal

Labels: (Owned) Belter, Discuba, Musart

Musica America, see Hiding America

Muscanza Corp., 2878 Bayview Ave., Wantagh, N.Y. 11793. Tel: (516) 826-7355. Pres.: Al Rubin

MusiCards, see American Entertainment

Musica City, see Dawn

Music Ents. Inc., 5626 Brock, Houston, Tex. 77023. Tel: (713) 926-4431. Pres.: Huey P. Meaux; Treas.: Aaron Schechter; Sec'y: Mary E. Thornton; Studio Mgr.: Lonnie Wright

Labels: American Playboy, Crazy Cajun, Jet Stream, Pacemaker, Star Flite

Music Factory Inc., 567 NW 27 St., Miami, Fla. 33127. Tel: (305) 576-2600

Music Inn, 169 W. Fourth St., New York, N.Y. 10014. Tel: (212) 243-5715

Musica Is Medicine, see First American

Musica Mart, see La Louisiana

MusicaMasters, 14 Park Rd., Tinton Falls, N.J. 07724. Tel: (212) 964-0646

Pres.: Jeffrey Nissim; VP: Robert Nissim; Sec'y-Treas.: Albert Nissim

Musica Minus Dne, see MMO

Musica of Many Lands, see Request

Musica of Polynesia Inc., Ala Moana Bldg., Suite 919, 1441 Kapiolani Blvd., Honolulu, Hawaii 96814. Tel: (808) 946-1677

Labels: (Owned) Melway, Musica of Polynesia

Musico Inc., 5609 Indigo Rd., Richmond, Va. 23230. Tel: (804) 282-0761

Bd. Chm.: Wallace Riley; Pres., Dir. & Gen. Mgr.: James E. Bower; VP A&R: Marie Crawford

Branch: Nashville, Tenn., 1317 1/2 Ave. S. Zip: 37212. Tel: (615) 754-5064. VP A&R: Fred Riffe

Labels: (Owned) Colt, Whitehorse; (distributed) Maiden

MusicaTrend, see Trend Rec. Corp. in Calif.

MusicaStream, see Security

Musica Syndicators Inc., 2108 NW 115 St., Oklahoma City, Okla. 73120. Tel: (405) 751-8954. Pres.: Mickey Sherman; Sales Mgr.: Mort Berkowitz; A&R: Charles Burton

Labels: Homa, Okart, Seeds

MusicaPoe, see Sid Kleiner

MusicaQue, see Blue River

Musique Circle Recs., PO Box 7991, Long Beach, Calif. 90807. Owners: Mike & Judith Yaccaro, Jack Reiding

MusicaQue Contemporary, see Blue River

Musique Recs., 1141 Liberty Ave., Brooklyn, N.Y. 11208. Tel: (212) 827-5434. Owner: Benny Patti

Muskadine, see Advent

Mustard Seed Recs., 1525 McGavock, Nashville, Tenn. 37216. Tel: (615) 256-6885. Mktg. Dir.: Ron Coker

Mustevic Sound Recs. Inc., 193-18 120 Ave., St. Albans, N.Y. 11412. Tel: (212) 527-1586. Pres.: Brenda Reid; Dir.: Steve Reid; Sales/Promo Mgr.: Ayanna Kai; Mgr.: Phillip Paterson

Labels: (Owned) Mustevic Sound; (distributed) Ak Ba

Int'l reps.: Finland (Music Imports), France (Musica), Germany (Ring, Jazz Aktuel), Italy (IRD, La Bella Bella), Ivory Coast (Abidjan-Import), Japan (Record Shop O.M.), Netherlands (Agram), Spain (Jazz Quartica), UK (Jazz Servs.)

Muz, see Polish Rec. Center

Myrrh, see Word

Mythic Oak Recs., 1727 Elm St., Bethlehem, Pa. 18017. Tel: (215) 865-1083. Pres.: William J. Conventi; Talent Co-ord. Bill Byron; Promo Mgr.: S. Kurtz; Prod'r: Richard Donaldson; Special Prods. Co-ord: Heather Lynne

Labels: (Owned) Acorn, Mystic Oak

Mystic Recs. Inc./Clock Recs., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 462-0346. Pres.: Doug Moody, VP Promo./Sales: Tim Lane; Co-ord.: Nancy Faith

Labels: (Owned) Clock, Mystic, Mystic Sound, Solar

Mystic Sound, see Mystic Recs.

N A L R, see North American Liturgy

N A P Recs. Inc., 3941 Don Juan, Abilene, Tex. 79605. Tel: (915) 673-4843, 677-8601. Pres.: Charles D. Grissom

N B C Music Recs., PO Box 392, Brentwood, Tenn. 37027

N L D C (National Label Dist'g Co.), 1529 Walnut St., Philadelphia, Pa. 19102. Tel: (215) 568-0500. Pres., Promo. & Sales: Steve Schulman; Ass't to Pres.: Press & PR: Ellice Carter

N M I Prod'n Corp., 5500 Troost, Kansas City, Mo. 64110. Tel: (816) 361-8455. Pres.: Eugene Gold; VP: Gilbert Roland; Exec. Dir., Sales & Mktg.: Roy Boykins; A&R: Mike Green; Country A&R: Harold Stark; Promo. Dir.: C. King. Promo: Charles Smith. (Also see 3 G's Inds.)

Labels: (Owned) Cory, EBC, NMI

N S O, see Nationwide Sound

Nasco, see Nashboro

Nashboro Rec. Co., 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. (Also see AVI)

Labels: (Owned) Abet, Creed, Excello, Mankind, Nasco, Nashboro; (distributed) Kenwood

Nashville American, see General Broadcasting

Nashville Int'l Corp., 20 Music Square W., Nashville, Tenn. 37203. Tel: (615) 373-2575. Cable: NICORP. Pres.: Reggie M. Churchwell; Sec'y-Treas.: Peggy J. Churchwell; Controller: Doana Ancelet; Adv. & Pub.: James E. Gray

Labels: (Owned) Nashville Int'l, Phoenix

Nashville North Recs., 101 E. Irving Pike Rd., Bensenville, Ill. 60106. Tel: (312) 595-0170

National Label Dist'g Co., see NLDC

National Music Ents., PO Box 35855, Houston, Tex. 77035. Tel: (713) 499-5943. Mgr.: Dan Mechura Sr. Country A&R: Danny James

Labels: (Owned) Alistar, Star

National Recs., 3410 Ave. R, Lubbock, Tex. 79412. Tel: (806) 744-5590

Pres.: Bud Andrews

Labels: (Owned) Lemon, National

Nationwide Sound Dist's., PO Box 23262, Nashville, Tenn. 37202. Tel: (615) 385-2704. Pres.: Joe Gibson; VP: David Noel Gibson, Nat'l Promo. Dir. & Sales Mgr.: Betty Gibson

Labels: AMI, Charta, Grass, Mesa, NSD, Page Boy, Soundwaves

Natural Resources, see Motown

Nautilus Rec's, PO Box C, San Luis Obispo, Calif. 93406. Tel: (805) 541-5800. Pres.: Steve Krauss; VP: Bob Jonte; Sales Mgr.: Rich Baccigaluppi

Finance Dir.: Bill Marre

Labels: (Owned) Nautilus; (distributed) Coherent Sound, JVC, Romar

Neal, see Cat

Nelz, see Rico

Nelwin Recs. Inc., 254 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-9310. Pres.: Winston Negron

Nemperor, see CBS

Neon, see Guajiro

Neostal Music Co., 425 Bryn Mawr, Birmingham, Mich. 48009. Tel: (313) 647-1662, 538-4444. Pres.: Harvey Yates

Nessa Recs., 5404 N. Kimball Ave., Chicago, Ill. 60625. Tel: (312) 588-1204

Owner: Charles Nessa

Int'l rep.: Denmark (SteepleChase)

Network Recs., 9200 Sunset Blvd. No. 1101, Los Angeles, Calif. 90069. Tel: (213) 859-1220. Pres.: Al Coury; VP & Gen. Mgr.: Rich Fitzgerald, West Coast Dir., Promo. & Mktg.: Jason Minkler; East Coast Dir., Promo. & Mktg.: Tommy Teague

Never Ending Music, see Argus

Newbery Award, see Random House

New Birth, see Benson

New Born, see Prase

New Colony Recs. & Tapes, PO Box 12155, Nashville, Tenn. 37212. Tel: (615) 269-5296. Pres.: Chris Cawood

New Dawn, see Zondervan & Benson

New Day, see QCA

New Directions, see Dimitri

New England Rec. Co., Drawer 520, Stafford, Tex. 77477. Contact: Daniel Andrade

Int'l rep.: France (Crypto)

New Leaf Press Inc., PO Box 1045, Harrison, Ark. 72601. Tel: (501) 741-2514. Pres.: Clifford Dudley; VP: John Boneck

Label: PTL Club

Int'l rep.: Canada (Evangel)

New Life Recs. (div. of National Music Serv. Inc.), PO Box 5378, Spokane, Wash. 99205. Tel: (509) 328-4207; WATS (800) 541-1565. Pres.: Merrill P. Womach; Exec. VP: Dan Womach; Sales Co-ord. Dayle K. Maloney

Newworld Media, No. 1, Newworld Square, South Blue Hill, Me. 04615. Tel: (207) 374-5539. Owner & Pres.: Noel Paul Stooke; Studio Mgr.: Stu Davis; Eng.: John Stuart; Shipping & Mktg.: Stu Davis; Animation Dept.:

David Snyder

Int'l reps.: Australia (Rhema), UK (Word)

New Orleans Sound, see Great Southern

NewPas, see Benson

Newport, see Peninsula Artist

New Recs. Group, Box 5048, Beverly Hills, Calif. 90210. Tel: (213) 652-0345

New Sound, see Accent

New Trail, see Trail

New Wine Prod'n, PO Box 544, Lomita, Calif. 90717. Tel: (213) 454-1528

Owner & Pres.: G. Nelson Stringer

New World, Wis., see Dairyland

New World N.Y., see Recorded Anthology & Peters Int'l

Newzophone, see AcoustoGraphic

Nighthawk Recs., PO Box 15856, St. Louis, Mo. 63114. Tel: (314) 427-4080

Pres.: Robert Schoenfeld; A&R: Leroy Pierson

Int'l reps.: Canada (Trend), Germany (Taxim), Italy (IRD), Japan (G&G), UK (Swift)

Nightsoz, see Boston Int'l

Nightwatch, see Trail

Nine, see Westbound

92.5, WJME, see MDS

Nirvana Recs., 1145 Green St., Manville, N.J. 08835. Pres. & Gen. Mgr.: Marc Zydic; VP & A&R: Mary Ellen Clark

Nitrol Recs., PO Box 7723, Tulsa, Okla. 74105. Tel: (918) 747-4118. Pres.: Dick Loftin

Nitty Gritty (South Africa), see David Gresham

No Gap, see Zim

No Holds Barred, see Request

Nomad, see Vanguard

Nonesuch, see Elektra/Asylum/Nonesuch

Noodle Recs. Corp., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-0385. Cable: VERSATILE

Labels: (Represented) Disco Int'l, Greedy, Gull (UK), MCP, Playboy (all for Latin America); Springboard Int'l (for Argentina, Bolivia, Central America, Colombia, Dominican Republic, Mexico, Panama, Peru, Uruguay, Venezuela)

Norfolk Int'l, see Legrand Recs.

Norsk-Disk, see Lindberg

North American Liturgy Resources, 10802 N. 23 Ave., Phoenix, Ariz. 85029. Tel: (602) 864-1980

Labels: (Owned) Epoch, NALR

Int'l reps.: Australia (World of Life Centre), Canada (B. Broughton), UK (Anchor)

Northern Light, see Fire Sign

Nostalgia, see Sonic Arts

Nostalgia Lane Inc., 230 Fifth Ave., New York, N.Y. 10001. Tel: (212) 696-0760. Co-Owners: Lee Halpern, Nina Mattikow

Not So Famous David's, see Azra

Now, N.J., see Argus

Now, Calif., see Original Sound

Nucleus Recs., PO Box 111, Sea Bright, N.J. 07760. Pres.: Robert N. Bowden; Sec'y: Jean Schweitzer

Nuestra, see Musica Latina

No. 1, see Discos Latin

Numex Int'l, see Tom Bee

Nu-Sound Recs., 4701 Trousdale Dr., Nashville, Tenn. 37220. Tel: (615) 385-3726. Pres.: R. Hayes

Label: (Owned) KL

Nutmeg, see Audiofidelity

NuTop Rec. Inc., 2439 S. Dorsey, Tempe, Ariz. 85282. Tel: (602) 966-7764

NuTrayl Rec. Co., 10015 W. Eight Mile Rd., Franklinville, Wis. 53126. Tel: (414) 835-4622. Owner, Pres. & Gen. Mgr.: Tommy O'Day

Branch: Nashville, Tenn., 17 Music Square W. Zip: 37203. Tel: (615) 758-2995. Prod'r: Mike Borchetta

Nutshell, see Institute for Language Study

O B Prod'n, see Discolando

O L Recs. Inc., 10051 Greenleaf, Santa Fe Springs, Calif. 90670. Tel: (213) 946-1524

O R C, see Otao

O T L Prod'n, 74 Main St., Suite 5, Maynard, Mass. 01754. Tel: (617) 897-8459. Pres. & Chief Prod'r: David Butler, Sr. Arranger: John Manchester; Producers: John Manchester, A.W. Dick, Kirsten A. Beard, Ches Lannon, Ass't Prod'r: Lisa Brown

Oak Rec's, see Any Prod'n

Oakridge Music Rec'g Serv., 2001 Elton Rd., Fort Worth, Tex. 76117. Tel: (817) 838-7623

Labels: (Owned) Arrowhead, Crossfire, Oakridge

Dasso, Fla., see Request

Oat Willie Prod'n, 69 Engert Ave., Brooklyn, N.Y. 11222. Tel: (212) 782-7183. Pres. Debra Chusano; VP: Jim Carney

Oblique Recs., c/o Kenron Prod'n Inc., 10 E. 39 St., New York, N.Y. 10016. Tel: (212) 889-7950. Telex: 645784

O'Brien Recs., PO Box 111145, Nashville, Tenn. 37211. Tel: (615) 883-8206

Odeon, see Alhambra

Odyssey, see CBS

Official Recs., 156 Darkes Ln., Summertown, Tenn. 38483. Tel: (615) 964-3571. Cable: BOOKPUBCO

Int'l branch: Ireland

Int'l rep.: UK (Kona)

Ofir, see Penco

Ohio, Cleveland, Ohio, see Musica Adventures

Ohio Recs., PO Box 655, Hudson, Ohio 44236. Tel: (216) 653-8295. Pres.: Ethel P. Delaney; A&R: R.T. Delaney, Country Mgr.: Russ Delaney, Pub., Adv. & Promo: Sandy Lambert

Onk, see Bay Recs

Oiseau-Lyre, see PolyGram Classics

Orkut, see Musica Syndicators

Old Boston, see Rik Tynory

Old Dominion, see Peninsula Artist

Old Hat Recs., 3442 Nves, Fort Worth, Tex. 76111. Tel: (817) 834-3879

Pres. James Michael Taylor, Exec. Dir.: Charles P. Bowles, Sales Mgr.: Anna Golden, Promo. Dir.: Peggy Sioux, A&R: Rick Babb

Branch: Portland, Ore., 626 NE 109 Court, Zip 97220. Tel: (503) 254-5828. VP: James Lloyd Taylor

Labels: (Owned) Old Hat, T2 Topple

Old Homestead Recs. Inc., Box 100, Brighton, Mich. 48116. Tel: (313) 227-1997. Pres.: John Morris; VP: Norma Morris

Labels: (Owned) Broadway Intermission, Old Homestead, Rutabaga

Philips, see PolyGram Classics.
 Philips (Brazil), see Brasilia.
 Phil-L A. of Soul, see Jamie/Guyden.
 Philly Sound Works Entertainment Corp., 203 W. Sixth Ave., Cherry Hill, N.J. 08002. Tel: (609) 662-0096 VP Prod'n & A&R: Vincent Montana Jr.
 Philly World Recs., 2001 W. Moyamensing Ave., Philadelphia, Pa., 19145. Tel: (215) 271-8645.
 Phik Recs. Inc., The Barn, North Ferrisburg, Vt. 05473. Tel: (802) 425-2111
 Cable: PHILDDISC. TWX: (510) 299-0029. Pres.: Michael Cutes; VP A&R: William Schubart; Finance: Julia Brooks; Prod'n: Carol Ford; Promo.: Carolyn Brewer; Eng'g Servs. Dir.: Charles Eller.
 Labels: (Owned) Fretless, Philo; (distributed) Dartmouth.
 Int'l repts.: Australia (Another Rec. Dist'n, Larrikin), Belgium (Parsifal), Brazil (Bandierantes), Canada (Trend), Denmark (Alpha), France (Auv idis, DAM, SFPP), Germany (Plane, Taxim, Teldec), Italy (IRD), Japan (Pooch Yokochi), New Zealand (Kiwi), Norway (Helgeland's LP) Spain (Compania Fonografica, Espanola), Switzerland (MTB), UK (Making Waves, Projection).
 Phoenix, N.Y., see Audiofidelity.
 Phoenix, Tenn., see Nashville Int'l.
 Phonogram (Brazil), see Brasilia
 Phyeaux, see Gospel Media
 Piccadilly, see First American.
 Pick (Brazil), see Fermana.
 Pickin' Post Ent's., PO Box 51, Watertown Hwy., Lebanon, Tenn. 37087 Tel: (615) 449-1770, 444-3253. Owner & Pres.: Jewell W. Nave; VP: Joe W. Nave; Promo.: Zay Nave
 Labels: (Owned) Jewell Tone, Pickin' Post
 Pic-Vue, see Vantage
 Pilgrim, see Spiral.
 Pilgrim/America, see Benson
 Pilot, see Stark.
 Pinup, see Second Sun.
 Pioneer Rec. Co., PO Box 231, 1317 S. Peach, Tyler, Tex. 75710 Tel: (214) 927-2961. Mgr.: Curtis Kirk
 Pioneer, S.C., see Snavt.
 Pipe, see Trend Recs in Ga.
 Pitch, see Gusman.
 Planet Recs., 5505 Melrose Ave., Los Angeles, Calif. 90038. Tel: (213) 464-4757. Pres.: Richard Perry; Ass't to Pres.: Bradford Rosenberger, A&R Dir. Eddie Chorán. (Distributed by Elektra/Asylum)
 Plantation, see Shelby Singleton.
 Plastic Recs., 24548 Pierce, Southfield, Mich. 48075 Tel: (313) 559-7630
 Pres.: Bruce Laferl, Int'l Opts.: Tom Conner, A&R Dir. Dennis Forbes, Nat'l Pub. Dir. Pamela Bates; Mktg. Dir. Peggy De Marco
 Labels: (Owned) Chaos, Plastic.
 Int'l repts.: Canada (A&M), France (Underdog), Germany (Line).
 Plateau Recs. Inc., 200 W. 57 St., New York, N.Y. 10019 Tel: (212) 541-7640 Co-Pres.: Lou De Biase, Ed O'Loughlin
 Platinum Sound, see D-Town.
 Playette Corp., 301 E. Shore Rd., Great Neck, N.Y. 11023. Tel: (516) 487-3064 Pres.: Sidney A. Evans
 Labels: (Owned) GMS-Disc, Wilmac, (distributed) Ades (France), Cetra (Italy), DGG-Green Label (Germany), Pleade (France).
 Playground Recs., PO Box 133, Ojai, Calif. 93023 Pres.: Jim Pewter
 Int'l repts.: France (Pathe Marconi EMI), UK (Hot Rock).
 Play-Her, see Right Note
 Pleason Recs., 1727 Roanoke Ave., Sacramento, Calif. 95838. Tel: (916) 925-4886. Owner: Jerry Parker
 Pleide (France), see Playette.
 Plexus Trading Corp., 203 W. 25 St., New York, N.Y. 10001. Tel: (212) 243-0900. Telex: 236941 Pres.: William Medvedt, VP: Martin Kollart
 Labels: (Distributed) Infidelity, Lust/Unlust Music.
 Int'l branch: Netherlands.
 Plant, see Vantage.
 Plugza Recs., PO Box 3081, Bridge St. Sta., Paducah, Ky. 42001. Tel: (502) 443-4269 Owner/Mgr.: Promo. Mark Collier, Sec'y/Ass't, Dixie Brooks.
 Podium, see Paramount-West
 Poki, see Tropical Music.
 Polish, see SWS
 Polish Rec. Center of America, 3069 Milwaukee Ave., Chicago, Ill. 60618 Tel: (312) 539-9898
 Labels: (Owned) Melodia, (distributed) Muza
 Polka Tone, see Jay Jay.
 Polka Towne Music (div. of Polka Music Corp.), 211 Post Ave., Westbury, N.Y. 11590 Tel: (516) 334-6228.
 Poltergeist, see Crimson Dynasty
 Polydor, see PolyGram.
 Polydor (Brazil), see Brasilia
 PolyGram Classics Inc., 137 W. 55 St., New York, N.Y. 10019. Tel: (212) 399-7000. Telex: 661036. Pres.: Gianfranco Rebulla, Mktg. Dir. John Harper; Finance & Admin. Dir.: Lawrence Offsey; Deutsche Grammophon: VP: Alison Ames; Pub./Promo.: Grace Patti; Philips Recs.: VP: Nancy Zannini, Pub./Promo. Peter Kincaid, London Recs.: VP: Richard Rolleston; Pub.: Robert Rippis; Promo.: Janet Shapiro; PolyGram Special Imports: Inc. Mgr.: Steve Jacques.
 Labels: Archiv Produktion, Argo, DG (Deutsche Grammophon), ENJA, Festivo, London, Mercury Golden Imports, l'Oiseau Lyre, Philips, Privilege, Sequenza, Telefunken, Verve.
 PolyGram Corp., 3940 Overland Ave., Culver City, Calif. 90230. Tel: (213) 202-4400. Pres. & Chief Exec. Officer: Gordon Stulberg.
 Branch: New York, N.Y., 450 Park Ave. Zip: 10022. Tel: (212) 888-9800
 PolyGram Direct Mktg. Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7341 Pres.: Abe Wiesel.
 PolyGram (Portugal), see Brasilia.
 PolyGram Recs. Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7100. Pres. & Chief Exec. Officer: Guenter Hensler, Sr. VP Mktg. & Sales: Jack Kernan; Sr. VP Black Music Div.: Bill Hayward; VP A&R: Chip Taylor; VP Promo.: Bob Edson; VP Admin., Sales & Mktg.: Sterling Dever.
 Branches: Los Angeles, Calif., 1930 Century Park W. Zip: 90067. Tel: (213) 277-1412 - Nashville, Tenn., 10 Music Circle S. Zip: 37203. Tel: (615) 244-3776. VP/Country A&R: Jerry Kennedy.
 Distribution branches: See listings in Record & Tape Wholesalers section
 Labels: (Owned) Casablanca, MGM, Mercury, Polydor, Verve; (distributed) Chocolate City, De-Lite, EG, MWP, RSO, Riva, Spring.
 Int'l repts.: Argentina (Phonogram), Australia (PolyGram), Austria (Phonogram, Polydor), Belgium (PolyGram), Bolivia (Discolandia Duen), Brazil (PolyGram), Canada (PolyGram), Colombia (Philips), Denmark (PolyGram), Ecuador (Fedisos), Finland (Finnley), France (Phonogram, Polydor), Germany (Deutsche Grammophon, Phonogram, Polydor), Ghana (PolyGram), Greece (PolyGram), Guatemala (Dideca), Hong Kong (PolyGram), Ireland (PolyGram), Israel (Telratone), Italy (PolyGram), Japan

(Nippon Phonogram, Polydor), Kenya (Phonogram), Mexico (PolyGram), Netherlands (Import Music Serv., Phonogram, Polydor), New Zealand (PolyGram), Nigeria (PolyGram), Norway (PolyGram), Panama (Sonomundi), Peru (El Virrey), Philippines (Dyna), Portugal (Phonogram, PolyGram), Singapore (PolyGram), South Africa (Trutone), Spain (Fonogram, Polydor), Sweden (Polydor, PolyGram), Switzerland (Polygram), UK (Phonogram, Polydor), Uruguay (Discografica), Venezuela (Polydor).
 PolyGram Special Imports, see PolyGram Classics.
 Ponderosa, see Page.
 Poptop, see Clay Pigeon.
 Portland, see Ripcord.
 Portrait, see CBS.
 Pose, see Cord.
 Posedon, see Crystal.
 Posh Boy Recs. & Tapes, PO Box 38861, Los Angeles, Calif. 90038. Tel: (213) 466-7755. Telex: 5720103 Pres. & A&R: Robbie Fields; Mktg./Promo: Kenny Ryback.
 Labels: (Owned) Posh Boy; (distributed) Abstract, Glass (both UK).
 Int'l repts.: Finland (Polarvox), France (Underdog), Germany (Pool), Netherlands (Bertus), Spain (Auvu), Sweden (Planet), UK (Cherry Red), Yugoslavia (RTVL).
 Posse Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Bill Spitsky; VP: Jules Rifkind; Sec'y-Treas.: Roy Rifkind. (Also see Spring)
 Potnick Prod'n Int'l, 2067 Broadway, No. 27, New York, N.Y. 10023. Tel: (212) 799-9190 Cable: POTNICKINT Pres. & Exec. Prod'r: Carl Potnick.
 Labels: (Owned) Celeen.
 Power Pak, see Gusto.
 Prairie Dust Recs., PO Box 40364, Nashville, Tenn. 37204. Tel: (615) 297-8076. Pres. A&R & Prod'r: Larry Morton; Promo. Mgr.: Ann J. Morton.
 Prairie Wind Recs., 104 N. Third, Norfolk, Neb. 68701. Tel: (402) 371-7658.
 Prase Inds. Corp., 1308 Meador St., Unit C5, Bellingham, Wash. 98225. Tel: (206) 671-9562.
 Home office: Canada.
 Labels: (Owned) Country Oak, Horizon, Little People, New Born, Prase, Tunemith.
 Preamble, see Label X.
 Precision, see CBS.
 Prelude Recs. Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 974-0360.
 Premier Artist, see Frank Evans.
 Premier (Brazil), see Fermana.
 Premier, see Calvary.
 Prescription Co., 70 Murray Ave., Port Washington, N.Y. 11050. Tel: (516) 767-1929 Owner & Pres.: David F. Gasman; Ass't: Kirk Nordstrom; Tour Co-ord.: Bill Fearn.
 Press, see Compendium
 Prestige, see Fantasy/Prestige/Milestone/Star.
 Prime Cuts Recs., 439 Tute Hill, Lyndonville, Vt. 05851. Tel: (802) 626-3317. Pres.: Bruce James; VP A&R: Wayne Malhoit.
 Prime Time Recs., 118 Main St., Rocky Mount, Va. 24151. Tel: (703) 483-1538. Pres. & Gen. Mgr.: W. Rod Shively; Sales Mgr.: Judy Shively.
 Primer Recs., PO Box 1750, Hollywood Calif. 90028. Tel: (213) 366-3412.
 Pres.: Jack Henderson; A&R: Melaine Clark; Promo.: Ray Ruff
 Branch: San Antonio, Tex., 4414 Centerview, Suite 135, Zip: 78228. Tel: (512) 734-7764.
 Priority Recs., 3310 West End Ave., Nashville, Tenn. 37203. Tel: (615) 383-6000. VP & Gen. Mgr.: Buddy Huey; Nat'l Sales Dir.: Steve Bock; Mktg. Dir. Jay Griffin; Admin. & Planning Mgr.: Judy Wallace; Music Pub'g Mgr.: Dennis Worley; Prod. Mgr.: Debra Shanklin; Radio Promo. Co-ord.: Bernie Sheahan, Pub. Co-ord.: Allen Brown
 Prism Recs. Inc., 636 11 Ave., New York, N.Y. 10036. Tel: (212) 247-5900.
 Pres.: Len Fichtelberg; Exec. VP: Dee Joseph; VP: Earl Sellers.
 Privilege, see PolyGram Classics.
 Pro-Arte, see Spanish Music Center.
 Process, see Country Star.
 Prodgal, see Motown.
 Produktion Deutschland, see Michele.
 Profile Recs. Inc., 250 W. 57 St., New York, N.Y. 10107. Tel: (212) 582-3555. Cable: PROFILE. Pres.: Cory Robbins; VP: Steven Plattnick.
 Progressive Recs. Inc., PO Box 500, 601 Virginia Ave., Tifton, Ga. 31794. Tel: (912) 382-8192. Pres.: Gus P. Statras; VP: James E. Newton.
 Int'l repts.: Australia (Another Rec. Dist'n), Canada (Trend) France (Diffusion Artistique), Germany (International Music Servs.), Italy (IRD), Japan (Sunkyo), Sweden (Ad Lib), Switzerland (Metronome), UK (Jazz Horizons).
 Project 3 Recs., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 247-4422.
 Pres.: Herbert A. Linsky. (Distributed by Arista)
 Labels: (Owned) Project 3; (distributed) Insight.
 Pronto, see Caytronics.
 Prophecy, see Glolite.
 Protone Recs., 970 Bel Air Rd., Los Angeles, Calif. 90024. Tel: (213) 472-5344.
 Labels: (Owned) Protone, (distributed) Laurel-Protone.
 Proud Earth Recs., PO Box 162, Provo, Utah 84603. Tel: (801) 374-5276
 Pres.: Stan Bronson; VP: Steve Bronson; Sales Mgr.: Milt Fletcher
 Labels: (Owned) Proud Earth, Salt City.
 Public Secrets, see Epiphany
 Puddle, see Ze.
 Pumehana, see Tropical Music.
 Pumpko Inds. Ltd., 7720 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 851-9275 Pres.: Frank Zappa. (Distributed by CBS)
 Labels: (Owned) Barking Pumpkin.
 Pure & Easy, see Varulven
 Pure Gold, N.Y., see RCA.
 Pyramid Recs., 26177 Kinyon Dr., Taylor, Mich. 48180 Tel: (313) 292-5281.
 Pres.: Peggy LaSorda.
 Pyramid Recs., 211 W. 56 St., Suite 22A, New York, N.Y. 10019.
 Pyramid Rec., PO Box 140316, Nashville, Tenn. 37214-0316. Tel: (615) 889-6675. Contact: Jimmy Kish
 Pyramid, N.Y., see Roulette.
 Pyramid, N.J., see Rob-Lee.

Q

Q C A Recs. Inc., 2832 Spring Grove Ave., Cincinnati, Ohio 45225. Tel: (513) 681-8400.
 Labels: (Owned) Blue Mark, New Day, QCA, Red Mark, Rejoice, Wildwood
 Quadraphonic Talent Inc., PO Box 630175, Miami, Fla. 33163. Tel: (305)

472-7757. Pres.: Jack P. Bluestein; VP: Ethel Kanter; Sec'y: Dorothy Leonard.
 Labels: (Owned) Twister.
 Int'l repts.: Brazil (Parate).
 Qualiton, see Hungari.
 Quark, see Bomp.
 Quarter Moon, see Entertainment Ventures.
 Quicksilver Recs., 9000 Sunset Blvd., Suite 1015, Los Angeles, Calif. 90069. Tel: (213) 278-0523. Pres.: Howard Silvers.
 Labels: (Owned) Quicksilver; (licensed) Bulldog (UK).
 Quickway, see Revonah.
 Quanto Recs., 4423 Ledge Ave., Toluca Lake, Calif. 91602. Tel: (213) 985-8284. Owner: Quil Benedetti.
 Labels: (Owned) Quil; (distributed) Crissy.
 Quest Recs., 7250 Beverly Blvd., Suite 207, Los Angeles, Calif. 90036. Tel: (213) 934-4711. (Distributed by Warner Bros.)

R

R A S Recs., PO Box 40804, Washington, D.C. 20016. Tel: (301) 656-1814.
 Chm.: Doctor Read; Pres.: Gary Himelfarb; VP: David Pansegrow.
 Labels: (Owned) Real Authentic Sounds.
 R B F, see Folkways.
 R C A (Brazil), see Brasilia.
 R C A /Amex (Mexico), see Caytronics.
 R C A (Canada), see Caytronics.
 R C A Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 930-4000. Pres.: Robert D. Summer; Div. VP RCA Recs. (USA & Canada): Jack R. Craig; Div. VP Int'l: Ekke Schnabel; Div. VP Finance & Staff Opts.: Jose Menendez; Div. VP RCA Direct Mktg.: Robert Gordon; VP Recs. (Latin America & Spain): Adolfo Pino; VP Recs. Finance & Opts. RCA Recs. (Europe): Alan Cornish; Div. VP Finance: David Campbell; Div. VP Bus Affairs: Paul Altman; Div. VP Strategic Planning: Thomas McIntyre; Div. VP Dps. Servs.: John Mangini; Div. VP Contemporary Music: Joe Mansfield; Div. VP Black Music: Ray Harris; Div. VP Red Seal: Thomas J. Shepard; Div. VP Int'l Relations: Dan Sasso; Div. VP Nat'l Field Sales: Larry Gallagher; Div. VP Promo.: John Bentancourt; Div. VP Artist Relations: Don Burkholder; Div. VP Mktg.: Jack Chudnoff; Div. VP Public Affairs: Herb Helmman; Div. VP Nashville Opts.: Jerry Bradley; Div. VP Mktg. Nashville Opts.: Joe Galante; Staff VP & Sr. Counsel: Jonathan Walton.
 Branches: Hollywood, Calif., 6363 Sunset Blvd. Zip: 90028. Tel: (213) 468-4000. Div. VP Contemporary Music A&R-West Coast: Barry Oslander - Nashville, Tenn., 30 Music Square W. Zip: 37203. Tel: (615) 244-9880. Div. VP Nashville Opts.: Jerry Bradley; Div. VP Mktg. Nashville Opts.: Joe Galante.
 Distribution branches - See Record & Tape Wholesalers section for RCA & A&M & Assoc'd Labels
 Int'l affiliates: Argentina, Australia, Belgium, Brazil, Canada, England, France, Germany, Italy, Japan, Mexico, Netherlands, New Zealand, Spain.
 Labels: (Owned) Best Buy Series - budget, Bluebird, Ensign, Gold Seal, Pure Gold, RCA Victor, Red Seal, Victoria; (associated) A&M group, Chess, Sound, Grunt, Millennium, Pablo, Pablo Live, Pablo Today, Salsoul group.
 Int'l repts.: Austria (Musica), Bolivia (Inbofon), Chile (Sochem), Colombia (Sonolu), Czechoslovakia (Opus), Denmark (Grammofon), Dominican Republic (Distribuidores Musicales del Caribe), Ecuador (Fadisa), El Salvador (Dicesa), Finland (Discophon), Greece (Minos Matsas), Hong Kong (Cosdel), India (Music of India), Israel (Eastronics), Kenya (AIT), Korea (Jigu), New Guinea (Walter Bay), Norway (Disco), Panama (Padisco), Peru (FTA), Philippines (Victor), Portugal (PolyGram), Singapore (Cosdel), South Africa (Teal), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Central Trading), Uruguay (APSA), Venezuela (Cordica), Yugoslavia (Jugoton).
 R C A Victor, see RCA Recs.
 R C I Recs., PO Box 126, Elmsford, N.Y. 10523. Tel: (914) 592-7983. VP: Ray Roberts.
 Labels: (Owned) RCI, Thomas.
 R C S, see Record Company of the South
 R D S Prod'n, PO Box 3028, Fairview Heights, Ill. 62208. Tel: (618) 397-3701. Pres.: Robert D. Schirmer.
 R F A Recs. (Radio Free America), 8508 Rio Grande Blvd. NW, Albuquerque, N.M. 87114. Tel: (505) 897-0770. Pres.: Kenneth Pushkin, Exec. VP Richard Gulyas; Booking, Dist'n & A&R: Curtis W. Hutchinson; Gen. Prof. Mgr.: Tom Bee. Office Co-ord.: Elaine Gold Garcia.
 R F C Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 246-4352
 Labels: RFC/Atlantic (dist. by Atlantic), RFC/Quality.
 Int'l repts.: Canada (Quality).
 R G E (Brazil), see Fermana.
 R G E/Fermana, see Brasilia.
 R I C, see House of Falcon.
 R I M, see Starbone.
 R M A, see Rack Merchandisers of America
 R M S Trnd Prod'n, 6267 Potomac Circle, West Bloomfield, Mich. 48033. Tel: (313) 661-5167 Owner: Bob Szajer. Prod'r: Laura Holday. A&R Harvey Yates; Assoc. Prod'r: John Snyder; Promo: Ron Snyder
 Labels: (Owned) RMS, Trnd.
 R P L, see Rambler
 R & R Recs. Inc./Ren Rome, 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 757-3638. Pres.: Rena L. Feeney, VP: William A. Feeney, Treas.: William F. Feeney; Sec'y: Maureen Feeney
 Labels: (Owned) Can Scor, Factory Beat, Ren Rome.
 R R C, see Kool Kat.
 R R P, see Rite Rec.
 R S O Recs., 8335 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 650-1234. Telex: 69-8130. Pres.: Al Coury, Comptroller: Peter Fassler; Nat'l Pub. Dir.: Ronnie Luggin, Admin. Ass't: Larnee Ward, Prod'n: Ellen Netlich. (Distributed by PolyGram)
 Branch: New York, N.Y., 1775 Broadway Zip 10019. Tel: (212) 975-0700. Telex: 125779. Sr. VP & Gen. Mgr.: Bob Edson
 Int'l branch: England
 Labels: (Owned) RSO; (distributed) Dreamland
 r t i, see Recorded Treasures
 R T P Int'l, see Rik TMary
 Rack Merchandisers of America (RMA), PO Box 8744, Durham, N.C. 27707. Tel: (919) 493-4511
 Radiant, see American Tape
 Radio, see Atlantic.
 The Radiola Co., Box C, Sandy Hook, Conn. 06842. Tel: (203) 426-2574.
 WATS (from outside Conn.) (800) 243-0987 Pres.: J. David Goldin, Gen. Mgr. Craig Gallichotte; Sales Mgr.: Larry Seckell
 Radio & Television Commission of the Southern Baptist Convention, 6350 W. Freeway, Fort Worth, Tex. 76150. Tel: (817) 737-4011. Cable: BAPTCOM.
 Rae-Cox Recs. Inc./Enrica Recs. Inc., 1697 Broadway, Suite 1105, New York,

N.Y. 10019. Tel: (212) 586-9406. Pres.: Theodore McRae, VP Fredia Stanton; A&R William Gray; Pub. Dir.: Tina Whitehead.
Labels: (Owned) Enrica, Rae-Cox
 Ragamuffin, see R. Dean Taylor
 Ragdoll Ent's., 205A Television Circle, Savannah, Ga. 31406. Tel: (912) 927-1761. Pres.: David M. Evans; VP: Janice L. Evans.
Labels: (Owned) Ragdoll, Rocmar.
 Ragin' Rockability, see Rollin' Rock.
 Ragtime, see Grassroots.
 Ragun Recs., 400 Essex St., Salem, Mass. 01970. Tel: (617) 744-7678. Gen. Mgr.: Don Rose; Exec. Prod.: Andy Egenderoff. (Distributed by Eat Recs.).
 Railroad Center, see Chi-Town
 Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica, Calif. 90404. Tel: (213) 829-3476. Pres.: Jack G. Brown; Prod'n Supervisor: Steve Sheldon; Prod'n Co-ords.: Sita Mitchell, Jane Daley.
 Rainbow Room, 30 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 757-9090.
Label: (Owned) Above All
 Rainbow Sound Inc., 2737 Irving Blvd., Dallas, Tex. 75207. Tel: (214) 631-4277. Pres.: Bob Cline; VP, Mktg. & Promo.: Don Jackson; VP Rec. Press mg.: Phil Kalan.
 Rainfire Recs., 15217 Otsego St., Sherman Oaks, Calif. 91403. Tel: (213) 784-0388. Pres.: Lou Penta.
 Ra-Jo Int'l, PO Box 214, Co-op City Sta., Bronx, N.Y. 10475. Tel: (212) 379-2593. Pres.: Ace Adams; A&R: Joe Adams; Promo. Dir.: Rachel Adams; Sales Mgr.: Norman Davis.
 Rally, see Ralph's Radio.
 Ralph Recs. (div. of The Cryptic Corp.), 444 Grove St., San Francisco, Calif. 94102. Tel: (415) 431-7480. Chm.: John E. Kennedy; Mng. Dir.: Jay Clem; VP/A&R: Hardy Fox, VP/Creative Servs.: Homer Flynn; Sales Dir.: Tom Timony; Adv. & Art Dir.: Helen Purdum, Film/Video Dir.: Graeme Whiffler
Int'l reps.: Australia (Missing Link), Austria (Ixtuloh), Germany (Kildus, IMS), Japan (Sound Trading), Sweden (SAM), UK (Do It, Recommended, Rough Trade, Stage One).
 Ralph's Radio Music, Demorest, Ga. 30535. Tel: (404) 778-9117.
Labels: (Owned) Gospel Time, Rally, Zipcode
 Rambler Prod'n Inc., 8119 WCR 48 1/2, Johnstown, Colo. 80534. Tel: (303) 587-2933.
Label: (Owned) RPI
 Rambler Prod'n Ltd., 430 S. Glenstone, Suite C, Springfield, Mo. 65802. Tel: (417) 864-4404.
 Ramez Recs. Inc., 202 S. Milby St., Houston, Tex. 77003. Tel: (713) 223-3591. Pres.: Emilio V. Garza.
 Rampart Recs. (div. of Gordo Ent's.), 255 N. New Hampshire, Los Angeles, Calif. 90004. Tel: (213) 384-9586. Owner & Nat'l Sales Mgr.: Edward L. Davis.
Int'l reps.: Mexico (Cronos), UK (Creole).
 Ram Recs., 4307 Saundersville Rd., Old Hickory, Tenn. 37138. Tel: (615) 847-3895. Pres.: Mira Ann Smith; VP: Margaret Lewis.
Int'l reps.: Canada (Mark-Lin).
 Randall Recs., 29 Elaine Rd., Milford, Conn. 06460. Tel: (203) 878-7383. Pres.: Gerald Randall; VP: Howard Randall; A&R: Bill Blossom.
Branches: Middletown, N.Y., 15 Randall Heights, Zip: 10940. Tel: (914) 343-6918. A&R: Samuel Randall—Syracuse, N.Y., 1900 W. Genesee St. Zip 13204. Tel: (315) 468-0161.
 Random Ent's., 825 Madison Ave. & 134 E. 70 St. New York, N.Y. 10021. Tel: (212) 734-4000.
Labels: (Owned) Love, Random, Rave, Sylvania, Zenith; (distributed) Century 21, Solid Brass.
 Random House School Div., 201 E. 50 St., New York, N.Y. 10022. Tel: (212) 751-2600.
Labels: Miller-Brody Prod'n, Newbery Award, Random House.
 Ranger, see Forrest Green.
 Ranwood Recs. Inc., 1299 Ocean Ave., Suite 800, Santa Monica, Calif. 90401. Tel: (213) 393-1767.
 Rapsodia, see Penco.
 Rare Earth, see Motown.
 Rarestone (Italy), see Zim
 Bari Rate Prod'n Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Owner & Pres.: Bill Rase; VP: Lori Rase; Sec'y: Shirley Rase.
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Label: (Owned) Orient
Int'l reps.: Greece (EMI)
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 Rattler, see Sarg.
 Rave, see Random.
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Labels: (Owned) Jenny, XL
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 Real, see Sire.
 Real Authentic Sounds, see RAS
 Reality Recs./Prod'n, PO Box 824, Elizabeth, N.J. 07207. Tel: (201) 353-3485. Pres. & Prod'r: Hank Strasser; Admin. & Graphics: Aida Maria Batista.
 Real Music Recs., 1422 Chestnut St., Suite 712, Philadelphia, Pa. 19102. Tel: (215) 569-1007. Contact: Virgil Ginyard.
 Real Recs. Inc., 434 Ave U, Bogalusa, La. 70427. Tel: (504) 732-2942. Pres. & Dir.: A&R James R. Bateman Jr.; Sec'y: R. Ray Orrill Jr.
Branch: Larkspur, Calif., 700 Larkspur Landing Circle, Suite 126. Zip 94939. Tel: (415) 461-2942. VP & Treas.: Robert A. Braghetta.
Int'l reps.: Canada (Stony Plain), Germany (Pool/Teledc).
 RealTime, see Miller & Kresel.
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Rebecca, see Glenn.
 Rebel Recs. of Va., PO Box 191, Floyd, Va. 24091. Tel: (703) 745-2001.
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 Rebus, see Dolphin/Rebus
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 Reco-Flex, see Vantage.
 Recommended Viewing, see Jersey Coast
 Record, see ML
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Labels: (Owned) rti, Wette Legacy of Piano Treasures
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 Recordland, see Kool Kat.
 Record & Music People Inc., 635 Elm St., Birmingham, Mich. 48011. Tel: (313) 642-9700. Pres.: Jim Elsmann; Exec. VP: Andre Williams.
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 Record Room, see Argus.
 Recordtime, see Institute for Language Study.
 Red (Italy), see Rounder
 Red Clay, see Sonyatone.
 Red Dot, see Marullo.
 Red Lightin', see MMD.
 Red Mark, see QCA.
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 Red Seal, see RCA
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 Refuge, see Benson.
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 Rejoice, see QCA
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 Remington, see American Tape.
 Renaissance, Calif., see Everest.

Renco, see Dee Bee
 Rendezvous, see Record Rendezvous.
 Renegade, see Chuck Chellman
 Renore, see Peninsula Records.
 Ren Rose, see R&R
 Reno Tabit, see Criterion
 Repertoire, see Sonic Arts.
 Reprise, see Warner Bros.
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 Reunion, see Word
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 Revolver, see Dance-A-Thon.
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Branch: Los Angeles, Calif., PO Box 66455, 12222 Venice Blvd. Zip: 90066. Tel: (213) 391-4088. Contact: Wayne Volat
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Labels: (Owned) Rhino, (distributed) Autumn, Del Fi, Vault
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Labels: (Owned) Rhythms Prod'n's, Tom Thumb.
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 Rico Recs. Dist'r. Inc., 889 10 Ave., New York, N.Y. 10019. Tel: (212) 247-6330
Labels: (Owned) Combo, Neliz, Rico, Solo. (distributed) EGC, Mega
 Ridge Runner, see Richey
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Labels: Rooster Blues, Rooster Reggae, (distributed) Ice Cube
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- S & M Recs., 1806 N. Normandie, Los Angeles, Calif. 90027. Tel: (213) 669-1404. Pres. John Condon
- S O L Int'l Recs./River Recs., PO Box 622, Orangevale, Calif. 95662. Tel (916) 726-4816. Pres.: John Roberts; VP: James Chalmers; Mgmt. Opls. Larry Crowley; A&R & Promo. Dan Russo; Sales Mgr.: David Chalmers.
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- S P & S, see First American.
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- Salsoul Rec. Corp., 401 Fifth Ave., New York, N.Y. 10016. Tel (212) 889-7340 TWX (710) 581-6058. Telex: 236464 Chm. Joe Cayre, P.res./A&R: Ken Cayre; Exec. VP Stan Cayre, Int'l Mgr./A&R Glenn La Russo; Nat'l Promo Dir. Connie Johnson, Nat'l Dance Promo Dir. Billy Smith. (Distributed by RCA)
Labels: Bethlehem, Dream, Good Mind, Salsoul.
Int'l reps.: Argentina (RCA), Australia (RCA), Austria (Musica Schallplatten), Benelus (Rams Horn), Brazil (RCA), Canada (RCA), Columbia (FM), Denmark (SOS), Dominican Republic (Dominica de Discos), Ecuador (IFESA), Finland (SOS), France (Milan), Germany (RCA), Greece (CBS), India (EMI), Israel (CBS), Italy (Pana), Jamaica (Sonic Sound), Japan (RCA/RVC), Mexico (RCA), Norway (SOS), Peru (Sica Peruana), Philip-
- ines (Dyna), South Africa (CCP/EMI), Spain (Belter), Sweden (SOS), UK (CBS), Uruguay (AFSA), Venezuela (Love).
- Salt City, see Proud Earth.
- Salvation, see Creed Taylor.
- Sam, see DGI.
- Sam Rec. Inc., 45-50 38 St., Long Island City, N.Y. 11101. Tel: (212) 786-7667. Telex. 666987
- Sandcastle Recs., 1547 W 57 St., New York, N.Y. 10019. Tel: (212) 582-6135. Owners: Mark Cosmedy, John Shoup; VP: Tom Morgan.
Branches: Studio City, Calif., 4045 W Radford Ave. Zip: 91604. Tel: (213) 985-7933-New Orleans, La., 337 Rue Chartres. Zip: 70130. Tel: (504) 561-0531.
- Sande, see Park Avenue.
- M R Sand & Co., PO Box 2255, 209 W Water St., Sandusky, Ohio 44870. Tel (419) 625-0028
- Sangre Prod'n, 9844 Business Park Dr., Sacramento, Calif. 95827. Tel (916) 361-3652. Pres./VP: Mary Neely; Exec. Co-ord.: Jan Eric Volz.
- San Juan Music Group, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Cable: MUSICLEASE, Telex: 668550. Pres.: David Last; Sec'y-Treas.: Bae Last; Sales Mgr.: Jay Chernow
- San-Lyn Group, Box 46, 414 Corland Ave., Syracuse, N.Y. 13205. Tel: (315) 476-2779. Gen. Mgr.: Jack Swanson
Labels: (Owned) Calumet, San-Lyn
- Sanskrit Recs., 4120 Excelsior Blvd., Minneapolis, Minn. 55416. Tel: (612) 920-9590
- Sarg (Rec'g Co.), 311 E. Davis St., Luling, Tex. 79648. Tel: (512) 875-3350
Owner: Charlie Fitch; Sales Mgr.: Sharon Mann; Promo.: Denise Fitch; A&R: Ben W. Fitch; Ass't Mgr.: Celeste Fitch.
Labels: (Owned) Double A, Rattler, Sarg.
- Saturn Recs. Inc., 576-B Goldsboro Rd. NE, Atlanta, Ga. 30307. Tel: (404) 688-0799 Pres. Hal Bishop; Exec. Dir.: B. E. Gauss.
- Sav-All, see HSE.
- Savoy Recs. Inc., 342 Westminster Ave., Elizabeth, N.J. 07208. Tel: (201) 351-6800; NYC (212) 962-3354. VP & Gen. Mgr.: Fred Mendelsohn; Prod'r. Milton Biggam; Ass't Prod'r: James Perry; Promo. Dir.: Henry Mance; Exec. Ass't: Helen Gottesmann. (Distributed by Arista)
- Scala, see Everest.
- Scandinavian, see Lindberg
- Scaramoche's Recs. PO Drawer 1967, Warner Robins, Ga. 31099. Tel: (912) 922-1955. Pres.-Dir.: Robert R. Kovach; Sec'y: Judi L. Kovach
- Scene Prod'n, PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836.
Pres.: Richard L. Pety; Gen. Mgr. William Gent
Labels: (Owned) Country Road, Rising Sun.
Int'l reps.: France (Michel Meyer), Philippines (Empire), Spain (Belter), Switzerland (Metronome).
- Don Schafer Promos., PO Box 57291, Dallas, Tex. 75207 Tel (214) 339-5891/6166. Pres.: Don Schafer; VP: Becky Schafer.
Labels: (Owned) Demand, Texas.
- Scott Bros. Recs., 2114 Pico Blvd., Santa Monica, Calif. 90404. Tel: (213) 450-3193. (Also see CBS)
- Scrapbook, see Record Guild.
- Scatched Recs., 5904 Laird, Austin, Tex. 78757.
- Screw-U, see Right Note.
- Scripture in Song, see Benson
- Sea Breeze Rec. Co., PO Box 717, Mentone, Calif. 92359. Tel: (213) 244-9052. Pres.: John Brechler
- Seabrook Int'l Group Ltd., 8 W. Merrick Rd., Freeport, N.Y. 11520. Tel: (516) 546-8008. Chm. & Pres.: Bill Seabrook; Exec. VP: Jess Rae Weeks; VP A&R: Marc Seabrook; VP Sales: Theresa Carr
Int'l reps.: South Africa (Tru-tone), UK (Decca).
- Sea Cruise Prod'n, PO Box 1830, Gretna, La. 70053. Tel: (504) 392-4615. Pres. & A&R Dir.: Ken Keene; Exec. VP: Frankie Ford; Adv. Mgr.: Gene Miller
Labels: (Owned) Briameade, Burlap, Keene, Keeta, Sea Cruise, Sonor (Sound of New Orleans).
- Seagull, see Arista.
- Sea-King, see Centaur in N.Y.
- Seaside, see Southern Sound.
- Second Chance, see East Allegheny.
- Second Sun Prod'n, Box 133, Rt. 2, Burton, Vashon Island, Wash. 98013. Tel: (206) 463-2850, 625-9548. Pres.: Robert Krinsky; Promo.: Robert Koch.
- Labels: (Owned) Pinup, Second Sun, Triple Disc.
- Security Rec'd Music Corp. (div. of Security Prod'n & Cos. Inc.), 641 W. Fairbanks Ave., Suite 18, Winter Park, Fla. 32789. Tel: (305) 629-4489. Bd. Chm.: Lawrence Brown; Vice Chm. & Pres.: Victor Vang; Pres. (Security Recs.): Solomon Lemon; Pres. (Bluestone Recs.): Fred Maris; Exec. VP & Gen. Mgr.: Tom Harazmsiz; Promo. Dir.: Allen White.
Labels: (Owned) Bluestone, Jade-Ivory, Musicstream, Security, Sounds of Faith.
- Seeco, see Met Richmond.
- Seeds, see Music Syndicate.
- Sefel Recs. Ltd., 12 Maple Leaf Dr., Park Ridge, N.J. 07656. Tel: (201) 391-3676. Telex: 05824912. Contact: R.K. Herrington.
Home Office: Canada.
- Ralph L. Seltzer, c/o Great Oak Vineyard, 1751 Draper Valley Rd., Selma, Ore. 97538. Tel: (503) 597-2161. Cables: MUSICWORLD, SELMA. Owner: Ralph L. Seltzer; Gen. Mgr.: Carla Barboletti; Office Mgr.: Becky Filloon.
Branch: Simi, Calif., 714 Appleton. Zip: 93065. Tel: (805) 526-0752.
Int'l branches: Germany, Spain, UK.
- US labels represented: Rollin' Rock, Venture
- Int'l firms represented: Dial Discos (Portugal, Spain), OctoArts (Philippines), Orfeon (Mexico), Record Market (Nigeria/West Africa), Revecal (South Africa), Mal Sondock (Austria, Germany, Switzerland), Teveclair (Brazil), Victor (Japan).
- Semaphore, see Vantage.
- Sequel, see Rik Tinory.
- Sequenza, PolyGram Classics.
- Seraphim, see Capitol.
- Serenus Corp., 145 Palisade St., Dobbs Ferry, N.Y. 10522. Tel: (914) 693-9321. Pres. & A&R: Paul Kapp
- Sesame Street Recs. (div. of Distinguished Prod'n Inc.), 1 Lincoln Plaza, New York, N.Y. 10023. WATS Tel: (800) 223-4566. Cable: SESAMEST. Pres.: William F. Woolsey; VP Sales: Shy Raiken; Mktg. Dir.: Arthur Denish; Bus. Mgr.: Steven Schwartz
- Sessions Recs. Inc., 1973 Ohio St., Lisle, Ill. 60532. Tel: (312) 960-5100. Pres.: John R. Wiering; VP: Carl M. Fink; Controller: Ken Jakupcak; A&R: N. Sundberg. (Distributed by Audio Research & Starland)
- Seven Hills Publ'g & Rec'g Co. Inc., 905 N. Main St., Evansville, Ind. 47711. Tel: (812) 423-1861. Pres.: Edward W. Kriemeyer; VP: M. Lottes; Sec'y-Treas.: Dorothy Pearce; Mgr.: P. J. Hayden.
Labels: (Owned) EKK, Seven Hills.
- 1750 Arch Inc., 1750 Arch St., Berkeley, Calif. 94709. Tel: (415) 841-0216.

Pres: Tom Buckner; Exec. Dir.: Phil Sawyer; Rec'g Eng.: Bob Shumaker.
Int'l repa.: Canada (Almada), France (Azora), UK (TOI).
Shadowlight Recs., PO Box 9725, Marina del Rey, Calif. 90291. Tel: (213) 399-7449. Owner & Pres.: Ron Hart; Sec'y-Treas.: Cheryl Rae Hart.
Shadow Recs., 1517 W. Lake St., Minneapolis, Minn. 55408. Tel: (612) 827-6111. Pres.: Charles F. Campbell.
Shaffer Recs., 13412 Gladstone Ave., Sylmar, Calif. 91342. Tel: (213) 367-0214. Co-Owner & Chm.: Frank J. Jacobs; Co-Owner & Pres.: Mrs. F. J. Jacobs; VP Sales & Promo: Allen Jacobs.
Shalom, see Christian World.
Shanachie Recs. Corp., Dalebrook Park, Ho Ho Kus, N.J. 07423. Tel: (201) 445-5561. Pres.: Richard Nevins; Sec'y/Treas.: Daniel Michael Collins.
Labels: (Owned) Herwin, Morning Star, Shanachie; (distributed) Boot, Greensleeves, Message, Tara.
Int'l repa.: Australia (Larrikin), Canada (Boot), France (DAM), Germany (Eulenspiegel), Ireland (Tara), Italy (IRD), Netherlands (Munich), Sweden (Amigo), UK (Greensleeves, Topic).
Shawmut Recs., see Casa Grande.
Don D. Sheets Prod'n's, Box 212, Rt. 3, Nashville, Ind. 47448. Tel: (812) 988-2000. Co-Owners/Prod'n's: Don D. & Marti Mae Sheets.
Labels: (Owned) CVS, Delmarci, Little Nashville, Little Nashville Opry, Sheffield Lab Inc., PO Box 5332, Santa Barbara, Calif. 93108. Tel: (805) 969-4744; WATS (800) 235-5737. Pres.: Doug Sax; VP: Lincoln Mayorga; Mktg. & Sales Dir.: Andrew Teton; Co. Mgr.: Patricia Meredith.
Int'l repa.: Australia (Acoustic Monitor), Belgium (Blomhof), Canada (Audio Market), Denmark (Mayco Agentur in Norway), France (Delta), Germany (Audio Int'l), Italy (Audio Analog), Japan (Mace), Mexico (Audio-rama), Netherlands (Durob), Norway (Mayco Agentur), Singapore (Singapore Audio), South Africa (Symphonia), Spain (Audio), Sweden (Sven Eriksson), Switzerland (Musica), UK (Zerostat).
SheLan Recs., 1305 Concord, Rochester, Mich. 48063. Tel: (313) 375-9367. Owner: Sheila Landis.
Shelter Rec Co., 135 E. 62 St., New York, N.Y. 10021. Tel: (212) 308-3440. Telex: 724389.
Int'l repa.: Australia (Festival), Austria (Ariola-Eurodisc in Germany), France (Arabella), Germany (Ariola-Eurodisc), Greece (CBS), Italy (Ariston), Japan (Nippon Phonogram), Netherlands (Ariola-Eurodisc), Scandinavia (Ariola-Eurodisc in Germany), Africa (Gallo), South America (Phonogram in Netherlands), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc in Germany), UK (Island).
Shiah, see Gloucester.
Shih, see PM.
Shih Shih Wu Ai Recs. Inc., 8120 Oakland Ave. S., Bloomington, Minn. 55420. Pres.: Milo Fine.
Shoestring Recs., 1907 Central, Alton, Ill. 62002. Tel: (618) 465-5619. Pres.: Howard Neal; VP: David Banks.
Troy Shondell Prod'n's, Box 292, Huntington, Ind. 46750. Tel: (219) 356-3964.
Shoreline, see Kimbo.
Shout, see Bang.
Showroom Communications Inc., 765 N. 43 St., Philadelphia, Pa. 19104. Tel: (215) 387-3121. Pres.: Eric L. Ward; Sr. VP: Ken Davis; Exec. Corp. Sec'y: Tyrone Smith.
Labels: (Owned) Showroom; (distributed) Wonderland.
Showtime, PO Box 40074, Washington, D.C. 20016. Tel: (202) 397-6952. Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles.
Showtime, La., see Master-Trak.
Shur-Tinga, see Styletone.
Sierra Recs., PO Box 5853, Pasadena, Calif. 91107. Tel: (213) 355-0181. Labels: (Owned) Briar, Sierra.
Sierra Wave, see Kicking Mule.
Signal Recs., 341 N. Maple Dr., Suite 405, Beverly Hills, Calif. 90210. Tel: (213) 858-1055. Pres.: Roger Reese; Gen. Mgr.: Mort Weiner; Oplns. Mgr.: Peter Kastoff.
Silverbirch, see PM.
Silverbird, see Rob Lee.
Silver Blue Prod'n's, 220 Central Park S., New York, N.Y. 10019. Tel: (212) 586-3535. Pres. & Sales: Joel Diamond; Prof. Mgr.: Andy Altman; Gen. Mgr.: Margaret Johnson.
Silver Pelican, see Pelican.
Simon Says, see Record Guild.
Simple, see Trod Nessel.
Sinbad, see Crimson Dynasty.
Sine Qua Non Prod'n's Ltd., 1 Charles St., Providence, R.I. 02904. Tel: (401) 521-2010.
Labels: (Owned) Americana, DigiTech, Masterpiece, Meet the Classics, Perspective, Sine Qua Non, Superba.
Sing, see SkyLite-Sing.
Shelby Singleton Corp., 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 385-1960. CABLE: SHELREC. Telex: 3711222. Pres.: Shelby S. Singleton Jr.; VP: John A. Singleton; VP Sales: Jim Wilson; Mktg. & Promo. Mgrs.: Steve Kilgore, Sid Singleton; A&R: Billy Self.
Labels: Plantation, SSS Int'l, Sun.
Int'l repa.: Australia (Festival), Austria (Bellaphon), Canada (Quality), Denmark (Sonet), Germany (Bellaphon), Japan (Charly/RVC), Netherlands (Charly/CNR), Spain (Charly/Auvi), Switzerland (Bellaphon), UK (Charly Music).
Sirco Recs., 8 W. Merrick Rd., Freeport, N.Y. 11520. Tel: (516) 546-8008. Contact: Bill Seabrook.
Siren, see Faulty.
Sire Recs. Co., 3 E. 54 St., 9th fl., New York, N.Y. 10022. Tel: (212) 832-0950. Cable: BLUHORIZON. Telex: 62622. Pres. Sire & VP Warner Bros. Seymour Stein; Ass't to Pres.: Michael Rosenblatt; VP Artist Development: Ken Kushnick. (Distributed by Warner Bros.)
Branch: Burbank, Calif., 3300 Warner Blvd. Zip: 91510. Tel: (213) 846-9090. TWX (710) 581-5718.
Labels: (Owned) Blue Horizon, Real, Sire
Int'l repa.: Argentina (Sicamericana), Australia (WEA), Benelux (WEA), Brazil (WEA), Denmark (WEA), Far East (WEA), France (WEA), Germany (WEA), Greece (WEA), Israel (General Music Co.), Italy (RCA), Japan (Warner Pioneer), New Zealand (WEA), Scandinavia (WEA), Spain (WEA), UK (WEA), Yugoslavia (WEA).
Swatt Music Co. Inc., PO Box 7172, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 295-3177. Pres.: Jesse B. Evalte.
Labels: (Owned) Brand-X, Pioneer, Tribute.
Skids Recs., see Tribal Jargon.
SkyLite, see SkyLite-Sing.
SkyLite Country, see SkyLite Sing.
SkyLite-Sing Inc., 1008 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-4557.
Labels: (Owned) Christian Faith, Christian Folk, Sing, SkyLite, SkyLite Country, Stateswood, Temple.
Sky-Yue, see Sun-Ray.

Slade Rec. Co., Box 536, Crookston, Minn. 56716. Tel: (218) 281-6450. Owner: Gary Emerson.
Slash Recs. (J. Ruby Prod'n's Inc.), 7381 Beverly Blvd., Los Angeles, Calif. 90036. Tel: (213) 937-4660. Pres.: Robert Biggs; VP Bus. Affairs; Mark Trilling; Promo. Dir.: Linda Clark; Mktg. Dir.: Robyn Weiss; Sales Dir.: Mike Minky; Pub. Dir.: Susan Clary; Rubs Recs. Dir.: Chris Desjardins.
Labels: (Owned) Ruby, Slash.
Slipped Disco, see Boston Int'l.
Small Independent Prod'n & Rec. Assoc., see SIPRA.
Smash Trade, see Rough Trade.
Smile, see La Val.
Smithsonian Collection, see Smithsonian Institution.
Smithsonian Institution, Performing Arts Div., Washington, D.C. 20560. Tel: (202) 357-1300.
Label: (Owned) Smithsonian Collection.
Smudge Recs., PO Box 29342, Dallas, Tex. 75229. Tel: (214) 243-2933. Pres.: Terry Rose.
Int'l branch: England.
Labels: (Owned) SRO, Smudge.
Smurf, see AA Wonderland.
Snail Recs., 6106 N. Kenmore, Chicago, Ill. 60660. Tel: (312) 262-8500.
Snell Acoustics, see Audio Components.
Snow Recs., 606 Edith, Missoula, Mont. 59801. Tel: (406) 728-8238.
Soap Opera Recs., 9 E. 46 St., New York, N.Y. 10017. Tel: (212) 661-2106. Pres.: Larry Levinson; Sec'y-Treas.: Neil Warner; VP A&R; Phyllis Levinson.
Soaring, see Doc Ron.
**Sociedad Int'l de Sonido, 430 Minorca, Coral Gables, Fla. 33134. Tel: (305) 634-2465.
Labels: (Owned) Elite, Papagayo, SIS.
Int'l repa.: Ecuador (Famoso), Mexico (Ariola), Peru (IEMPSA), Venezuela (Palacio de la Musica).
Society for Forgotten Music, see Contemporary.
Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America Inc., see SPEBSQSA.
Solar Recs. (Sound of Los Angeles Recs.), 9044 Melrose Ave., Suite 200, Los Angeles, Calif. 90069. Tel: (213) 859-1717. (Distributed by Elektra/Asylum).
Solar (Hollywood, Calif.), see Mystic.
Solid Brass, see Random Ents.
Solid Gold, see Bang.
Solid Smoke Recs., PO Box 22372, San Francisco, Calif. 94122. Tel: (415) 731-0500. Contacts: Rico Tee, Marty Arbunich. (Distributed by Rounder).
Label: (Owned) War Bride.
Soloist (Germany), see Teleson-America.
Solo, see Rico.
Solo Plus, see Blue River.
Som (Brazil), see Brasilia.
Somerset, see Alshire.
Som/Major (Brazil), see Fermata.
Sonar Recs. Corp., PO Box 1830, Gretna, La. 70053. Tel: (504) 392-4615. Pres.: Norman E. Mendenhall; VP: K. Marani.
Labels: (Owned) Sonar; (distributed) Hammer.
Sonata Recs., 4304 Del Monte Ave., San Diego, Calif. 92107. Tel: (714) 222-3346. Pres. A&R: Paul DiLella; VP: Joseph DiLella; Sales Mgr.: Melbaee Newberry; Promo. & Dist'n: Helen DiLella.
Sonet USA, see Kicking Mule.
Songbird, see MCA & Sparrow.
Songmaster, see American Entertainment.
Song Request Magazine, see Olenik.
Songwriters Recs., 1412 King St., Santa Cruz, Calif. 95060. Tel: (408) 423-8570. Pres.: Lawrence W. Abrams; VP: James A. Abrams; A&R Dir.: Farah Yale.
Sonic, see Iowa Great Lakes.
Sonicarts, see Sonic Arts.
Sonic Arts Corp., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka; Exec. VP: Herbert P. Haas; Creative Servs.: Leontine L. Kulka; Graphics: Wayne Pope.
Int'l branch: Germany.
Labels: (Owned) Authentic, Autograph, Captain, Dimension Six, Direkt to Disk, Golden Soul, Laboratory Series, Nostalga, Repertoire, SAC-PCM Digital, Sonicarts, Super Dimension Six, Washboard; (distributed) Star (Switzerland).
Sonic Wave Recs., c/o Kiderian Recs., 4926 W. Gunnison, Chicago, Ill. 60630.
Sonido Int'l, see Marsal.
Sono-Max, see Auditorama.
Sonor Prod'n's Inc. (Sound of New Orleans Recs.), PO Box 1830, Gretna, La. 70053. Tel: (504) 392-4615. Chm.: B.J. Joy; Pres./Exec. Prod'n: Ken Keene. (Also see Sea Cruise).
Sonrise Mercantile Corp., PO Box 607, Malibu, Calif. 90265. Tel: (213) 991-8469. Pres.: Bob Cotterell; Gen. Mgr.: Dave Foster.
Labels: (Owned) Creative Sound, Sonrise; (distributed) AB (Street Level), Deep Roots, Lamb & Lion (selected), Mighty Wind.
Sonytone Recs., PO Box 567, Santa Barbara, Calif. 93102. Tel: (805) 967-7837. Pres.: Peter F. Feldman; VP: Toni Young.
Labels: (Owned) Hen Cackle, Sonytone; (Distributed) Red Clay.
Int'l repa.: Australia (Folkways), Germany (Bear), Japan (BOM).
Soul, see Motown.
Soul City Recs., 10609 Budlong, Los Angeles, Calif. 90044. Tel: (213) 777-9393.
Soul City, Va., see East Allegheny.
Souled Out, see Tom Bee.
Soulin', see Warren.
Soul Merchant, see Paramount-West.
Soul Mine, see Boddie.
Soul Note (Italy), see Rounder.
Soul-Po-Tion, see Gwen.
Soul Set, see La Val.
Soundbook, see Caedmon/Arabesque.
Sound 80 Inc., 2709 E. 25 St., Minneapolis, Minn. 55406. Tel: (612) 721-6343.
Sound Environment Rec's Series (Sound Environment Rec'g Corp.), Butler Square, Suite 114, 100 N. Sixth St., Minneapolis, Minn. 55403. Tel: (612) 339-4641.
Sound Labs, see Audio Components.
The Sound of Brooklyn Inc., 1368 Fulton St., Brooklyn, N.Y. 11216. Tel: (212) 622-2228/2452. Telex: 422209. Bd. Chm.: Delano McLaurin; Pres.: Charles S. Fulton, VP: Joseph Gray; Club Promo./Dance Music Dir.: Byron Lindsay; Controller: Victor Carew.
Labels: (Owned) Charlie-Rock, TSOB.
Sound of Money, see Vantage.
Sound of New Mexico, see Tom Bee.**

Sound of New Orleans, see Sonor & Sea Cruise.
Sound of New York Recs. (div. of Phenix Entertainment Corp.), 231 W. 58 St., New York, N.Y. 10019. Tel: (212) 265-3350. Pres. & Chief Operating Officer: Eugene Griffin; VP Admin.: Clarence Eugene Swanson; VP Promos./Mktg./Sales: William Scarborough; Press Information/Development Dir.: Jeanne Frances McPherson; Sec'y Joyce Harding.
Sound Recs. Inc., 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5182. Pres.: Daniel F. Coppens.
Labels: (Owned) Cupid, IRM, Keepsake, Trash.
Sounds, see Right Note.
Sounds of the Caribbean, see Request.
Sounds of Faith, see Security.
**Sounds of Winchester, 314 Lanny Dr., Winchester, Va. 22601. Tel: (703) 667-9379. Pres.: Jim McCoy; VP: R.J. Alford Jr.; Sec'y: Bertha McCoy.
Labels: (Owned) Alear, Master, Winchester.
Sounds South Recs. Inc., 203 Culver Ave., Charleston, S.C. 29407. Tel: (803) 766-2500. Pres.: Harold Thomas.
Labels: (Owned) Sounds South, Wahr.
Int'l repa.: England (Supreme).
Sound Stage 7, see Monument.
Soundwaves Recs., 1204 Elmwood, Nashville, Tenn. 37212. Tel: (615) 385-0900. (Distributed by Nationwide Sound).
Labels: (Owned) Brand X, Soundwaves.
Soutraks, see Sunbeam.
Source Recs. Inc., 1902 Fifth Ave., Los Angeles, Calif. 90018. Tel: (213) 731-0693. Pres.: Logan H. Westbrook.
Int'l repa.: Brazil (K-tel), UK (Liberty/UA).
Source Recs. Inc., 39 S. LaSalle St., Suite 825, Chicago, Ill. 60603. Tel: (312) 263-5095. Pres.: John Bellamy.
Sourwood Mountain, see June Appal.
SouthCoast, see MCA.
Southern Bell, see East Allegheny.
Southern Biscuit, see Malaco.
Southern Cross, see Label X.
Hal Southern Prod'n's, Box 4234, Panorama City, Calif. 91412. Tel: (213) 786-6957.
Labels: (Owned) Country Gold, Ivory.
Southern Library of Rec'd Music, see Peer-Southern.
Southern Sound Prod'n's, 100 Labon St., Tabor City, N.C. 28463. Tel: (919) 653-2546. Pres.: Elton H. Stevens; Sales Mgr.: Ferrell L. Jones; Promo.: Retha C. Stevens; A&R: Leonard C. Stephens; Sales & Dist'n: Diana R. Jones.
Label: (Owned) Seaside.
Southern Star Rec'g, 6105 A Youree Dr., Shreveport, La. 71105. Tel: (318) 861-0569.
Southland, Ga., see Jazzology-GHB.
Souvenir, see Art.
Sovereign Rec. Corp., 1619 Broadway, New York, N.Y. 10019. Pres.: R. Fisher.
Space Recs., 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres. & Gen. Mgr.: A. Medley.
Spanish Music Center Inc., Belvedere Hotel, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) 582-4280.
Labels: (Owned) Coda, Pro-Arte, SMC.
Spark, see Peer-Southern.**



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Specialty Recs. Inc., 8300 Santa Monica Blvd., Los Angeles, Calif. 90069 Tel: (213) 656-7711. Sales & Mktg. Mgr. Joey Mattia

Specs. see Gusman.

Phil Spector Int'l, PO Box 69529, Los Angeles, Calif. 90069. Tel (213) 846 9900. Pres. Phil Spector, Admin. Dir. Donna Sekulid; Bus. Admin. & Legal Counsel: Martin Machat; Int'l. Dir. Tony Bramwell; Int'l. Pub. Dir.: Avri Gacobb. (Distributed by Capitol)

Labels: (Owned) Spector Recs Int'l (SRI)

Spectrum Recs., PO Box 757, San Carlos, Calif. 94070. Tel (415) 593-9554. Pres.: Paul Weaver.

Spigot, see Spiral.

Spina Music, 2232 Vista Del Mar Pl., Hollywood, Calif. 90068. Tel. (213) 467-6018. Pres.: Harold Spina; Sec'y-Treas.: Edith Spina. Labels: (Owned) Arc, Argyle.

Spirit/Eggplant Recs., 3008 Belden Dr., Los Angeles, Calif. 90068 Tel (213) 469-2719. Pres.: Nick Thery; VP: Bud Mathis.

Sprinn Recs., Box 100-N, RFO 3, Stuart, Va. 24171. Tel: (703) 694-6128. Owners: Frank W. Singleton, John F. Williams.

Spral Recs. & Publ'g, 160 W. 46 St., New York, N.Y. 10036 Tel: (212) 944-0189. Labels: (Owned) Pilgrim, Spigot, Spiral; (distributed) Balboa, Collectibles.

Spire, see West End.

Spirit Recs., 38 Stonery Point Ln., Charlotte, N.C. 28210. Tel: (704) 554-8905. Pres.: William R. Bradford III; VP: Alexander Bell.

Spirit Recs., 42 Baker Ave., Lexington, Mass. 02173. Tel: (617) 861-1625. Pres.: Jonathan S. Goldman; VP: Karen Anderson; Sales Mgr.: J. Barone. Ass't Sales Mgr.: David DeBear; A&R: Jonathan Shade; Artist Development: Joy Silver; Promos: Tennie Komar; Mktg.: Joseph Vigione; Talent Co-ord.: J. Bruce Scott; Ass't Talent Co-ord.: Rudy Buck. (Distributed by Varulven.)

Spoken Arts Inc., PO Box 289, New Rochelle, N.Y. 10802 Tel. (914) 636-5482. Pres.: Dr. Arthur Luce Klein; VP: Dr. Luce A. Klein; VP Admin.: Harold Kaplowitz; Mktg. Dir.: Daryl O'Rourke; Art. Dir.: Barbara Flynn; A&R: Christopher King

Labels: (Owned) Helicon, Spoken Arts

Spoken Word Classics, see Caedmon/Arabesque

Spoonfed Recs., PO Box 744, Malibu, Calif. 90265.

Sports, see Lee Anderson

Spring Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Jules Rifkind; VP: Bill Spitzasky; Sec'y-Treas.: Roy Rifkind. Labels: (Owned) Spring (distributed by PolyGram), Posse

Squirrel, see Peyton.

Stable, see Dawn

Stache Recs. Inc., 4050 Buckingham Rd., Suite 208, Los Angeles, Calif. 90008. Tel: (213) 290-2262

The Stacy-Lee Label, Box 711, Hackensack, N.J. 07601. Tel: (201) 488-5211. Pres.: Johnny Miracle; VP: Frank Joy; Treas.: Warren Payne; Sec'y Sam Diamond; A&R: Kenny Luv. Labels: (Owned) Banana, Inner Circle, Joy, Lions Den, Lotus, Lybra, Root, SAM, Stacy-Lee, Vanishing Point

W. C. Staley & Assocs., PO Box 5712, High Point, N.C. 27626 Tel: (919) 885-0263. Labels: Deka, Mecca, Rose.

Standy Recs. Inc., 760 Blandina St., Utica, N.Y. 13501. Tel: (315) 735-6187. Pres.: Stanley Markowski; VP: Andy Cittadino; Sales & Mktg.: Joyce Markowski. Labels: Kama, Mimi, Standy.

Stanyan Rec. Co., PO Box 2783, Hollywood, Calif. 90028. Tel: (213) 657-7311. Pres.: Rod McKuen; VP: Wade Alexander, Gen. Mgr.: Charles Hallam. Labels: (Owned) Discus, Stanyan.

Star, see National Music.

Starborne Prod'n's Corp., 4627 Van Nuys Blvd., Sherman Oaks, Calif. 91403 Tel: (213) 995-7832. Pres.: James P. Schlichting; VP: Linda C. Schlichting; Sales Dir.: Diane Simmons. Labels: (Owned) Starborne; (distributed) RIM.

Starborn Recs., 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121. Pres.: Brian Ross.

Star City, see Rose Hill.

Starfly, see Gusto.

Starfite, see Music Ents.

Star Fox Recs., 601-602 UA Tower, 50 Music Square W., Nashville, Tenn. 37203. Tel: (615) 321-0220. Pres.: Richard Cammeron; VP: Gloria Oumas.

Stargem Recs. Inc., 43 Music Square E., Nashville, Tenn. 37203 Tel: (615) 244-1025. Pres. & A&R Dir.: Wayne Hodge; Video Dir.: Dan Hodge; Nat'l Promo Dir.: Chuck Dixon.

Stargio Music, PO Box 2180, Placerville, Calif. 95667. Tel: (916) 626-4512. Labels: (Distributed) Heritage Singers.

Star Jazz Recs Inc., 5220 SW Eighth St., Fort Lauderdale, Fla. 33317 Tel (305) 581-4310. Pres.: Will Connelly; Exec VP: Tom Justice; VP Promo: Jim Farrell, A&R Dir.: S.H.T. Nelson. Labels: (Owned) Midflap, Star Jazz.

Stark Recs. & Tape Co., 628 South St., Mount Airy, N.C. 27030. Tel (919) 786-2865. Owner & Pres.: Paul E. Johnson. Labels: (Owned) Hello, Pilot, Stark, Sugarbear.

Starland Music Inc., 1973 Ohio St., Lisle, Ill. 60532. Tel: (312) 960-5100. Pres. Carl M. Fink, VP: John R. Wering; VP Finance: Ken Jakupcak. Label: (Distributed) Sessions.

Starlog, see Varese Sarabande.

Starman Recs. & Prod'n, PO Box 20604, Sacramento, Calif. 95820. Tel: (916) 386-0610. Pres. & Prod': Almeritt V. Covington; Sr. VP: Marsha Ann Covington, Treas.: Violet A. Covington; VP&A&R: Mary Jo Puthuff; VP/PR: Oiana Curry; Exec. Mktg. Dir.: Julio Covington; Promos. Dir.: James Fritz Covington; Artist Mgmt.: Israh Thomason. Labels: (Owned) King Solomon, Starman.

Star People Recs., PO Box 553, Casseberry, Fla. 32707. Tel: (305) 331-4453. Teles. 564436. TWX: (810) 850-0221. Pres.: Terry R. Brooks; VP: Richard Schultz; Sec'y-Treas.: Kevin Currier. Labels: (Owned) High Frequency, Outer Galaxie, Star People.

Star Rec. Co., 521 Fifth Ave., New York, N.Y. 10017. Tel: (212) 682-5844. Pres.: Tsipora Miron; Gen. Mgr.: Thelma Moore; Prof. Mgr.: Steve Moore. Star-Rhythm Recs., PO Box 54, Malden, Mass. 02148.

Starr Rec. Co., Box 1, Florida, N.Y. 10921. Tel: (914) 651-4266. Pres.: Jimmy Slurr; VP: Edward Kosior; Sec'y: Joe Oembeck.

Starship, see 90 States.

Star Song of California, see Gospel Media.

Star Song Recs., 2460 Spring Lake Dr., Marietta, Ga. 30062. Tel: (404) 973-1170. Pres.: Tim McCabe. Labels: (Owned) Atlantis, Star Song.

Star Song Recs., 2223 Strawberry, Pasadena, Tex. 77502. Tel: (713) 472-5563. Exec. Pres.: Wayne Donoho; Pres./A&R: Darrell A. Harris; Sales Mgr.: Philip Dorfinger; Promo: Tom Thigpen; Prod'n: Joan Tankersley. (Also see Benson)

Labels: Joyeous Garde, Kingsway Music, Rivendell, Star Song

Int'l repp.: Australia (Rhema), Canada (Praise), New Zealand (Sacred), UK (Kingsway).

Star (Switzerland), see Sonic Arts

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Stateswood, see Skylite-Sing.

Stax, see Fantasy/Prestige/Milestone/Stax

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Steeplechase Prod'n's Inc., 3943 W. Lawrence Ave., Chicago, Ill. 60625. Tel (312) 463-6146. Pres.: Nils Winther, VP/Gen. Mgr.: Charles Nessel. Home office: Denmark. Int'l repp.: Canada (Trend)

Step Forward, see Faulty.

Stepping Stone, see Trend Recs. in Ga.

Stereo Fidelity, see Alshire

Stereo Spectrum, see Dance-A-Thon.

Stet, see DRG Recs.

Stiff/Columbia, see CBS.

Stiff/Epic, see CBS.

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Stolal, see Arista.

Stonehedge, see Jersey Coast.

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Stony Plain, see First American.

Storville, see Moss.

Stradivari, see Everest.

Straight-Face Inc., Box 324, Newark, Del. 19711. Tel (215) 692-2777. Pres.: Nick Norris.

Strata-East Recs. Inc., 156 Fifth Ave., Suite 413, New York, N.Y. 10025. Tel (201) 388-5000. Cable SEFONIC Telex: 234104. Chief Officers: Charles Tolliver, Stanley Cowell. (Distributed by Audiofidelity)

Strate-8, see Fortune.

Street Sounds/Stratford Inc., 815 Second Ave., New Hyde Park, N.Y. 11040. Tel: (212) 343-6920, (516) 352-4200 Telex: (510) 223-0823.

Streke, see Persicope.

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SuAnn, see HSE

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Sugarbear, see Stark.

Sugarbush, see Relection Sound

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Sugar-Soul, see Dtoaz

Sugarvine Music, PO Box 3664, Oavenport, Iowa 52808. Gen. Mgr.: Gary Unger.

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Summer, see CMD.

Summit, see CMS.

Sun, see Shelby Singleton.

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Sunbird, see Capitol.

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Sungold, see 50 States.

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Sun Rise, see Charta.

Sunshine, S.C., see Herald Ass'n.

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Sunshine Sound, see TK.

Superba, see Sine Qua Non

Super Dimension Six, see Sonic Arts.

Supenor, see Ansonia.

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Superstructure, see D-Town.

Supraphon, see Hungaria.

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Surfside, see Hula.

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Labels: (Owned) Goldisc, Perfect.
Int'l rep: Austria, Germany & Switzerland (Ariola-Eurodisc).
Times Mgmt. Corp., 1216 Granby St., Norfolk, Va. 23510. Tel: (804) 625-0534. Pres.: D.H. Burlage; VP: Guy A. Burlage; Sec'y-Treas.: Denis J. Burlage. Local branch: 107 E. 13 St. Zip: 23510. Tel: 625-0534.
Label: (Owned) Wayton.
Rik Tinory Prod'ns, 180 Pond St., Cohasset, Mass. 02025. Tel: (617) 383-9494. VP: Richard Tinory Jr.
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Tioch, see Arista.
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Trash, see Sound Recs.
Treet, see Rounder.
Trend Rec. Corp., 117 N. Las Palmas Ave., Los Angeles, Calif. 90004. Tel: (213) 938-5482. Pres.: Albert Marx; Promo.: Pat Nickerson.
Labels: (Owned) Discovery, Musicraft, Trend, Verdyisco.
Trend Recs., PO Box 201, Smyrna, Ga. 30081. Tel: (404) 432-2454. Owner & Pres.: Thomas E. Hodges; VP: Frank D. Brannon; Assoc. VP: Jerry Burke.
Labels: (Owned) Atlanta, Stepping Stone, Trend, Trendsetter, Trendsides; (distributed) Pipe.
Trendsetter, see Trend Recs. In Ga.
Trendsides, see Trend Recs. In Ga.
Triad, see RMS Triad.
Triangle Recs. Inc., 824 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 329-1429. Exec. VP & Gen. Mgr.: Elwyn Raymer, Prod'n Co-ord.: Lynn Phillips; Admin. Ass't: Lisa Keeling; Telephone Mktg. Dir. (Retail): Connie Jarrell (distributed by Benson)
Labels: (Owned) Coelix, Triangle, Trigon, Trune.
Int'l reps: Australia (Genesis), UK (Marshall, Morgan & Scott).
Tribal Jargon/Shuks Recs., 129 Grasmere St., Newton, Mass. 02158. Tel: (617) 244-6803. Dir. Tristram Lozaw. (Licensed to Modern Method)
Tribal, N.M., see Tom Bee.
Tribute, see Master-Trak & Swatt.

Trigon, see Triangle.
Trinity Sound, Mich., see Eden.
Triple Disc, see Second Sun.
Trune, see Triangle.
Trx Recs. Inc., Drawer AB, Rosendale, N.Y. 12472. Tel: (914) 687-9573.
Pres.: Pete Lowry.
Labels: (Owned) Trix; (distributed) Kheba.
Int'l reps: Sweden (Smokestack), UK (Swift).
Trod Nossel Artists, Box 9, 10 George St., Wallingford, Conn. 06492. Tel: (203) 269-4465. Pres.: Thomas "Doc" Cavalier; VP A&R: Douglas Snyder; VP & Chief Eng.: Richard Robinson; VP Communications: Eddythe Mercier.
Labels: (Owned) Big Sound, Miracle, Simple, Trod Nossel.
Trojan, see MMO.
Tropical Music Inc., PO Box 1494, Honolulu, Hawaii 96806. Tel: (808) 521-6256. Pres.: Bill Murata.
Labels: (Owned) Discos Tropical, Poki, Pumehana.
Tropical, N.Y., see Mel Richmond.
Tropicana, see Gramophone.
Tropic Sound Recs. Inc., PO Box 24386, Fort Lauderdale, Fla. 33307. Tel: (305) 748-0491. VP & Gen. Mgr.: Alan Stein.
Tropicque Recs. Inc., 36 W. 73 St., 5th fl., New York, N.Y. 10023. Tel: (212) 873-6334. Pres. & A&R Dir.: Phil Goldstein; Nat'l Promo. Dir. & Dist'n Mgr.: Jay Chiodo.
True, see World Wide Music Inc. & Melodee.
True Love, see Jim Hall.
Trutone Recs., 163 Terrace St., Haworth, N.J. 07641. Tel: (201) 385-0940.
Pres.: Louis Rowatt; Sec'y-Treas., Chief Eng. & Studio Mgr.: Carl Rowatt; Bus. Mgr. & Adv. Dir.: Adrienne Lyne Rowatt; Disk Mastering Eng.: Phil Austin, Steve Robb.
Tubby, see Rollin' Rock.
Tulsa Int'l, see Hiding America.
Tunesmith, see Praise.
Tune Wizard Recs. Inc., 1525 Bath Ave., Brooklyn, N.Y. 11228. Tel: (212) 236-7131. Pres.: John Frsone; VP: Ron Annunziata; Sec'y-Treas.: Anthony M. DeGatto; Office Mgr.: Steve Camhi.
Tunetworks Recs. Co., 15625 Vandorf Pl., Encino, Calif. 91436. Tel: (213) 278-8970. TWX: (910) 490-2507. Pres.: Dennis Lambert; VP A&R: Paul Palmer; VP Adm'n.: Marsha Ingraham; Artist Relations Dir.: Deena Frank; R&B Dir.: Muff Schaeper; Int'l Dir.: Maggie Trejo; Creative Servs.: Jode Allyn; Promo: G.P. Bird.
Label: (Owned) Haven.
Int'l rep.: Netherlands (Phonogram).
Turnabout, see Moss.
Turn-On, see Moss.
Turnrow, see Full Circle.
Turnstyle, see Latin Percussion.
Turtle Pact, see Turtle Recs.
Turtle Recs. Inc., 166 N. Humphrey, Oak Park, Ill. 60302. Tel: (312) 383-8595. Pres.: Ronald L. Kirschner; Sec'y-Treas.: Steve Pastorius; Mktg. Dir.: Joel Schiller.
Labels: (Owned) Turtle, Turtle Pact.
Twister, see Quadraphonic.
2-Mac Recs., 2097 Vistadale Court, Tucker, Ga. 30084. Tel: (404) 938-1210.
Owners: Phil McDaniel, Joe McTamney.
Two-Tone, see Chrysalis.
Typhoon, see Crimson Dynasty.
Tysoct, see Daystar.

U

U F D, see Glolite.
U H O R, see Mobile Fidelity.
U K Recs. Inc., 315 W. 57 St., Suite 3H, New York, N.Y. 10019. Tel: (212) 581-7577.
Home office: England.
U S S, see Utopia.
Ultragroove, see Crystal Clear.
Umpire Enterprises, 3623 McCann Rd. Longview, Tex. 75605. Tel: (214) 757-1839. Owner-Pres.: Jerry Haymes; A&R Mgr.: Jeff Johnson.
Branch: Tucson, Ariz., PO Box 4364. Zip: 85717.
Label: (Owned) Enterprize.
Uncle Jam, see CBS.
Underground, see Record & Music.
Uncorn Recs., 1454 Fifth St., Santa Monica, Calif. 90401. Tel: (213) 458-1661.
Unique Jazz (Italy), see Zim.
United, see Cadet Recs.
United Artists, see EMI America/Liberty.
Unity, Fla., see Art.
Universal-Artists Recs., PO Box 3615, Peoria, Ill. 61614. Tel: (309) 673-5755. Owner: Jerry Hanton.
Univ. of Michigan, see Composer's Rec'gs.

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 Unregulated Rec Co. Inc., Box 81485, College, Alaska 99708 Tel: (907) 456-3419. Pres.: Michael A. States; VP: Richard J. Pasillas, Bus. Mgr. James I. Quinn
 Up-Date, see Up-Trend
 Upstart Music Cos., 2210 Raper Blvd., Arlington, Tex. 76013 Tel: (817) 461-8481. A&R: Charles Stewart
 Labels: (Owned) Made in Texas, Pantego, Upstart
 Up-Trend Recs., 1902 Marcella Dr., Nashville, Tenn. 37217 Tel: (615) 367-4432. Pres.: Jim W. Rice, VP: F.G. Bradford, Mgr.: J. Warren, A&R: Jimmy Rice; Promo. Dir.: Sherri Rice
 Labels: (Owned) MLV, Up-Date; (distributed) AGS, Bee Hive
 Up With People, 3103 N. Campbell Ave., Tucson, Ariz. 85719 Tel: (602) 327-7351
 Urania Classics, see American Themes & Tapes
 Urania Jazz, see American Themes & Tapes
 Urban Rock Recs., 427 W. 51 St., New York, N.Y. 10019
 Utopian Recs., PO Box 5314, Macon, Ga. 31208, Tel: (912) 477-0415 Pres. & Gen. Mgr.: Randy L. Howard
 Utopia Ultra-Sound, PO Box 718, Newark, Ohio 43055 Tel: (614) 345-9426. Pres.: Robert H. Kirk Jr.
 Labels: (Owned) SAM, UUS, Utopia

V

V A P Recs. Inc., 621 N. Broadway, Amityville, N.Y. 11701 Tel: (516) 598-3970. Pres.: Jonathan L. Floyd, VP/A&R: Stafford M. Floyd, Prod. Development: Michael C. Derrick
 V P Recs., 170-21 Jamaica Ave., Jamaica, N.Y. 11432 Tel: (212) 291-7058
 V U Recs., 946 N. Hudson Ave., Chicago, Ill. 60614. Tel: (312) 787-6060. Pres.: Robin McBride
 Vadeca, see Penco
 Thomas J. Valentino Inc., 151 W. 46 St., New York, N.Y. 10036 Tel: (212) 246-4675. Pres.: Thomas J. Valentino Jr., Exec. VP: Francis T. Valentino; VP: Joanne F. Valentino
 Label: (Owned) Major
 Valhalla Rec'g Corp., 299 Madison Ave., Suite 400, New York, N.Y. 10017 Tel: (212) 687-3210. Pres.: Greg Thornwood, VP: Irene Kogut; A&R: Dir. David di Serna
 Vamp, see Vample
 Vample Recs. Inc., PO Box 23152, Kansas City, Mo. 64141. Pres.: Jerry Vample, Secretariat & Agent: Jeffrey Zimmerman
 Labels: (Owned) Jerry Co. Vamp Rec'g Co.
 Vanco, see Ropcord
 Vandalia Recs., Box 32, Rt. 2, Quaker St., Vandalia, Mich. 49095. Tel: (616) 476-2110
 Vanguard Rec'g Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Cable: VANMUSIC. Co-Pres. & Classical A&R: Seymour Solomon; Co-Pres.: Maynard Solomon; Exec. VP & Nat'l Sales & Mktg. Dir.: David Rothfeld; Pop & Jazz A&R: Danny Weiss; Foreign & Licensing Dps. Dir. Jo Inguanti; Classical Artist Relations Dir. Wendy Simon; Musicologist: Dan Nimetz; Chief Eng.: Jeff Zaraya; R&B Promo.: Ray Smith
 Labels: (Owned) Bach Guild, Cardinal, Everyman Classics, Free Style, Historical Anthology of Music, Nomad, Vanguard, Vanguard Audiophile
 Int'l repts.: Argentina (Microfon), Australia (Astor), Austria (Metronome in Germany), Belgium (Musidisc in France), Brazil (Som), Burma (King in Japan), Canada (Quality), Central America (Dicesa in El Salvador), Colombia (Suentes), Denmark (Sonet/Dans), Ecuador (IFESA), Finland (Sonet in Sweden), France (Musidisc), Germany (Metronome), Greece (CBS), Hong Kong (Shun Cheong), Israel (Eastronics), Italy (Ricordi), Japan (King), Korea—South (King in Japan), Luxembourg (Musidisc in France), Mexico (Gamma), Netherlands (Pop—Precision, Classical—Musidisc), New Zealand (Ode), Norway (Sonet), Philippines (A&W), Portugal (Radio Trunfo), Spain (Hispanovox), Sweden (Sonet), Switzerland (Phonag), Taiwan (King in Japan), UK (Precision), Venezuela (El Palacio de Musica)
 Vanishing Point, see Stacy-Lee
 Vantage Rec'g Co., PO Box 212, Pottstown, Pa. 19464. Tel: (215) 323-6336. Labels: (Owned) Jody, Pic-Vue, Phant. Reco-Flex, Semaphore, Sound of Money, Vantage, Zouvenir
 Varese Int'l, see Varese Sarabande
 Varese Sarabande Recs. Inc., 13006 Satcoy St., North Hollywood, Calif. 91605. Tel: (213) 764-1172. Cable: VARSAR. Telex: 194449. Pres.: Chris Kuchler; Exec. VP: Tom Null; VP: John Sievers; A&R/Special Projects: Scott Holton. (Also see Discwasher)
 Labels: (Owned) Citadel, Varese Sarabande, (distributed) Chalfont, Starlog, That's Entertainment, Varese Int'l
 Varulven Recs. & Dist'n., PO Box 2392, Woburn, Mass. 01888. Tel: (617) 935-3560/5386. Pres.: Joseph Allen Count Vignone; VP: Julianne Fiore; A&R: Joan McNulty, Paul B. Lovell, Joe Tortelli; Promo.: Edward J. Sojka, Ray Guanchetti, Barbara Grant, Jack Daniel, Bruce Bad
 Branch: Arlington, Mass., PO Box 153. Zip: 02174. Tel: (617) 646-7030. A&R: Joan McNulty
 Labels: (Distributed) Arf Arf, Pure & Easy, Spirit
 Int'l rep.: France (New Rose)
 Vault, see Rhino
 Vaya, see Musica Latina
 Vee Jay Int'l Music, 131 E. Magnolia Blvd., Burbank, Calif. 91502. Tel: (213) 849-2469. Pres.: Betty L. Chiappetta; A&R Dir.: Patrick X. Britt
 Labels: (Owned) Dynasty, Epitaph, Oldies 45, Vee Jay, A World of Jazz; (distributed) Catalyst, Studio 7
 Veevo Rec. Co., 54 W. 74 St., Suite 402, New York, N.Y. 10023. Tel: (212) 362-2259. Pres.: Fredric Vonn
 Vegas Recs., PO Box 80032, Ft. Worth, Tex. 76180. Tel: (817) 498-3447. Owner-Pres.: D.M. "Doc" Holliday; Sales Mgr. & Promo.: Sandy Sexton
 Velvet de Puerto Rico Inc., Calle Cerra 627, Santurce, P.R. 00907. Tel: (809) 722-3191, 723-4640
 Labels: (Owned) Velvet; (distributed) Atlas, DC, Disco Sur, Mercurio
 Int'l repts.: Germany (Polydor), Netherlands (Phonogram)
 Venture, Mass., see Rik Timony
 Venture, Tenn., see 50 States
 Venture Recs., 6430 Sunset Blvd., Suite 816, Los Angeles, Calif. 90028. Tel: (213) 462-3162
 Venture Recs., 121 Meadowbrook Dr., Somerville, N.J. 08876. Tel: (201) 359-5110. Pres.: Tony Camillo, Cecile Barker; Gen. Mgr.: Alison Ottman; Prof. Mgr.: Sherman Howe
 Venus, see Happy Beat

Versatile Recs. Ltd., 141 E. 63 St., New York, N.Y. 10021 Tel: (212) 838-6565
 Int'l repts.: Brazil (EMI Odeon), France (Disc'A2), Venezuela (Velvet)
 Verve, see PolyGram & PolyGram Classics
 Verdyisco, see Trend in Calif
 Vercos Recs., 5825 Vine St., Cincinnati, Ohio 45216 Tel: (513) 242-8000. Pres.: Lou Ulelson
 Labels: Papa Lou, Vercos
 Vette Recs., 6262 Hollywood, Hollywood, Calif. 90028 Tel: (213) 462-5466. Vic, see La Val
 Victor, see RCA
 Victor Musical Inds., 9000 Sunset Blvd., Suite 702, Los Angeles, Calif. 90069. Tel: (213) 274-6219. US Rep.: Takashi Misu
 Victrola, see RCA
 Village Recs. Inc., 6325 Guilford Ave., Suite 4, Indianapolis, Ind. 46220 Tel: (317) 255-3116
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 Vintage Rec. Co. Inc., 7901 N. Caldwell Ave., Morton Grove, Ill. 60053 Tel: (312) 967-8775
 Virgin, see CBS
 Virginia Rec. Co., 209 Main St., Fort Lee, N.J. 07024 Tel: (201) 947-3900. Owner: Al Thomas, A&R: Tom Argiro. (Distributed by Johnson Rec. Co.)
 Virgo, see Roulette
 Vision, see Dark Opry
 Vision (Brazil), see Brasilia
 Vista, see Disneyland/Vista
 Vista Int'l Recs., PO Box 120223, Nashville, Tenn. 37212. Tel: (615) 361-3756. Pres.: Elmer Fudpucker; A&R: Mack Vickery, Sales & Promo.: Jim Costa
 Viva Recs., 6255 Sunset Blvd., Suite 1019, Los Angeles, Calif. 90028 Tel: (213) 467-2181. Gen. Mgr.: Don Blocker
 Vocab Inc., 3071 S. Broad St., Chicago, Ill. 60608 Tel: (312) 254-8047. Labels: (Owned) Vocab, Wordcraft
 Vocalion, see MCA
 Vogue, see MMD
 Voice, see General Broadcasting
 Voice Box, see Memphis Mgmt.
 Voice Box Recs., 3935-B Summer Ave., Memphis, Tenn. 38122 Tel: (901) 458-2371. Pres. & A&R Dir.: Mark Blackwood; VP: Cecil Blackwood, Radio & Promo. Dir.: Jerry Goin; Mktg. & Dist'n Dir.: Huston Lamar; Exec. Mgr.: Liz Santoro; Shipping & Mng'g: Willie Jackson
 Vokes Rec. Co., PO Box 12, New Kensington, Pa. 15068. Tel: (412) 335-2775. Pres.: Howard Vokes
 Labels: (Owned) Country Boy, Vokes
 Volare Recs. Inc., PO Box 325, Englewood, N.J. 07631 Tel: (201) 567-7538. Pres.: Clyde Ots, Prod'r.: David Wofford
 Volcano, see Crimson Dynasty
 Volcanus, see Crimson Dynasty
 Volunteer, see General Music in Tex.
 Vox Box, see Moss
 Vox Cum Laude, see Moss
 Vox Singles, see Moss
 Voyager Recs., 3727 Seattle-First Nat'l Bank Bldg., Zip: 98154, 424 35 Ave., Seattle, Wash. 98122. Tel: (206) 623-0110, 323-1112. Owners: Philip L. & Vivian T. Williams; Sales & Mktg.: Vivian T. Williams

W

W A E, see Fred Weinberg
 W A T T Works Inc., Willow, N.Y. 12495. Tel: (914) 688-5373. Owners: Michael Mantler, Carla Bley
 Int'l rep.: Europe (ECM)
 W E A (Brazil), see Brasilia
 W E A Int'l Inc., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 484-7100. Cable: ATCDMUSIC. Telex: 424602. Pres.: Nesuhi Ertegun; Sr. VP Dps.: Jim Caradine; VP Prod. Adm.: Manfred Bormann; A&R Dirs.: Ruby Merjan, Julie Sayres; Press & Pub. Dir.: Tracy Nicholas Bledsoe; Prod. Development Dir.: Jennifer S. Cohen; Video Dps. Mgr.: East Coast: Ahmed Tahir; Order Processing Co-ord.: Greta Schickersky
 Admin. office: Burbank, Calif., 111 N. Hollywood Way. Zip: 91505. Tel: (213) 843-6311. Cable: WEAINTE. Telex: 181242. Exec. VP: Phil Rose; Sr. VP & Treas.: Ken Cooper; Sr. VP & Dir. Asia-Pacific: Keith Bruce; VP Videogram Dir.: Lee Mendell; Comptroller: Craig Cox; EDP Dir.: Bob McCormack; Royalties Dir.: Don Phillips; West Coast A&R Co-ord.: Greg Sage
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 Int'l repts.: Argentina (Interdisc), Barbados (Dynamic Sounds in Jamaica), Central America (Dicesa in Guatemala), Colombia (Sonolux), Czechoslovakia (Supraphon), Denmark (Metronome), Ecuador (Fedisos), Finland (Scandia), Hungary (singles only—Kultura) India (Gramophone), Israel (Gen. Music Co.), Kenya (CBS), Korea (Dasis), Lebanon (Les Fils de Georges Haddad), Nigeria (PolyGram), Norway (Polydor), Peru (El Virrey), Portugal (Radio Trunfo), Switzerland (Musikvertrieb), Thailand (Nite), Turkey (Melodi), Uruguay (Clave), Venezuela (Rodven Discos), West Indies (Dynamic Sounds in Jamaica), Yugoslavia (Suzy), Zambia (Teal), Zimbabwe (Teal)
 W E B C D Recs., 8705 Deanna Dr., Gaithersburg, Md. 20879. Tel: (301) 253-5962. Owner-Pres.: Wayne E. Busbice; VP A&R: John W. Busbice; Sec'y-Treas.: Martha F. Busbice
 W I M, see Crystal
 W M O T Ent's. Inc., 1228 Spruce St., Philadelphia, Pa. 19107. Tel: (215) 985-0606. Telex: 834784. Pres.: Alan Rubens, A&R: Nick Martinelli; Promo.: Reggie Barnes. (Distributed by CBS)
 Branch: Los Angeles, Calif., 8961 Sunset Blvd. Zip: 90069 Tel: (213) 276-9330. Telex: 689557. VP Int'l Sales & Gen. Mgr.: Lennie Hodges; VP Prod. Development & Pub. Dps.: Roger Ringer
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 W W A, see Fred Weinberg
 W X Y Z, see Fauly
 Wagner, see Album Globe
 Wagon Wheel Recs., Box 85, Rt. 1, Georgetown, S.C. 29440. Tel: (803) 546-7139. Pres. & Owner: Jack Redick
 Wahr, see Sounds South
 Bruno Walter Society, see Educational Media & OscoCorp
 Waltner Ent's., 14702 Canterbury, Tustin, Calif. 92680. Tel: (714) 731-2981

Pres. & A&R Dir.: Steve Waltner, Sales & Mktg.: Glenn Erickson, Promo.: Sharon Waltner
 Labels: (Owned) Calico, Daisy
 War Bride, see Solid Smoke & Rounder
 Ware, see Holy Spirit
 Warner Bros. Recs. Inc., 3300 Warner Blvd., Burbank, Calif. 91510. Tel: (213) 846-9090. Bd. Chm. & Pres.: Mo Dstin, Exec. VP: Stan Cornyn; Sr. VP A&R: Lenny Waronker; Sr. VP/Treas.: Murray Griflin; Sr. VP/Mktg.: Russ Thyret; VP Artist Development/Pub.: Bob Regehr; VP Artist Relations: Carl Scott; VP Bus. Affairs: David Berman; VP Nat'l Sales: Lou Denck, VP Int'l: Tom Ruffino; VP & Exec. Prod'r.: Ted Templeman; VP Black Music Mktg.: Tom Draper, VP/Prod. Mgmt.: Clyde Bakken; VP/A&R: Tommy LiPuma; VP/Creative Dir.: Pete Johnson; VP/Creative Servs. & Dps. Dir.: Adam Somers; VP Promo. Dir.: Howard Rosen; Pub. Dir.: Bob Merlis
 Branches: New York, N.Y., 3 E. 54 St. Zip: 10022. Tel: (212) 832-0950 (Admin.). VP/Talent: Bob Krasnow, N.Y. Pub. Opns. Dir.: Liz Beth Rosenberg—Nashville, Tenn., PO Box 121196, 1706 Grand Ave. Zip: 37212. Tel: (615) 327-4503. VP/Country Music Dir.: Andy Wickham; Nashville Dps. Dir.: Frank Jones; Promo. Dir.: Stan Byrd, Artist Relations & Pub. Dir.: Bonnie Russumen
 Distribution branches: See Record & Tape Wholesalers section for listings for Warner/Elektra/Atlantic Corp.
 Int'l branches: see WEA Int'l
 Labels: (Owned) Reprise, Sire, Warner Bros.; (distributed) Bearsville, Dark Horse, ECM, Geffen, Qwest, Warner/Viva
 Int'l repts.: See WEA Int'l
 Warner/Viva, see Warner Bros.
 Warren Rec. Co., 1527 14 St. NW, Washington, D.C. 20005 Tel: (202) 265-2407. Pres.: Dr. C.A. Warren; Exec. VP: Charles H. Montague; VP Sales: Angie M. Bell; Prod'n Mgr.: Rodney Mason; Special Projects Dir.: Betty Wilson, Mac Jackson; A&R: Angus Warren; Promo.: Bertha Rae, M.L. Ruffin; Disco Prod'n: James Davis; Gospel Prod'n: Robert Appletree
 Labels: (Owned) Action, Carwar, Soulin', Warren; (distributed) Bass, Monta, Wet
 Warwick, see East Allegheny
 Washboard, see Sonic Arts
 Waterhouse Recs., 526 Nicollet Mall, Minneapolis, Minn. 55402. Tel: (612) 332-6575. Dps. Dir.: Gary Marx; Nat'l Promo. & Mktg. Dir.: Kevin St. John
 Int'l repts.: Australia (PolyGram), Canada (Attic), Germany (Line, Teldec), Italy (Disco Mavig), Japan (Polydor), New Zealand (PolyGram), UK (BBJ)
 Wave Recs. (div. of Cameo Inc.), 1 Sherman Square, Suite 40B, New York, N.Y. 10023. Tel: (212) 724-0490. Press Officer: David Salidor
 Waylon, see Times Mgmt
 Fred Weinberg Prod'n's Inc., 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 322-5778. Pres. & Chief A&R: Fred Weinberg; VP: J. R. Weinberg; Classical A&R: David Carey Lehman
 Labels: (Owned) FWP, Frejo, WAE, WWA
 Weird World, see TK
 Welch Grape Rec. Co., 991 Dak St., West Barnstable, Mass. 02668 Tel: (617) 362-4908. Pres.: Michael Welch
 Welte Legacy of Piano Treasures, see Recorded Treasures
 Wergo, see Celestial Harmonies
 Westbound Recs. Inc., 19631 W. Eight Mile Rd., Detroit, Mich. 48219. Tel: (313) 255-7640. Pres.: Armen Boladian; Admin. Ass't to Pres.: Hazel Holenquest; A&R: Bernard Mendelson
 Labels: (Owned) Nine, Westbound
 West End Music Inds. Inc., 250 W. 57 St., Suite 1924, New York, N.Y. 10019. Tel: (212) 757-0695
 Labels: (Owned) Ameraba, Spire, West End
 Western News Recs., 595-C Buck, Vacaville, Calif. 95688 Tel: (707) 446-1316
 Western Sound Archive, see Educational Media & Discorp.
 West 54, see Peters Int'l
 West Recs., 6430 Sunset Blvd., Suite 1201, Hollywood, Calif. 90028. Tel: (213) 462-4719. Owner & A&R Dir.: Boots Clements; Gen. Mgr.: Stan Ziperman; Ass't Mgr.: Tarry Peterson; Adv. Gary Kaye. Personnel: Jim McGuckin
 Labels: (Owned) Dynasty, E. Lane, West
 Wet, see Warren
 Wham Bam Recs. (Music Expo Inc.), PO Box 333, Narberth, Pa. 19004 Tel: (215) 667-5118. Pres.: Denny Somach; VP: Richard Somach
 Labels: (Owned) Denrich, Wham Bam
 Whitehorse Recs., 1317 1/2 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 383-6242. Pres.: Jim Bower
 Whitehorse, Va., see Musico
 White Rock Recs. Inc., 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Pres.: Phil Ladd
 Whitfield Recs. Inc., 8425 Melrose, Los Angeles, Calif. 90046. Tel: (213) 652-5850
 Whizeagle Recs., 308 SW Washington, Portland, Ore. 97204. Tel: (503) 226-0088. Owner/Sales Mgr.: Frederick L. Cole; Sec'y: Kathleen A. Cole
 Who's Who in Jazz, see Gemcom
 Wide-World, see Stoneway
 Wildebeest Recs., PO Box 311, Rt. 19 N., Westford, Pa. 15090. Tel: (412) 935-1330. Owner: C.W. Abbott
 Wildwood, see QCA & Wildwood Entertainment
 Wilmac, see Playette
 Marty Wilson Prod'n's Inc., 185 West End Ave., New York, N.Y. 10023 Tel: (212) 580-0255. Cable: DAMSDUND. Pres.: Martin B. Wilson, VP Janet J. Eddy
 Winwin Recs., PO Box 1669, Carlsbad, Calif. 92008 Tel: (714) 729-8406. Owner: Denny Tymmer
 Winchester, see Sounds of Winchester
 Wind, see Celestial Harmonies
 Windham Hill Recs., PO Box 9388, Stanford, Calif. 94305 Tel: (415) 329-0647. Pres.: William Ackerman
 Labels: Lost Lake Arts, Windham Hill
 Windmill, N.Y., see Michele
 Wind Over the Earth Recs. Inc., 1135 Pearl St., Suite 7, Boulder, Colo. 80302. Tel: (303) 443-9822. Pres.: Mickey Houlihan
 Wizard Prod'n's Inc., 2501 S. Ocean Dr., Hollywood, Fla. 33019. Tel: (305) 925-1799. Pres.: Robert S. Taran, Nat'l Sales Mgr.: Geri Taran, Promo. Bur: Compton; A&R: Mike Lewis
 Wizard Recs., 8913 Sunset Blvd., Hollywood, Calif. 90069 Tel: (213) 271-0383. Exec. Dir.: Robie Porter
 Int'l branch: Australia
 Int'l rep.: Australia (EMI)
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 Wonderland, see AA Wonderland
 Wonderland, Pa., see Showroom Communications

(Continued on page 160)

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- A A O Music (ASCAP), 7231 Franklin Ave., Suite 19, Hollywood, Calif 90046 Tel: (213) 876 3588
- A B I/Alexander Brode Inc., 225 W 57 St., New York N.Y. 10019 Tel (212) 586-1674 Cable ALBROMUSIC Pres. Michael Lefferts; VP Dean Street
- A B P Publ'g (ASCAP), 240 Central Park S., New York, N.Y. 10019 Tel (212) 582 7379 Pres. Allen Abdulezer
- A S C Music Co Inc., (ASCAP), 168 Water St., Binghamton, N.Y. 13901 Tel (607) 722 7259 Pres & Gen Mgr. David J. Lebous Branch: New York, N.Y., 7 E. 14 St. Zip 10003
- A T V Music Corp (BMI), 6255 Sunset Blvd., Hollywood, Calif 90028 Tel (213) 462-6933 Branches: New York, N.Y., 888 Seventh Ave Zip: 10019 Tel (212) 977 5680—Nashville, Tenn., 16 Ave S Zip: 37203 Tel (615) 327 2753
- Abel Music Co (BMI), see Spencer Music
- Abe Music Co (SESAC), see MMO
- Abingdon Press, 201 Eighth Ave S., Nashville, Tenn. 37202 Tel (615) 749 6459/6396
- Abkco Music Inc (BMI), 1700 Broadway, New York, N.Y. 10019 Tel (212) 399 0300 Pres. Allen Klein, VP: Joel Silver
- Able Music Inc (BMI), PO Box 387, Oakwood, Va 24631 Tel (703) 935-2886 Pres: Roy John Fuller, Gen Mgr Terry Arrington
- Abnak Music Ents. Inc (BMI), 825 Olive at Ross, Dallas, Tex. 75201 Tel (214) 742 6111.
- Accabonac Music (ASCAP), see Cherry Lane
- Accretive Copyrights (ASCAP), see Doug Moody
- Accumulated Copyrights (BMI), see Doug Moody
- Ackee Music Inc (ASCAP), see Island
- Acoustic Music Inc (BMI), PO Box 1546, Nashville, Tenn. 37202 Tel (615) 242-9198. Pres. Danny Davis Admin'r Nancy Dunne
- Across the Miles Music Publ'g Co (BMI), c/o David J. Steinberg, 818 Widener Bldg., 1339 Chestnut St., Philadelphia, Pa 19107 Tel (215) 564 3880 Pres. William P. Neale, Prof Mgr: Diane Bernstein
- Acuff Rose Publ'ns Inc (BMI), 2510 Franklin Rd., Nashville, Tenn. 37204 Tel (615) 385 3031 Cable ACUFROSE Pres. Wesley H. Rose; VP & Gen Mgr John R. Brown, VP's L. Dean May, Mel Foree, Prof Mgr Ronnie Gant
- Adam Jan Music Ltd., see Rothstein
- Ace Adams Music Co (BMI), PO Box 214, Coop City Sta., Bronx, N.Y. 10475 Tel (212) 379 2593, 434-5233 Pres. Ace Adams
- Adams-Ethridge Publ'g Co (BMI), Kempner St., Galveston, Tex. 77550 Tel (713) 763 8344
- Addi Music (ASCAP), see Paragon/Benson
- Admiration Music Publ'g (BMI), see Brunswick
- Adult Music, see Hilana
- Adventure Music Co (ASCAP), 1201 16 Ave S., Nashville, Tenn. 37212 Tel (615) 320-7287
- Aesthetic Artist Recs (ASCAP) PO Box 144, Mid City Sta. Dayton Ohio 45402 Tel (513) 252-9426 Owner Paul Wayne Beach
- Agape (ASCAP), see Hope
- Agga Music Co Inc (ASCAP), see Fred Ahlert
- Ahab Music Co Inc (BMI), 1707 Grand Ave., Nashville, Tenn. 37212 Tel (615) 327-4629 Pres. Ray Stevens
- Ahlert Burke Corp (ASCAP), see Fred Ahlert
- Fred Ahlert Music Corp (ASCAP), 8150 Wilshire Blvd., Suite 202, Los Angeles, Calif 90048 Tel (213) 651-0471 Pres. Fred E. Ahlert Jr
- Al Bo Music Co (ASCAP), 37 Odell Ave., Yonkers, N.Y. 10701 Tel (914) 969 5673 VP & Gen Mgr: Joe Bolton
- Aldi Music, see Notable
- Aldous Demman Publ'g Ltd., PO Box 1348, Radio City Sta., New York N.Y. 10101 Tel (212) 375 2639, 824 7842 VP Harold Weber, Gen Mgr: Jay Dennis Cohen, Prof Mgr: Jeffrey Wasserman Branches: Sacramento, Calif., 819 F St Zip 95814 Tel (916) 447 8855 Contact James Taylor—Santa Monica, Calif., 3250 Ocean Park Blvd., Suite 100 Zip 90405—Cleveland, Ohio, 2255 E 89 St Zip 44106 Tel (216) 861 2092 Contact John Kellogg
- Aletha Jane Music (ASCAP), PO Box 4740, Nashville, Tenn. 37216 Tel (615) 865-2649 Pres. Wade Curtiss
- Alexandria House Inc (ASCAP), PO Box 300 Alexandria, Ind. 46001 Tel (317) 724 4438 Pres. Robert G. Rist, VP Jeff Friend, Sales Mgr Randy Vader
- Alexis Music Inc (ASCAP), see Lee Magid
- Alfa Music Group 1015 Fairfax Ave., Los Angeles, Calif 90046 Tel (213) 654 1100 Cable ALFA. Pres. Lorne Saifer
- Alfred Publ'g Co Inc (ASCAP), 15335 Morrison St. Sherman Oaks Calif 91403 Tel (213) 995 8811
- Algee Music Corp (BMI), see Al Gallico
- Al Ben Music (BMI), see Shanny Zach
- Alma Music Publ'g, 9937 Raviner Ave. S., Seattle, Wash 98118 Tel (206) 447 1696 Pres. Paul Speer
- Aljoni Music Co (BMI), PO Box 18918, Los Angeles, Calif 90018 Tel (313) 935 7277 Owner Al Hall Jr
- Alkatraz Corner Music Co (BMI) PO Box 3316 San Francisco Calif 94119 Mng Dir Bili Belmont, Dir Joe McDonald
- Alkazu Music (BMI), PO Box 1267, El Cerrito, Calif 94530
- Al Kris Music (BMI), PO Box 4185, Youngstown, Ohio 44515 Tel (216) 793 7295 Owner Richard M. Hahn
- Allegre (ASCAP), see Doug Moody
- Allied Artists Music Co Inc (ASCAP), 15 Columbus Circle, New York, N.Y. 10023 Tel (212) 541 9200 Cable ALLARTINT.
- Allmusic Inc. (ASCAP), see Acoustic
- All Night (BMI), c/o Odyssey Prodn's Inc., PO Box 120384 Acklen Sta Nashville, Tenn. 37212, Tel: (615) 327 9301 Pres. Paul Whitehead
- Al-Mc Music (BMI), see Skinny Zach
- Almo Music Corp., see Rondor
- Alotagoodmusic Inc., see Buttermilk Sky
- Alpha Film Music (BMI), see Alpha Music
- Alpha Music Inc (BMI), 40 E. 49 St., New York, N.Y. 10017 Tel (212) 753 3234 Pres. Michael Nurko, VP A. Vander Molen
- Alpha-Robinson (ASCAP), 19176 Mitchell, Detroit, Mich 48234 Tel: (313) 893 9370 Pres. Juanita Robinson, Gen Mgr Sandra Gibby, Prof. Mgr Jay Jackson
- Alrhond (BMI), see Tree
- AlRuby Music Inc (ASCAP), 8515 Hollywood Blvd., Hollywood, Calif. 90069 Tel (213) 654 3760
- Alshire Publ'g Cos., PO Box 7107, Zip 91505, 1015 Isabel St., Burbank, Calif 91502 Tel (213) 849-4671 Telex (910) 498-2759 Cable BUDD-SOUND Pres. Al Sherman, Gen. Mgr. Freda Gross.
- Al's Written Music Publ'ns (BMI), 1313 Washington, Parsons, Kan 67357 Tel (316) 421 1666 Pres. C.H. Monday, Gen & Prof Mgr Albert H Monday
- Altam Music Corp (BMI), see Al Gallico
- Alternatives In American Music (ASCAP), PO Box 6127, Albany, Calif 94706 Tel (415) 527-3606 Gen Mgr George M'Leely
- Altman & Greenberg, 1650 Broadway, Rm 701, New York, N.Y. 10019 Tel (212) 586 0240, Co Pres. Al Altman, Stu Greenberg
- Alua Music, see E.J. Guren
- Alvera Publ'g Co (BMI), PO Box 9304, Tulsa, Okla. 74107 Tel (918) 242-3303 Pres & Gen Mgr Al Clauser, Prof Mgr Vera Clauser
- Always Write Music, see Tuff Turkey
- Amachrist Music (ASCAP), see Funky but
- Amadeo-Bro Music (ASCAP, BMI), see Funky but
- Amalgamated Tulip Corp (BMI) (div of Saturn Inds. Inc.), 117 W Rockland Rd., Libertyville, Ill. 60048 Tel (312) 362-4060 Pres. Perry H. Johnson, Prof Mgr Rick Johnson, Admin Mgr Missy Herion
- Amalsa (ASCAP), 3929 46 St., Sunnyside, N.Y. 11104 Tel (212) 361-2582 Pres. Charles Lucy, Prof Mgr Robert Lee Martin.
- Amber Pass Music Inc (ASCAP), see Big Seven
- Amber Ways Music (ASCAP), see Americus Music
- American Broadcasting Music Inc (ASCAP), 1330 Ave. of the Americas, New York, N.Y. 10019 Tel (212) 887-4355 Dir. Ronald Schubert.
- American Composers Alliance (BMI), 170 W 74 St., New York, N.Y. 10023 Tel (212) 362-8900.
- American Cowboy Music Co (BMI), 14 Music Circle E., Nashville, Tenn. 37203, Tel: (615) 256-8812 Gen & Prof Mgr: William G. Hall, (Administered worldwide excluding US & Canada by Cherry Lane)
- American Dream (ASCAP), 1407 Broadway, New York, N.Y. 10018 Tel (212) 354-1990
- American Entertainment General, 8730 Sunset Blvd., Suite 503, Hollywood, Calif 90069 Tel (213) 652 1230 Pres. Christian Johnson, Prof Mgr John Diego.
- American Heritage Music Corp (BMI), 1208 Everett St., Caldwell, Idaho 83605 Tel: (208) 459-7382, Pres. Gen & Prof Mgr Loyd J. Wanzer
- American Rainbird Music (ASCAP), c/o Morning Music USA, PO Box 120478, Nashville, Tenn. 37212
- Home office: Australia
- American World-Wide Sounds & Music Inc., PO Box 374, Fairview, N.J. 07022 Tel: (201) 941-3987, Pres. Linwood M. Simon
- Americus Music (ASCAP), PO Box 314, Hendersonville, Tenn. 37075 Tel (615) 822-5511 Pres. Donald L. Riss
- Amestoy Music (BMI), 117 N. Las Palmas Ave., Los Angeles, Calif 90004 Tel: (213) 938-5482 Pres. Albert Marx; Prof Mgr: Pat Nickerson
- Amigo Music Publishing Co. (ASCAP), 6137 N. Sixth St., Philadelphia, Pa 19120 Tel: (215) 548-4038 Pres. Ray Karol
- Amiron Music (ASCAP), 20531 Plummer St., Chatsworth, Calif 91311 Tel (213) 998-0443 Pres & Gen Mgr A.E. Sullivan
- Ananga Ranga Music (BMI), see Budd.
- Anatom Music (BMI), see Vincent Montana Jr
- Ancora Publ'g, 2439 S. Dorsey, Tempe, Ariz 85282 Tel. (602) 966-7764 Owner & Mgr. Y. Val Michael
- Andgold Music Publ'g (BMI), see OAS Music Publ'g
- Andrade Publ'g Co (BMI), PO Drawer 520, Stafford, Tex. 77477 Mgr Daniel Andrade
- Andrea Music Co (SESAC), 925 N Third St., Philadelphia, Pa 19123 Tel (215) 627-2277
- Andustin Music (ASCAP), PO Box 669, Woodstock, N.Y. 12498 Tel (914) 679-6069 Pres. Harris Goldberg, Dir. Tim Moore, Johanan Vigoda, Prof Mgr Lionel Conway (Administered in US & Canada by Ackee/Island Music)
- Andysongs (BMI), see Bing, Bing, Bing
- Johnny Angel Music (BMI), PO Box 3770, Grand Central Sta., New York, N.Y. 10017 Tel (212) 549-0502 Owner & Pres. John Clark
- Angel Shell Music, see Mighty Twins
- Angel Wing Music (ASCAP), see Southern Writers Group
- Johnny Angle Publ'g (BMI), 1772 Hamilton Blvd., Jackson, Miss 39213 Tel (601) 362 9172 Owner & Pres: Johnny Angle
- Anitya Publ'g (ASCAP), 4810 SW 69 Ave., Miami, Fla 33155 Tel (305) 665 5701 Telex 519739 Pres. Rich Piccolo
- Anlon Music Co (ASCAP)—Owner Andy Badale—see Pavanne
- Annetra Music (BMI), PO Box 40364, Nashville, Tenn. 37204 Tel (615) 297 8076, Pres: Ann J. Morton, Gen. Mgr.: Larry Morton, Prof. Mgr.: Au brey Kelly
- Annie Over Music (ASCAP), see Bobby Fischer
- Annuut Music Ltd (ASCAP), 2933 River Rd., Croydon, Pa 18020 Tel (215) 785-1541
- Anode Music Publ'g (BMI), PO Box 11967, Houston, Tex. 77016 Tel (713) 694 2971, Pres. Freddie Kober; Gen Mgr. Claudia Kober
- Anteresgo Music (BMI), see Jamie
- Chuck Anthony Music Inc (BMI), PO Box 879, Altamonte Springs, Fla 32701 Tel (305) 869-7300, Pres. Chuck Anthony, Prof Mgr. Randy Irwin
- Antasia Music Inc (ASCAP), 1650 Broadway, Suite 1001, New York, N.Y. 10019 Tel: (212) 489-7555 Telex: 654781, Pres. Ralph MacDonald, VP William Salter, Gen. Mgr. Kirk Fancher; Prof Mgr: William Eaton.
- Any Production Inc (ASCAP), 2118 W 12 St., Santa Ana, Calif. 92703 Tel (714) 836-1760 Pres. Craig A. Kitchens
- Apex Music Publ'ns (BMI), 19146 Twigg Ln., Cupertino, Calif 95014 Tel (408) 252 1580 Pres & Gen Mgr E.F. Moss, Prof Mgr Vaudys E. Moss
- Branch: Melbourne, Fla., 4290 Sherwood Blvd Zip 32935 Tel (305) 254-9286, Chief Exec. Harvey P. Moss
- Apon Publ'g Co (ASCAP), PO Box 3082, Steiny Sta., Long Island City N.Y. 11103 Tel: (212) 721-5599, Cable: APONRECS Pres: Andrew M. Poncic, Gen & Prof Mgr: Dana I. Mychaljow
- Appalshop Inc (BMI), PO Box 743, 118 Main St., Whitesburg, Ky 41858
- Mike Appel Prod'ns Inc. (ASCAP, BMI), 330 E. 39 St., Penthouse H, New York, N.Y. 10016, Tel: (212) 876-7775 Pres. Mike Appel; Opns. Dir. Robert L. Martin, Creative Dir.: Arnold Ahlert
- Apple-Glass Music (BMI) (div of American Music Co.), PO Box 8604, Madison, Wis. 53708, Tel. (608) 251-2000 Prof Mgr Daniel W. Miller
- Apple River Music (BMI), Rt. 1, Somerset, Wis. 54025 Tel (715) 247-5192 Pres. David Anthony; Gen. Mgr.: Pat Wächter; Prof Mgr: Denny Johnson
- Branch: Minneapolis, Minn., 6724 Camden Ave. N. Zip: 55430 Tel: (612) 566-6454
- April/Blackwood Music Inc., 1350 Ave. of the Americas, 23rd fl., New York, N.Y. 10019, Tel (212) 975-4886
- Branches: Century City, Calif., 1801 Century Park W Zip 90067, Tel (213) 556-4780—Nashville, Tenn., 31 Music Square W Zip: 37203 Tel (615) 329-2374
- Aqua Music Publ'g (ASCAP), see Sure Music
- Aquarius Music Ltd. (ASCAP), 23 Candy Ln., Roslyn Heights, N.Y. 11577 Tel: (516) 484-1639 Pres & Prof Mgr Arnold H. Goldstein
- Arat Music (BMI), see Music Music
- Arcade Music (ASCAP), see Sulzer & Valleybrook
- Archway Publ'g (BMI), see Marlena Music
- Arc Music Corp (BMI), see Goodman Group
- Ardavan Music (ASCAP), PO Box 2512, Hollywood, Calif 90028 Tel: (213) 464-8163, Pres: Ardrie Bryant; Gen Mgr: Anne Bryant; Prof Mgr: David P. Bryant
- Argyle Music (ASCAP), see Spina
- Arsav Music Inc., see Savgos
- Arista Music Publ'g Group, 8304 Beverly Blvd., Los Angeles, Calif 90048 Tel: (213) 852-0771, Cable: INMUSIC Telex 674999, Chief Operating Officer: Billy Meshel, Gen. Prof Mgr. Linda Blum; Copyright Mgr. Judy Hicks, Prof. Mgr. Tom Sturges, Admin. Asst. & Assoc. Prof Mgr. Judy Stakke
- Branch: New York, N.Y., 6 W 57 St Zip 10019 Tel: (212) 489 7400 Prof Mgr. Steve Sussman.
- Aristos Music (BMI), PO Box 184, Chapel Hill, N.C. 27514, Tel (919) 967 6666 Pres: David L. Robert
- Ark Of Glens Music (ASCAP), PO Box 19215A, Los Angeles, Calif 90019 Tel (213) 737 6196 Pres: Tommy Colbert.
- Arlo Publ'g & Records Publ'g (ASCAP), 7635 Telephone Rd., LeRoy, N.Y. 14482, Tel: (716) 584-3040 Pres: Kenneth Bearce; Gen. Mgr. James Bearce, Prof Mgr: Jill D. Welzel.
- Arpell/Pinelas Music Publ'g (ASCAP, BMI) (a Rogue Entertainment Co.), PO Box 568, Woodland Hills, Calif. 91365 Tel: (213) 992-4922, Pres. Ron Hitchcock, Prof. Mgr.: Ben Rodgers.
- Art Audio Publ'g Co (BMI), 9706 Cameron St., Detroit, Mich 48211 Tel (313) 893-3406 Pres. Albert M. Leigh; Gen & Prof Mgr. Dolores M. Leigh. Local branch: 12080 Moenart St. Zip: 48212.
- Artesia Inc (BMI) see RMS Triad
- Artist's House Inc (BMI), see RMS Triad
- Artson Music (BMI), see Prophecy.
- Artsongs Publ'g (ASCAP), PO Box 15032, Fort Lauderdale, Fla 33318 Tel

(305) 584 1904 Pres Harold E Doane, Exec VP Vivian P Doane
Ashley Publ's Inc (BMI), 263 Veterans Blvd., Carlstadt, N.J. 07072 Tel
(201) 935 1113

Ash Valley Music Inc (ASCAP), 1609 Roy Acuff Place, Nashville, Tenn
37203 Tel (615) 244 1060 Pres Owen Bradley, Gen Mgr Harold
Bradley, Prof Mgr Cecile Light

Astlomar Music (ASCAP) (div of RBR Communications Inc), 43 W 61 St.,
New York, N.Y. 10023 Tel (212) 757 8805 Co-Pres Richard Bradley,
Bill Radics, Prof & Creative Mgr Ron Bengel (Distributed by Bradley
Publ's)

Associated Music Publ's Inc (sub of G Schirmer Inc) (BMI), 866 Third
Ave., New York, N.Y. 10022 Tel (212) 935 5100

Assorted Music, see Mighty Three

Astronette Publ'g Co (BMI), 2037 Alvarado Dr NE, Albuquerque, N.M.
87110, Tel (505) 268 8405 Pres, Gen & Prof Mgr A Medley

Athos Music Co. (BMI), RR 1, Carney, Mich. 49812 Owner Conrad Haidu.

Athos Music (BMI), 4050 Buckingham Rd., No. 1, Los Angeles, Calif 90008
Tel (213) 290 2262 Pres James Earl Jackson, Gen Mgr John E
White, Prof Mgr Ezell Smith

Atlantic Music Corp (BMI), see Criterion

Al Last Publ'g Co., see Marzique

Attago Music (BMI), PO Box 8289, 400 Gallatin Rd., Nashville Tenn 37207
Tel (615) 226 5141 Pres John T Hill

Aucun Mgmt Inc (BMI, ASCAP), 645 Madison Ave., New York, N.Y. 10022.
Tel (212) 828 8800 Telex 236139 Pres. William Aucun

Audible Music Publ'g Co (ASCAP), 1802 Ocean Pkwy., Suite 2 A, Brooklyn,
N.Y. 11223 Tel (212) 627 8499 Pres & Gen Mgr Cosmos Ohms, VP &
Prof Mgr Ossa Tooner

Audgram Music (BMI) (div of Audgram Inc.), 3501 Belmont Blvd., Nash-
ville, Tenn 37215 Tel (615) 383 8318

Audio Arts Publ'g Co (ASCAP), 5617 Melrose Ave., Los Angeles, Calif
90038 Tel (213) 461 3507 Owner, Pres., Gen & Prof Mgr. Madelon
Baker

Augsburg Publ'g House (SESAC), Box 1209, Zip 55440, 426 S Fifth St.,
Minneapolis, Minn 55415 Tel (612) 330 3300 Pres & Gen Mgr Al
bert E Anderson, Music Sales Mgr William O Bliss

Branches: Los Angeles, Calif., 3224 Beverly Blvd Zip 90057 Tel (213)
386 3722-Columbus, Ohio, 57 E Main St Zip 43215 Tel (614) 221-
7411-Seattle, Wash., 2001 Third Ave Zip 98121 Tel (206) 624 0244

August Music, 2427 N Janssen, Chicago, Ill 60614, Tel (312) 975-5840
Owner George Kapoulas

Aulos Music Publ's, PO Box 54, Montgomery, N.Y. 12549 Tel (914) 692
6270 Ed Robert A. Carabina, Publ's Dir Howard M Feldsher

Aura Love Publ'g (BMI), PO Box 553, Casselberry, Fla 32707 Tel (305)
331 4453 Pres Terry R Brooks

Auspe Music (ASCAP), 12188 Laurel Terrace Dr., Studio City, Calif 91604
Tel (213) 877 1078 Owner & Pres Jules Chaikin

Autograph Music (BMI), 601 E Blackledge Dr., Tucson, Ariz 85705 Tel
(602) 882-9016 Pres Joe Bidwell, Prof Mgr. Erin Brooks

Frankie Avalon Music (BMI), see Fricon Entertainment

Avilo Music (BMI), see Oliva

Avir Music Inc (BMI), see Riva Music Publ'g Group

Azinda Publ's (BMI) (div of Star Song Recs.), 2460 Spring Lake Dr., Mar-
tetta, Ga 30062 Tel (404) 973 1170 Pres Tim McCabe

B

B A S Music Publ'g (ASCAP), PO Box 25239, 5925 Kirby Dr., Suite 226,
Houston, Tex. 77005 Tel (713) 522-2713 Pres, Gen & Prof. Mgr. Shel
ton Bissell

B C Ents. of Memphis Inc (BMI), 726 E. McLemore, Memphis, Tenn 38106
Tel (901) 947 2553, Pres Bob Catron Jr., VP & Adm'n Ass't Byron Cat-
ron, VP Claudette Catron, Gen Mgr. Mary Ann Royston.

B D K Music Inc (BMI), see Winghamam

B L & H Music Corp. (ASCAP), see H B Webman

Babcock North Music (BMI), 4414 Centerville, Suite 135, San Antonio, Tex
78228 Tel (512) 734 7785 Pres & Gen Mgr Max Gardner, Prof Mgr
Beverly Bayres

Baby Tate Music Corp (BMI), Drawer AB, Rosendale, N.Y. 12472 Tel (914)
687-9573, Pres Peter B Lowry

Bad Duke Music Inc (BMI), see A Schroeder

Bad Bird Music Inc. (ASCAP), PO Box 5488, Santa Monica, Calif 90405 Tel
(213) 827-0957 Pres. & Gen Mgr. David R. Norris, Prof Mgr Joe L.
Norris Jr

Baggins Music (BMI), see Prophecy

Bainbridge Music Co (BMI), see Burdette

BanString Music (ASCAP), see Cheavoria

Bai & Bai Music Publ'g Co (ASCAP), 511 Berkshire Ave., La Canada, Calif
91011 Tel (213) 790 1242 Pres Adrian Bal.

Bamboo Music, see Over The Rainbow

Band-Log Music Corp., 211 W 56 St., Suite 22A, New York, N.Y. 10019

Band of Angels Inc. (BMI), 1420 K St. NW, Suite 400, Washington, O.C
20005 Tel (202) 347 1420 Pres Russell Timmons Jr., Gen Mgr.: Yo-
landa McFarlane.

Banjar Publ's Inc (ASCAP), Box 32164, 7440 University Ave NE, Min-
neapolis, Minn 55433 Tel (612) 755-9829, Pres LeRoy Larson

Baradat Music (BMI), 1384 E Sequoia, Tulare, Calif, 93274, Tel: (209) 686-
2533 Owner & Pres Raymond A Baradat, Gen Mgr John Keith, Prof
Mgr. Sandra Santiago.

Baray Music Inc. (BMI), 49 Music Square E., Nashville, Tenn 37203 Tel
(615) 329-1323 Pres & Gen Mgr. Ray Baker, VP & Prof Mgr: Barbara D
Baker

Barbo Music (SESAC), see Brunswick

Barcam Music (BMI), see Camillo-Barker

Barney Music (BMI), see Blanchrux.

C L Barnhouse Co (SESAC), 110 B Ave., Oskaloosa, Iowa 52577 Tel (515)
673-8397 Pres C L Barnhouse III, Gen Mgr Robert Barnhouse

Bar None (BMI), see Picasso

M Baron Co Inc., PO Box 149, Oyster Bay, N.Y. 11771 Pres Virginia
Baron

Dense Barry Music (ASCAP), see Buddy Music & Bug Music Group

Jock Bartley Music (ASCAP), see Don Williams.

Earl Barton Music Inc (BMI), 1121 S Glenstone, Springfield, Mo 65804
Tel (417) 869-6379 Pres & Gen Mgr. E.E. Suman Jr., Prof Mgr Scott
F Suman (Licensed through Publishers' Licensing Corp.)

Barton Music Corp (ASCAP), 9220 Sunset Blvd., Los Angeles, Calif 90069
Tel (213) 273-3590 Pres. Paula Sanicola, Gen & Prof Mgr Eddie
Shaw

Baruth Music (ASCAP) (div of Baruth Prod's Inc.), 8033 Sunset Blvd.,
Suite 101, Hollywood, Calif 90046 Tel: (213) 650-0060, Pres Jhon Ba-
ruth, Gen Mgr Dan Baruth, Prof Mgr Jan Baruth

Branch: Cleveland, Ohio, 3628 W 159 St Zip 44111 Tel (216) 476
1694 Chief Exec Sed McCarrett

Bass Clef Music, 141 South Ave., Fanwood, N.J. 07023 Tel (201) 322 6226

Bathurst Music (BMI), see Morning Music

Batish Rec'g Ent's, 1310 Mission St., Santa Cruz, Calif 95060 Tel (408)
423-1699 VP Mktg Ashwin Batish

David Baiteau Music (ASCAP), see MuzMo

Mei Bay Publ's, 4 Industrial Dr., PacifiCo, Mo 63069 Tel (314) 257-3970
Pres. Mel Bay

Alph Baze Music (BMI), 7419 Clybourn Ave., Sun Valley, Calif 91352 Tel
(213) 765 2774 Pres Raymond Jaramillo, Gen Mgr. Ray Soular, Prof
Mgr. Chris Soular

Beachcomber Music (BMI)—Pres Dave Smith—see Dawn Prod's

Beacon Music (SESAC), see Lilenas

Beagle Publ'g Co (ASCAP), 348 E Lake Rd, Canandaigua, N.Y. 14424 Tel
(716) 394-8919 Contact: Craig Dayton

Beauce Publ'g, see Arlo

Beau-Di Music Inc (BMI), see Beau Jim

Beau Jim Music Inc (ASCAP), 10201 Harwin, Suite 2206, Houston Tex
77036 Tel (713) 771 6256

Beautiful Day Music (BMI), 15 Glenly N., Brookville, N.Y. 11545, 22240
Schoenborn St., Canoga Park, Calif 91304 Tel (N.Y.) (516) 226 9504,
(Calif.) (213) 883-4865 Co-Pres Thomas R Ingegno (N.Y.), Michael H
French (Calif.) (Administered by Great People Music)

Beaver Music Publ'g Corp (ASCAP), see H B Webman

Beckenhorst Press Inc (ASCAP), PO Box 14273, Columbus, Oh o 43214 Tel
(614) 268-3010 Pres John Ness Beck, Exec. Sec'y John H Muschick

Becket Music Publ'g Co Ltd (ASCAP) see Big Seven

Becks Pond Music (BMI), see White Clay Prod's

Bee/Alexander Profs., 1100 Glendon Ave., Suite 2129, Los Angeles, Calif
90024 Tel (213) 478-9871 Pres Jimmy Bee, Gen & Prof Mgr Morey
Alexander

Bee Cool Music Co (BMI)—Pres Gilda Woods—see Jame.

Beechmont Music Publ'g Corp (BMI), see H B Webman

Beechwood Music Corp (BMI), 6255 Sunset Blvd., Hollywood, Calif 90028
Tel (213) 469-8371 Pres Lester Sill, VP & Prof Activist ex Dir Paul
Tannen

Branches: New York, N.Y., 1370 Ave of the Americas Zip 10019 Tel
(212) 489 6740—Nashville, Tenn., 1207 16 Ave S Zip 37212 Tel (615)
320-7700, Gen Mgr Charlie Feldman

Bee/Mor Music (BMI), see Bee/Alexander

Beethoven Music Co (ASCAP), see Harrison

Bee Two (BMI), see Richard Kaye

Beez Weez Music (BMI), 888 Seventh Ave., New York, N.Y. 10106 Tel
(212) 757 1100 Pres. Ben Adkins, Gen & Prof Mgr Louise West

Belchock Levine & Hoffman, 565 Fifth Ave., New York, N.Y. 10017 Tel (212)
490-0400 Cable TELHOFFLAW, Telex 422046

Belfast Music (BMI), see Duce

Bellboy Music, see Mighty Three

Bellhouse Music, see Mighty Three

Rochy Bell Music (BMI), see White Cat

Belmont Music Publ's (ASCAP), PO Box 49951, Los Angeles, Calif 90049
Tel (213) 472 2557 Cable BELMUSIC Pres. Lawrence A Schoenberg,
Gen Mgr. Anne E Wirth

Belton Music Inc. (ASCAP), see Drake Music Group

Belwin-Mills Publ'g Corp (ASCAP), 1776 Broadway, New York, N.Y. 10019
Tel (212) 245-1100 Cable BELMILPUB Telex 423665 Pres. Martin
Winkler, VP & Gen Mgr Burton L. Litwin.

Branch: Melville, N.Y., Printed Product Sales Div., 25 Oeston Dr Zip
11747 Tel (516) 293-3400 Telex 423665

Bendig Music Corp (BMI), see Fermata Int'l

Quint Benedetti Music (ASCAP), PO Box 2388, Toluca Lake, Calif 91602
Tel (213) 985-8284 Pres. & Prof Mgr Quint Benedetti

Benfel Music (BMI), 10th & Parker Sts., Berkeley, Calif 94710 Tel (415)
549-2500, Mgr Paul Zaentz.

Phil Bennett Music Co (ASCAP), 1 E 42 St., New York, N.Y. 10017 Tel
(212) 682-2539.

John T Benson Publ'g Co. Inc. (ASCAP), see Paragon/Benson.

Berdo Music (BMI), PO Box 8875, Universal City, Calif 91608 Tel (213)
462-4719 Pres. Boots Clements, Prof Mgr. Jim McGuckin

Berkeley Cooperative Publ's, PO Box 158, Alderpoint, Calif 95411 Tel
(707) 926 5312, Mgr E O Denson.

Hal Bernard Ent's. Inc. see listing under "H"

Bern Doubt Music (BMI), see Richard Kaye.

M Bernstein Music Publ'g Co. (ASCAP), 2122-D S Victor St., Aurora, Colo
80014 Tel (303) 755-0093/2546 Pres Morris Bernstein; VP Richard
J Bernstein. Local branch: 1642 S. Parker Rd., Suite 307, Denver 80231

Berry Lo Music (ASCAP), 7046 Hollywood Blvd., No 410, Hollywood, Calif
90028 Tel (213) 462 0502 Owner, Pres & Prof Mgr Harry Gordon,
Gen Mgr Linda Gordon

John Berthelot & Assocs (ASCAP), PO Box 13977, New Orleans, La 70185
Tel (504) 482-4211, Pres John Berthelot

Beserley, 2054 University Ave., Suite 400, Berkeley, Calif 94704 Tel
(415) 848-6701.

Betdolph Music, see Notable.

Beth-Ann Music Co (ASCAP), 615 Baldwin Ln., Wilmington, Del 19803 Tel
(302) 762-2410 Pres. Albert G Teoli, Prof Mgr Beth Teoli

Beth Ridge Music Co (BMI), see Chartbound

Better-Half Music Co (ASCAP), 1894 N Stanley Ave., Hollywood, Calif
90046 Tel: (213) 874 1707

Bexley Publ'g Co. (BMI), 3333 Scenic Hwy., Memphis, Tenn 38128 Tel
(901) 386-8102 Pres & Prof Mgr Cordell Jackson, Gen Mgr Mariopol
Gray

Bibo Music Publ's Inc (ASCAP), see Wek Music Group

Bi Circle Music (BMI), see Gopam

The Bicycle Music Co., 8756 Hollywood Dr., Los Angeles, Calif 90069 Tel
(213) 659-6361 Cable BICYCLE Pres David Rosner

Johnny Binstock Music (BMI), 1619 Broadway, New York, N.Y. 10019 Tel
(212) 489 8170

Big A Music Inc. (ASCAP), see A Schroeder

Big Elk Music (ASCAP), see Don Williams

Big Gun Music (ASCAP), see Rokklob

Big Heart Music Inc (BMI), 9454 Wilshire Blvd., Beverly Hills, Calif 90212
Tel (213) 273 7020 Gen & Prof Mgr. Randy Bash

Big Hurry Music Co. Inc (ASCAP), 321 Commercial Ave., Palisades Park, N J
07650 Tel (201) 224-8000 Pres Alfred Haber

Big Island Music (ASCAP), 5723 Star Ln., Woodland Hills, Calif 91367 Tel
(213) 888-0656, Pres Stan Zapka

Big Kahuna Music (BMI), 663 Watson, Memphis, Tenn 38111 Tel (901)
454-9760, Pres Philip Rauls.

Big Mike Music (BMI), 408 W 115 St., Suite 2W, New York, N.Y. 10025 Tel
(212) 222 8715 Cable BIGMIKE, Pres William H Downs, Gen Mgr.

Dolly Gilmore, Prof Mgr Carl Palmer

Big Music (BMI) (div of Trod Nossel Artists), 10 George St., Wallingford,
Conn 06492 Tel (203) 269-4465 Pres. Thomas Cavalier, Gen & Publ'g
Mgr. Edythe L. Mercier.

Big Seven Music Corp (BMI), 1790 Broadway, New York, N.Y. 10019 Tel
(212) 582-4267 Cable ROULREC Telex 422573 Pres Morris Levy, VP,
Gen & Prof Mgr Phil Kahle.

Big Shoe Publ'g Co. (BMI), 1011 Fountain Rd., Jacksonville, Fla. 32205, Tel.
(904) 781 4311 Pres. Bruce Beard.

Big Sky Music (ASCAP), see Special Rider

Big State Music Publ'g (BMI), 1311 Candlelight Ave., Duncanville, Tex.
75137 Tel (214) 298-9576 Pres: Paul S. Ketter

Big Swan Publ'g Co (BMI), 156 Drakes Ln., Summertown, Tenn. 38483 Tel
(615) 964 2286, Pres Michael Tassone, Gen. Mgr. Robert Holzapfel

Big Swing Publ'g (BMI), 230 W Commerce, Oklahoma City, Okla 73109
Tel (405) 235 3500

Byjoo Ridge Music, PO Box 476, First & Montana Sts., Wakonda, S.D. 57073
Tel: (605) 267-2859 Owner Douglas Sharples.

Bido Music (ASCAP), see Big Mike

Billetdoux Music Publ'g (BMI), PO Box 11960, Chicago, Ill. 60611, Tel:
(312) 561-0027, Pres. Clifford Rubin; Gen. Mgr. Cynthia Winston, Prof.
Mgr Nancy Rubin

Bing, Bing, Bing Music (ASCAP), 8 Pasture Ln., Roslyn Heights, N.Y. 11577.
Tel (516) 621-4307 Pres Andy Marvel.

Biograph Recs Inc (ASCAP), 16 River St., Chatham, N.Y. 12037 Tel (518)
392 3400 Cable BIOGRAPH Pres: Arnold S. Caplin.

Birch Island Music Press (ASCAP), see C.L. Barnhouse.

Birch Tree Group Ltd. (ASCAP, SESAC), Box 2072, Princeton, N.J. 08540
Tel: (609) 896-1411 Telex (510) 685-9330, Pres. David K. Sengstack

Bird Seed Music (BMI), 946 N Hudson Ave., Chicago, Ill. 60614, Tel (312)
787-6060, Pres. (Mr.) Robin McBride.

Birthday Music Inc. (BMI), see Music Music Music.

Birthday Music (ASCAP), 3101 S. Western Ave., Los Angeles, Calif. 90018
Tel (213) 731-2460, 258-8011, Pres.: Byron Spears; Prof. Mgr.: Le Roy
C Lovett Jr.

Bisnar Music Publ'g (BMI), PO Box 23261, Nashville, Tenn. 37202, Tel:
(615) 361 7058 Pres Ed Bisar III.

Branch: El Sobrante, Calif., 3449 San Pablo Dam Rd Zip 94803 Tel
(415) 222 0385, Gen Mgr. Dennis DeSilva.

Bivens Music (BMI), PO Box 1628, Elizabeth City, N.C. 27909, Tel (919)
232-2703, Pres. Ernie Bivens; Prof Mgrs.: Ernie Bivens, Vince Chory.

Branch: Mayoch, N.C., Rt. 2, Box 236, Zip 27958

Black Coffee Music Inc (BMI), see Prophecy

Blackheart Music (BMI), PO Box 15856, St. Louis, Mo. 63114, Tel: (314)
427-4080, Pres: Robert Schoenfeld

Black Note Music (ASCAP), see Funky but

Black Stallion Country Publ's (BMI), PO Box 2250, Culver City, Calif.
90230 Tel (213) 744-9280, Pres Kenn Kingsbury.

Black Tent Music (BMI), see Bug Music.

Black Thunder Music Inc. (SESAC), see Blendingwell

Blackwood Music, see Memphis Mgmt

R W Blackwood Music, see Memphis Mgmt

Blanchrux Music (BMI), 160 W. 71 St., New York, N.Y. 10023 Tel (212) 873-
2020 Office Mgr. Renee Steele.

Blanding Publ'g Co (BMI), PO Box 162, Provo, Utah 84603, Tel: (801) 374
5276, Pres. Stan Bronson, VP: Milt Fletcher.

Blecker Street Music (BMI), see Katch Narz

Blendingwell Music Inc. (ASCAP), 488 Madison Ave., New York, N.Y. 10022.
Tel: (212) 752-3033 Cable PHILKURN, Telex 234128 Pres: Philip S.
Kurnit, VP's: Terry Cashman, Tommy West (Administered by Publishers
Licensing Corp.)

Branch: Nashville, Tenn., 812 19 Ave S Zip 37203 Tel (615) 329-
9282 Prof. Mgr. Karen Conrad

Blind Basement Music (BMI), PO Box 7688, Silver Spring, Md 20907 Wash
D.C. Tel: (202) 723-6958 Mgr Gene Rosenthal.

Blockbuster Music Co. (BMI), see Jame

Blue Band Music (BMI), see Blue Echo

Blue Book Music (BMI), 1225 N Chester Ave., Bakersfield, Calif 93308 Tel
(805) 393-1011.

Blue Candle Music (ASCAP), see Blue Echo

Blue Canyon Music (BMI), PO Box 2158, San Rafael, Calif. 94912 Tel (415)
499 0860 Owner Jim Terr

Blue Dahlia/Pasafioras Music, see San Juan.

Blue Echo Music (ASCAP), PO Box 23245, Nashville, Tenn 37202 Tel
(615) 242 1816, Pres Ray Griff, Gen Mgr Nancy Carey, Prof Mgr
Jack Cole

Blueford Music (ASCAP), see Mercantile Music

Blue Island Music (ASCAP), 1446 N Martel, Suite 3, Los Angeles, Calif.
90046, Tel (213) 851 3161 Pres Bob Gilbert, Gen Mgr Bob Fleming,
Prof Mgr Linda Dial

Blue Lake Music (BMI), see Terrace

Blue Mace Music (BMI), PO Box 62263, 2716 Sandy Valley Rd., Virginia
Beach, Va 23462 Tel (804) 340 3366 Pres Alex Spencer

Blue Max Music (BMI), see Americus Music

Blue Melody Music (ASCAP), see Blue Echo

Blue Menu Music Co (BMI), see Green Menu

Blue River Music Inc (BMI), 1626 N Vine St., Hollywood Calif 90028 Tel
(213) 463-7661 Pres. & Gen Mgr Harry Bluestone, Prof Mgr Diane
Reynolds

Blue Umbrella Music Publ'g Co (ASCAP), 3011 Beach 40 St., Sea Gate,
Brooklyn, N.Y. 11224 Tel (212) 372 6436, 449 5265 Owner Kadish
Millet

Bobby's Beat Music (SESAC), see Bobby Fischer

Bob and Ethel Music (BMI), 81 Tommy Circle, Columbia, S.C. 29204 Tel
(803) 799-5115 Pres. Gen & Prof Mgr Warren Mose

Fred Bock Music Co (ASCAP), Box 333, Tarzana, Calif 91356 Tel (213)
996 6181 (Distributed by Alexandria House)

Bo Gal Music (BMI), PO Box 6687, Wheeling, W Va 26003 Ohio Tel (614)
758 5812 Pres & Gen Mgr Robert H Gallion

Bojan Music Corp (BMI), 38 Music Square E., No. 300 Nashville, Tenn
37203 Tel (615) 244 4336 Pres Buddy Lee, Gen Mgr Johnny Pay
check

Gary Bonds Music (BMI) see Extra Money

Bonhomme Music, see Open End

Boogie Man Music (ASCAP), see Harrich

Boomerang Music Publ'g Co (BMI) see S&R

Boones Tunes (BMI), see Richard Kaye

Boosey & Hawkes Inc (ASCAP) 24 W 57 St., New York, N.Y. 10019 Tel
(212) 757 3332 Cable SONOROUS Pres W Stuart Pope, Copyright &
Royalty Dept Mgr Sylvia Goldstein

Home office: England

Boothcote Music (BMI), see Shoe Prod's

Bop Talk Music (ASCAP), PO Box 566, Massena, N.Y. 13662 Tel: (315) 769 2448

Boquillas Cyn Music (BMI), see Criterion

Boss Apple Tunes (BMI), 1517 W Lake St., Minneapolis, Minn 55408 Tel: (612) 827 6111 Pres: Charles F. Campbell

Boss Tweed Music (BMI), PO Box 23, Sun Valley, Calif 91352-0023 Tel: (213) 982-2174 Owner & Pres: James Freedner

Boston Music Co. (ASCAP), 116 Boylston St., Boston, Mass 02116 Tel: (617) 426-5100 Gen Mgr: Warren W. Morris

Boston's Finest Music Publ'g (ASCAP), 419 Boylston St., Boston, Mass 02116 Tel: (617) 266 5464. Pres: Wayne Wadhams, Mgr: (L.A.) Thomas Brandau

Bourne Co. (ASCAP), 1212 Ave. of the Americas, New York, N.Y. 10036 Tel: (212) 575 1800 Cable: BDURNEMUS Pres: Bonnie Bourne; Office Mgr: Al Tuckman
Branch: Hollywood, Calif., 1800 N. Highland Ave Zip 90028 Tel: (213) 469 5101

Bowling Green Music (BMI), see Trust

Boxer Music (BMI), Box 120501, Nashville, Tenn 37212 Tel: (615) 254 9798. Pres: Curtis L. Allen

Tommy Boyce & Melvin Powers Music Ent's. (ASCAP), 12015 Sherman Rd., North Hollywood, Calif 91605 Tel: (213) 875-1711

Braintree Music (BMI), 5505 Melrose Ave., Los Angeles, Calif 90038 Tel: (213) 464-4757 Pres: Richard Perry; Gen Mgr.: Paul Giger; Prof Mgr: Eddie Choran

Branch Int'l Music (BMI), PO Box 31819, Dallas, Tex 75231 Tel: (214) 750-0720 Pres: Pat McKool; Gen. & Prof. Mgr. Mike Anthony.

Brandwood Music Inc (BMI), PO Box 24214, Nashville, Tenn. 37202 Tel: (615) 292 3593 Pres: Ansley R Fleetwood; Gen Mgr. Robbie Gordon, Prof Mgr: Charlie Lamb

Brandy River Music Co. (ASCAP) (div of Brandywine Recs.) PO Box 413, Durham, N.H. 03824 Tel: (603) 749-2811 VP's: Richard R. & Ronald B. Shaw

Brass Music Ltd. (ASCAP), see Brass Press

Brass Press (BMI), 136 Eighth Ave. N. Nashville, Tenn 37203 Tel: (615) 254 8969 Owner & Pres: Stephen L. Glover

Brave New Music (BMI), 6253 Hollywood Blvd., Suite 1116, Hollywood, Calif 90028 Tel: (213) 466-3534 Owner & Pres: Daniel Friedman

Bread 'n Honey (ASCAP), 2432 Main, Ventura, Calif. 93006 Tel: (805) 648-5092

Break of Dawn Music Inc (BMI), PO Box 958, 434 Ave. U. Bogalusa, La 70427 Tel: (504) 732-2942 Pres: R.S. Evans. VP. Gen. & Prof. Mgr.: James R. Bateman Jr

Breakthrough Quality Music (ASCAP), PO Box 354, Durham, Conn 06422 Tel: (203) 349 9637 Pres: Randall K Coates, Prof Mgr: Michael Frost.

Brentwood Publ'g Group (ASCAP), 783 Old Hickory Blvd., Brentwood, Tenn. 37027 Tel: (615) 373-3950 Pres: Jim Van Hook.

Brnarmade Music Unlimited (ASCAP), PO Box 1830, Gretna, La 70053 Tel: (504) 392 4615. Pres., Gen. & Prof Mgr.: Ken Keene; Exec. VP: Frankie Ford

Bridge Building Music (BMI), see Brentwood

Bridge Music (BMI), see The Herald Ass'n.

Bridgeport Music Inc. (BMI), 19631 W Eight Mile Rd., Detroit, Mich. 48219 Tel: (313) 255 7640. Pres. Armen Boladian; Ass't to Pres. Hazel Holtenquest

Bridger Music Publ'g Co., PO Box 929, Sikeston, Mo. 63801 Tel: (314) 471-5428 Contact: Kenneth Bridger
Branch: Nashville, Tenn., 803 18 Ave S Zip 37203

Brigitine Music (BMI), 23 Darby Ln., Cherry Hill, N. J. 08002 Tel: (609) 779 9111 Pres: Dick DeMarco, VP: Martin Dipolito.

Broadman Press (SESAC), 127 Ninth Ave. N., Nashville, Tenn. 37234 Tel: (615) 251 2533 Pres: Dessel Adherolt.

Broad River Publ'g Co. (BMI), Dyer Rt., Cowen, W Va 26206 Tel: (304) 226 3424

Broadway/Hollywood Int'l Music Publ'rs (ASCAP), Box 10051, Beverly Hills, Calif 90213 3051 Tel: (213) 998-9839 (Messages) Pres.: Doris Chu Yeko

John Brock Publ'g (ASCAP), 7188 Sunset Blvd., Suite 204, Los Angeles, Calif 90046 Tel: (213) 876-2552. Pres: John M. Brock Jr

Broff Music Co. (ASCAP), PO Box 9345 Zip: 28299, 1409 E. Independence Blvd., Charlotte, N.C. 28205 Tel: (704) 332-2177. Owner: Gladys F Broff

Broop Music Publ'g, 1637 Ullica Ave., Brooklyn, N.Y. 11234 Tel: (212) 253-4600. Cable: MUSICLEASE Telex: 668550 Pres: David Last, Gen Mgr.: Bea Cohen

Broze Music Co Inc (SESAC), see Sure-Fire

Brooks Bros Publ'rs (BMI), 311 Margu Ln., Nashville, Tenn 37211 Tel: (615) 834-4124. Gen Mgr: Jake C. Brooks. (Affiliated with Enchantment Music)

Brookside Music Corp (ASCAP), 159 W 53 St., New York, N.Y. 10019. Tel: (212) 541-7761 Pres: Reid Whitelaw

Brother Publ'g Co (BMI), 2910 Lincoln Blvd., Santa Monica, Calif. 90405 Tel: (213) 392-3084 Gen. Mgr: Catherine Wogec

Brother Texas Music (BMI), see Criterion

Broude Bros Ltd (ASCAP), 170 Varick St., New York, N.Y. 10013. Tel: (212) 242-7001

J Aaron Brown & Assocs Inc, 825 19 Ave S., Nashville, Tenn 37203 Tel: (615) 327 0022. Pres.: J. Aaron Brown, Gen. Mgr.: David R. Lehman; Prof Mgr: Ray Love.

Brown Moon Music (ASCAP), PO Box 19274, Houston, Tex 77224 Tel: (713) 661 2498 Pres: Rusty Holster
Branch: Midland, Tex., PO Box 2661 Zip 79701

Albert E. Brumley & Sons (SESAC), Powell, Mo. 65730. Tel: (417) 435 2225

Brunswick Music Publ'g Co. (BMI), 136 S. Swall Dr., Beverly Hills, Calif 90211. Tel: (213) 657-4895. Owner, Pres, Gen. & Prof. Mgr.: Lee Silver.

Brut Music Publ'g (ASCAP) (div of Brut Prod'n's Inc.), 1345 Ave of the Americas, New York, N.Y. 10019 Tel: (212) 581 3114

Backboard Music (BMI), 1909 Hood Circle, Carrollton, Tex 75006 Tel: (214) 242 1762 Pres: Larry Fargo, Gen Mgr. Ann Jones, Prof Mgr: Steve Chambless

Buckeye Music Inc (ASCAP), see Carlson

Buckhorn Music Publ'g Co Inc (BMI), 1007 17 Ave. S. Nashville, Tenn 37212 Tel: (615) 327 4590. Pres: Marjahn Wilkin, Gen. Mgr.: Ann Schuster, Prof. Mgr: Neil Patton Rogers.

Buddah Music Inc (ASCAP), 1790 Broadway, New York, N.Y. 10019 Tel: (212) 582-6900 Pres: Art Kass, VP & Gen Mgr: Chuck Walz

Budd Music Corp (ASCAP), 18531 Wells Dr., Tarzana, Calif. 91356 Tel: (213) 345 4704 Pres: Buddy Kaye
Branch: Las Vegas, Nev., 850 Tam D'Shanter Zip 89109

Bud Don Music Co (ASCAP), see Dean Music

Buffalo Bill Music (BMI), 2501 S Glad Dr., Hollywood, Fla 33019 Tel: (305) 921 6550 Pres: Robert S. Taran; Nat'l Sales: Carole Taran

Bug Music, 6777 Hollywood Blvd., 9th Fl., Hollywood, Calif 90028 Tel: (213) 466-4352 Cable: BUGMUSIC Pres: Daniel Bourgoise, VP & Gen

Mgr: Fred Bourgoise, Prof. Mgr: Jim Fernald; Copyright Admin's: Lydia Frazier, Barbara Kirkner, Kelley Ryan-Narragon

Bullhorn Ballades (ASCAP), see Folklore

Burdette Music Co (BMI), 73 Marion St., Seattle, Wash. 98104, Tel: (206) 625-9992 Telex: 329617. Pres: Gerry Dennon, Gen. Mgr: Bill Angle.

Burlington Music Corp. (ASCAP), 539 W. 25 St., New York, N.Y. 10001 Tel: (212) 675-6060 Cable: FULLRANGE

Burresci Bros. Music Prod'n's (ASCAP), 28 Covert Ave., Stewart Manor, N.Y. 11530. Studio Dir.: Richard C. Burresci, Adv. Dir.: John F. Burresci; Mgmt. Dir.: Donald C. Burresci.
Branch: Bellmore, N.Y., Palmiter Music Prod'n's, 73 Huron Rd. Zip: 11426, Tel: (516) 775-4656 Studio Dir.: William L. Palmiter.

Busch Country Publ'g (SESAC), 1002 W Busch Blvd., Tampa, Fla 33612 Tel: (813) 935-6289. Pres. & Prof. Mgr.: Randall Bethencourt; Gen. Mgr.: Rath Dozier.

Buttermilk Sky Music Publ'g Corp (BMI), 515 Madison Ave., Suite 808, New York, N.Y. 10022. Tel: (212) 759-2275. Pres.: Murray Deutch; VP & Creative Dir.: Stu Cantor, Admin Ass't: Fran Barber

Buzherb Music (BMI), see Scott Tutti.

Bygones Music Corp. (ASCAP), RD 1, Brookfield, Vt 05036 Tel: (802) 276-3393. Pres.: Bobby Gosh.

C & B Music Library Inc., see Blue River

C J Publ'g (BMI), 4827 S. Prairie Ave., Chicago, Ill. 60615. Tel: (312) 285-1516. Tel: (312) 285-1516. Pres.: Carl Jones.

C M G Music (ASCAP), see Music, Music

Cabriolet Music (BMI), PO Box 7422, Shreveport, La. 71107 Pres: Mary Logan, Prof. Mgr.: Don Logan.

Don Cain Publ'g Co., PO Box AV, College Station, Tex. 77840. Tel: (713) 693-5616.

Cajun Music Inc. (BMI), see Cedarwood

Calico Music Co. (SESAC), see Sugarplum.

California's Blue-Rose (BMI), 629 W. Milwaukee St., Jefferson, Wis. 53549. Tel: (414) 674-5199. Pres.: Felix Kubik Sr.; Gen. Mgr.: Felix Kubik Jr.; Gen. Mgr.: Martha Arentsen.

Caliguia Inc. (ASCAP), 60 Pearl St., New York, N.Y. 10004 Tel: (212) 483-1939. Pres.: David Forman; VP & Gen. Mgr.: Charles Baxter

Calwest Songs (BMI), c/o Lee Anderson Ent's., 415 N. Main St., Clair, Mo 63077. Tel: (314) 629-1123. Owner & Pres.: Lee Anderson; VP: Bruce Anderson; Pub. Dir.: Beth Anderson.

Branch: Bellingham, Wash., 1509 Broadway, Zip: 98225 Tel: (206) 676-9961. Gen. Mgr.: Bob Wood.

Camercia Music (ASCAP), 489 Fifth Ave., New York, N.Y. 10017. Tel: (212) 682-8400. Telex: 236920. Pres.: Vittorio Benedetto.

Cameron Drg. Inc., 822 Hillgrove Ave., Western Springs, Ill. 60558. Tel: (312) 246-8222. Pres. & Prof. Mgr.: Scott A. Cameron.
Branch: Hollywood, Calif., 2700 Cahuenga Blvd. E. Zip: 90068

Camillo-Barker Ent's., 121 Meadowbrook Rd., Somerville, N.J. 08876. Tel: (201) 359-5110. Co-Pres.: Cecile Barker, Tony Camillo; Gen. Mgr.: Alison Ottman; Prof. Mgr.: Sharmar Howe.
Branch: Los Angeles, Calif., 6430 Sunset Blvd., Suite 816. Zip 90028 Tel: (213) 462-3162.

Glen Campbell Music Inc. (BMI), 1900 Ave of the Stars, No. 2530, Los Angeles, Calif. 90067. Tel: (213) 203-8441. Pres.: Glen Campbell; Gen. Mgr.: Francesca DeAngelis; Prof. Mgr.: Marty Gambin.

Canal Publ'g Inc. (BMI), 6325 Guilford, Indianapolis, Ind. 46220 Tel: (317) 255-3116. VP & Gen. Mgr.: Terry Barnes

Candlestick Seven (SESAC), see Jim W. Rice

Candue Music Inc. (ASCAP), 19 S. Broadway, White Plains, N.Y. 10601. Tel: (914) 682-8069. Pres.: Ron Carran; VP: Bill Heler. (Administered by Copyright Serv. Bureau)

Can't Stop Music (BMI), 65 E. 55 St., Suite 302, New York N.Y. 10022. Tel: (212) 751-6177. Telex: 427317. Pres.: Maximilian Dahan-Lavelle; Gen Mgr.: Russell Sidelisky; Prof. Mgr.: Hope Goering.

Canyon Press Inc., PO Box 1235, Cincinnati, Ohio 45201. Tel: (513) 852-7850.

Can You Hear Me Music (BMI), PO Box 14243, San Francisco, Calif 9414. Tel: (415) 824-3676. Contact: Robert Hanrahan

Capano Music (div. of Brtone Inc) (ASCAP), 237 Chestnut St., Westville, N.J. 08093. Tel: (609) 456-4402. Pres.: Anthony J. Capano; Gen. Mgr.: Patrick Capano; Prof. Mgr.: Brian A. Capano

Cape Rock Music (ASCAP), 772 S. Kingshighway, Cape Girardeau, Mo. 63701. Tel: (314) 335-0100. Pres.: Fred J. Horrell.

Capetown Music (BMI), see Cape Rock.

Captain Slick, see Jim W. Rice.

Cara Publ'ns (ASCAP), 12 Longmeadow Rd., Winnetka, Ill. 60093 Tel: (312) 446 2054. Owner: John Tatgenhorst. (Administered by C.L. Barnhouse)

Cardio Music (BMI) (div. of Art Attack Recs. Inc.), 964 W. Grant Rd., Tucson, Ariz. 85705. Tel: (602) 884-9060. Pres.: William Cashman.

Caress Me Publ'g Co. (BMI), 1212 Bell Gimes Ln., Nashville, Tenn. 37207. Tel: (615) 865-0653. Pres.: Glenn Summers.

Carleen Gaetana Music (ASCAP), 8 E. Chestnut, Chicago, Ill 60611 Tel: (312) 943-0305.

Carlson Music Co. (BMI), 4625 NW 44 St., Fort Lauderdale, Fla 33319 Tel: (305) 731-4669. Owner: Harry Carlson.

Carlyle Music Publ'g Corp. (ASCAP), see H.B. Webman

Carly Music, see Notable.

Carriere Music, 300 E. 75 St., Suite 16-C, New York, N.Y. 10021 Tel: (212) 772-2475. Telex: (710) 581-4718 Chm. Claude Carriere; Pres.: Jean-Louis Derry.

Claudus Carrerus Music, see Carrere Music

Alan Cartee Music (BMI), 22 Music Square E., Nashville, Tenn. 37203. Tel: (615) 255-7404.

Carwin Country Int'l, 13355 Lorain Ave., Cleveland, Ohio 44111 Tel: (216) 476-2695.

Cary & Mr. Wilson Music Inc. (BMI), PO Box 500, Zip: 37202; 417 Broadway, Nashville, Tenn. 37203. Tel: (615) 242-5400.

Don Casale Music Inc. (BMI), 377 Plainfield St., Westbury, N.Y. 11590. Tel: (516) 333-7898 Pres. & Gen. Mgr.: Don Casale.

Cascade Mountain Music (ASCAP), 18039 S. Crenshaw Blvd., Suite 300, Torrance, Calif 90504 Tel: (213) 538-5476. Pres: William J. Wickline.
Branch: Fox Island, Wash., 588 North Shore Blvd. Zip 98333 Tel: (206) 549-2468.

Cases Music Corp. (SESAC), see The Goodman Group

Buzz Cason Publ'ns Inc. (ASCAP), see Southern Writers Group.

Casserole Music Inc (BMI), see Chappell.

Castalia Music (BMI), PO Box 11516, Milwaukee, Wis. 53211. Pres: Jim Spencer; Sales & Promo: David Luhrsenn

Castle Hill Publ'g Ltd (ASCAP), 923 Fifth Ave., Duplex Suite, New York, N.Y.

10021. Tel: (212) 772-9335. Pres.: Peter Casperson; Prof. Mgr.: Gary D'Amato.

Castle Music Inc., PO Box 7574, Tulsa, Okla. 74105. Tel: (918) 299-9203.

Catalpa Publ'g Co. (BMI), 2609 NW 36 St., Diahoma City, Okla. 73112 Tel: (405) 942-0462. Gen. & Prof. Mgr.: Bobby Boyd.

Calchup Music (BMI), PO Box 9830, 3507 W. Vickery, Fort Worth, Tex. 76107. Tel: (817) 737-9911. Pres.: J.P. Kimzey.

Calpatch (BMI), see Picasso

Cayton Publ'g, PO Box 367, W. Main St., Drwell, Ohio 44076. Tel: (216) 437-8422.

Ceberg Music Corp. (ASCAP)-Pres.: Norman Bergen; Chief Operating Officer: Reid Whitelaw--see Brookside

Cedarwood Publ'g Co. Inc. (BMI), 39 Music Square E., Nashville, Tenn 37203. Tel: (615) 255-6535 Pres. & Gen. Mgr.: J. William Denny; Prof. Mgr.: John E. Denny; Creative Dir.: Michael Heehey.

Celeen Music (ASCAP), 2067 Broadway, No 27, New York, N.Y. 10023. Tel: (212) 799-9190 Cable: POTNICKINT. Pres.: Carl D. Polnick.

Cetesteville Music (ASCAP), see Robbiok.

Cement Overshoes Music (ASCAP), see Kentucky Colonel.

Cetacean Music (ASCAP), see FYDAQ.

Cetra Music Corp (BMI), 5828 S. Morton Ave., Chicago, Ill. 60637. Tel: (312) 493-9781. Pres.: Merton A. Kaplan.

Challowe Music (BMI), see MizMo.

Champaign Music Corp. (ASCAP), see Weik Music Group.

Chandler Music Co. Inc. (ASCAP), see Loring

Chandos Music (ASCAP), see Folklore.

Chantry Press Inc. (SESAC), PO Box 1101, 32-34 N. Center St., Springfield, Ohio 45501. Tel: (513) 325-9992. Pres. Gen. & Prof. Mgr.: Fredrick M. Otto.

Chaparral Music (ASCAP), 1009 16 Ave S., Nashville, Tenn. 37212. Tel: (615) 327-1870. Co-Pres.: Pat Carter, Roy Dea, Gen. Mgr.: (Ms.) Charli Hailey.

Chappell Music Co., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-3737. Cable: SYMPHONY. Pres.: Irwin Robinson, Sr. VP: Irwin Schuster (Sheet Music distributed by Hal Leonard)
Branches: Hollywood, Calif., 6255 Sunset Blvd Zip 90028. Tel: (213) 469-5141. VP & Gen. Mgr. Roger Gordon--Nashville, Tenn., 21 Music Circle S. Zip 37203. Tel: (615) 244-3382. VP & Gen. Mgr.: Henry Hurt.

Chaps Music (ASCAP), see Americana Music

Char Barb Music (BMI), Rt 1, Box 120F, Swoope, Va. 24479 Tel: (703) 885-3309. Pres. & Gen. Mgr.: Barbara R. Flowers; Prof. Mgr: Charles A. Flowers.

Charing Cross Music Inc. (BMI), see Paul Simon.

Charriscourt Ltd., see Rondor.

Char-Liz Music Inc (BMI), PO Box 705, Dtd Chelsea Sta., New York, N.Y. 10113. Tel: (212) 674-1111 Chm. Creed Taylor; Gen. Mgr.: Vic Chrum-bolo.

Chartbound Music Publ'ns Ltd (ASCAP), 1508 Harlem, Suite 204, Memphis, Tenn. 38114. Tel: (901) 274 2726 Pres. & Prof. Mgr. Reginald Eskridge.

Gen. Mgrs.: Larry Henderson, Daniel Boga

Charter Publ'ns Inc. (ASCAP) (div. of J.W. Pepper & Son), PO Box 850, Valley Forge, Pa. 19482. Tel: (215) 666-0363.

Chart Runner Music (BMI), PO Box 238, La Mirada, Calif 90637

Chatawa Music (ASCAP), see Malaco.

Chatfield Music, 15760 Ventura Blvd., 9th Fl., Encino, Calif. 91436 Tel: (213) 986-1166.

Chautauque Music Publ'g Co. (BMI), 1521 Seventh Ave., Beaver Falls, Pa 15010. Tel: (412) 846-2225 Pres. M. David Breit; Gen Mgr: Ralph F. Robb.

Cheavona Music Publ'g Co. (BMI), PO Box 1304, 1219 Kevin Ave., Brenton, Ala 36426. Tel: (205) 867-2228. Pres.: Roy Edwards, Gen Mgr.: Bobbie Robertson, Prof. Mgr.: Mike Tracy.

Chere Music (BMI), 3621 Hixie Ln., Mesquite, Tex. 75150 Tel: (214) 279-5858. Owners: Jimmy Fields, George McCoy.

Chero (BMI), c/o Lee Eastman, 39 W. 54 St., New York, N.Y. 10019 Prof. Dept.: Robert Jones.

Cherry Blossom Music Co. (SESAC), see Cherry Lane.

Cherrydale Music (SESAC), see Dale McBride

Cherry Lane Music Publ'g Co. Inc (ASCAP), 110 Midland Ave., Port Chester, N.Y. 10573. Tel: (914) 937-8601. Telex: 646948. Pres.: Jean Dinegar. Prof. Mgr.: Cynthia A. Sandor.

Cherry River Music Co. (BMI), see Cherry Lane.

Chesdel Music Co (BMI), see Alshire.

Chesley Music Corp (BMI), see Denton & Haskins

Jerry Chesnut Music Inc. (BMI), Hoffman Rd., Nashville, Tenn 37203. Tel: (615) 876-7777.

Chess Music Inc. (ASCAP), see Weik Music Group.

Chestnut Mound Music (BMI) (div. of the Eddie Crook Co.), PO Box 213, Hendersonville, Tenn. 37075. Tel: (615) 822 1360. Owner: Eddie Crook. Gen. & Office Mgr.: Janice Crook

Chicago Music Publ'g, c/o Greene & Reynolds, 1900 Ave. Of The Stars, Suite 1424, Los Angeles, Calif. 90067 Tel: (213) 553-5434.

Chicken Fried Music (BMI), see Prophecy.

Chicorel Music Corp. Inc. (ASCAP, BMI), 4447 N. Dakland Ave., Milwaukee, Wis. 53211. Tel: (414) 964-4888.

Children's Music Plays (ASCAP), see Popular Music

Chilly Winds Music Inc. (BMI), see Largo.

Chip 'N' Dale Music Publ'g Inc. (ASCAP), see Gene Kennedy

Choclaw Music, see Memphis Mgmt

Choral Press (SESAC), see Shawnee Press.

Chris Music Publ'g Co. (BMI), 133 Arbutus Ave., Manistique, Mich. 49854 Pres.: Reg B. Christensen.

J. Christopher Music Co. (ASCAP), see Hope

Chriswald Music (ASCAP), see De Walden

Chromewood Music (BMI), see Morgan Music.

Chrysalis Music Group, 9255 Sunset Blvd., Los Angeles, Calif 90069 Tel: (213) 550-0171. Telex: 67246 Pres: Terry Ellis; VP & Gen. Mgr.: Ann Munday; Prof. Mgrs.: (east) Frank D'Amico, (west) Kathy Nelson, Rachelle Fields; Copyright & Licensing Mgr.: Susan Anderson.
Branch: New York, N.Y., 115 E. 57 St. Zip: 10022. Tel: (212) 935-8750.

Chu Yeh Musical Foundation (ASCAP), see Broadway/Hollywood.

Ciano Publ'g Co. (BMI), PO Box 263, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604. Tel: (201) 288-8935. Pres.: Ron Luciano.

Cifi Publ'g Co. (BMI), 3966 Standish Ave., Cincinnati, Ohio 45213

Cincinnati Music Co. (BMI), Schwartz Bldg., Suite 405, 906 Main St., Cincinnati, Ohio 45202. Tel: (513) 241-3447. Pres. Michael S. Schwartz; Gen. Mgr.: Robert L. Schwartz.

Cindy Lee Music (SESAC), see Crsty Lane.

Cin-Pep Music Publ'g Inc. (div. of Cameo Inc.), 1 Sherman Square, Suite 40-B, New York, N.Y. 10023 Tel: (212) 724-0490. Press Officer: David Sal-dor.

City Music Publ'rs Co. (BMI), 3966 Standish Ave., Cincinnati, Ohio 45213 Tel: (513) 793-8191. Pres.: Roosevelt Lee; Mgr.: Ronald Lee.

- City Surfer Music (ASCAP)—Pres Scott Herzog—see Third Story
 Clara Music Publ'g Corp (ASCAP) 157 W 57 St., New York, N.Y. 10019 Tel (212) 757 9660
- Clairidge Music (ASCAP) (div of MPL Communications), 39 W 54 St New York N.Y. 10019 Tel (212) 581 1330 Prof Dept Robert Jones
 Clarkee Music (BMI) (div of Contemporary Artist Ent's Inc.) 8817 Rangely Ave Los Angeles Calif 90048 Tel (213) 273 5687 Pres Stanley Clarke Exec Dir Carolyn Clarke
 Clark Music Prods (BMI) PD Box 299 Waseka Ill 60970 Tel (815) 432 4518 Pres Dr Paul E Clark
 Clark Publ'g (BMI) 2901 W 61 St Indianapolis Ind 46208 Tel (317) 257 6356 Pres & Gen Mgr Rick Clark, Prof Mgr Juanita Clark (Affiliated with Linell Music)
 Clarus Music Ltd (ASCAP), 340 Bellevue Ave Yonkers, N.Y. 10703 Tel (914) 591 7715 Pres Selma Fass, Gen Mgr Bernie Fass
 Claudia Music (ASCAP), see Father
 Clay Music (BMI), see Tree
 Clayton Davis & Assocs Inc (BMI), 8229 Maryland, St Louis Mo 63105 Tel (314) 862 7800 Pres Irvin Davis Gen & Prof Mgr Adele K Solt
 Clay Way Music Co (ASCAP), see I've Got the Music
 Clearinghouse Music (BMI), see MRI
 Clear Light Inc (ASCAP) 1500 Gateway Dr Fort Lauderdale Fla 33309 Tel (305) 973 4900
 Clear Profit Music see E J Curren
 George Clements Publ'g (ASCAP), see Berdo
 Clock Music (BMI), see Doug Moody
 Clocks Music Co (BMI), Star Rt., Milford, Calif 96121 Tel (916) 253 3689 Owner Ed Marmor
 Coal Dust Music Inc (SESAC), see Coal Miners
 Coal Miners Music Inc (BMI) 7 Music Circle N., Nashville Tenn 37203 Tel (615) 259 9449 Pres D V Lynn Jr Gen Mgr Meredith Stewart Prof Mgr Mitch Johnson
 Coast Music (BMI), see Amestoy
 Coast to Coast Publ'g Group, Box 5339, FDR Sta New York N.Y. 10022 Tel (212) 751 7078 Gen Mgr Nancy Ruehs
 Cochise Publ'g Co (BMI), PD Box 1415, Athens, Tex 75751 Tel (214) 675 5192
 Cohen & Luckenbacher, 6430 Sunset Blvd Suite 1500, Los Angeles, Calif 90028 Tel (213) 463 1151 Tele (910) 321 3738 Cable CDBDLX Adminr Martin Cohen, Publ'g Admin Brenda Theveny
 Bruce Cohn Music, PD Box 359, Sonoma, Calif 95476 Tel (707) 938 4060 Admin Ass't Kathleen Nelson
 Cold Weather Music (BMI), see Special Rider
 Cold Zinc Music (BMI), see Funky but
 M M Cole Publ'g Co (BMI) 919 N Michigan Ave., Suite 1602 Chicago, Ill 60611 Tel (312) 787 0804 Cable MMCOLCHICAGD Pres Shepard Stern
 Collage Music Corp (ASCAP), see Jerry Ross
 Column Dne Music (ASCAP), PD Box 4086, Springfield, Mo 65808 Tel (417) 881 5015 Pres James M Martin
 Column Two Music (BMI), see Column Dne
 Combine Music Group 35 Music Square E., Nashville, Tenn 37203 Tel (615) 255 0624 Pres Robert J Beckham, VP Johnny MacRae, Gen Mgrs Al Cooley Woody Bomar, Prof Mgr Alan Rush
 Commodores Entertainment Publ'g Corp (ASCAP), c/o Benjamin Ashburn Assocs., 39 W 55 St., New York, N.Y. 10019 Tel (212) 246 0385 Telex 429420 Pres Benjamin Ashburn, Gen Mgr Marilyn Williams (Administered by Jobete Music)
 Company of the Two Pijetters Inc (BMI), see Jamie
 Comarco Music Inc (ASCAP), 3 Kensington Oval, New Rochelle, N.Y. 10805 Tel (914) 235 1229 Pres Milt Gabler, Gen Mgr David Chase
 Con Bro Music (BMI), PD Box 196, Nashville, Tenn 37202 Tel (615) 259 1944 Pres Bill Walker Gen Mgr Jeanne Walker, Prof Mgr Kendal Francheschi
 Concordia Publ'g House (SESAC), 3558 S Jefferson Ave St Louis, Mo 63118 Tel (314) 664 7000 Cable CDPNBUCD
 Condominium Publ'g Group (BMI), 156 Fifth Ave., New York, N.Y. 10025 Tel (201) 388 5000 Contacts Charles Tolliver, Stanley Cowell
 Cone Music Co (BMI), see Joe Keene
 Connections Unlimited Inc., 2817 Parker Court, Wheaton, Md 20902 Tel (301) 942 6281/4599 Pres Margaret Cafarelli, Gen Mgr Michael Cafarelli
 Conquistador Music see Groovesville
 Con Conrad Music Ltd., see Denton & Haskins
 Conrad Music (BMI), see Goodman Group
 Contemporary Creative Services, see Blue River
 Contemporary Music (BMI) (div of Contemporary Recs Inc.), PD Box 2628, Los Angeles, Calif 90028 Tel (213) 466 1633 Cable GDDDDREC Pres John Koeng, VP Victoria Koeng
 Contenton Music (SESAC) PD Box 824, Nashville Tenn 37202 Tel (615) 244 8839 Pres & Gen Mgr Ted Harris, Prof Mgr Jackie Harris
 Continuo Music Press Inc (BMI), see ABI/Alexander Broude
 Controlled Sheet Music Serv Inc., 112 Hudson St., Copiague, N.Y. 11726 Tel (516) 842 8080 Pres Ronald Ravitz, Gen Mgr Mark Ravitz
 Conyopl Music Inc (BMI) (div of BSD Recs.), 2595 Carrell Ln., Willow Grove Pa 19090 Tel (215) 443 0935 Cable BSDMUSIC Pres & Gen Mgr Sal Barbieri Prof Mgr Ciro Schiano
 Coolwell Music (ASCAP), see Criterion
 Martin Cooper Music (ASCAP) PD Box 3331, Beverly Hills, Calif 90212 Tel (213) 275 4508
 Copyright Serv Bureau Ltd, 221 W 57 St New York, N.Y. 10019 Tel (212) 582 5030/1188 Cable CDPYSEB Chm Walter Hofer, Pres Gitta A Hofer VP Admin Jeri R Spencer, VP & Gen Counsel Alan Skiena Int'l Dir Lucille Saterelli
 Cordova Publ'g Co (BMI), see Alishre
 Stan Cornelius Music (ASCAP) 50 Music Square W., Suite 905, Nashville, Tenn 37203 Tel (615) 329 3380 Pres Stan Cornelius
 Pierre Cossette Music (ASCAP), see Reno/Metz
 Cotillion Music Inc (BMI) 75 Rockefeller Plaza, New York, N.Y. 10019 Tel (212) 484 8208 Cable ATCDMUSIC VP & Gen Mgr Linda Workman Prof Mgr Barry Dflitzer
 Cotton Blossom Music (ASCAP) Star Rt. 2, Box 274 Bismarck, N.D. 58502 Tel (701) 223 7316 Pres W R Townsend, Gen Mgr David Swenson
 Council Rock Music, see Dyer The Rainbow
 Counterpart Music (BMI) 3744 Applegate Ave., Cincinnati Ohio 45211 Tel (513) 661 8810 Pres Howard Lovdal
 Country Boy Publ'g see Glotite
 Country Classics Music Publ'g Co (BMI) 105 Burk Dr Oklahoma City Okla 73115 Tel (405) 677 6448 Pres & Prof Mgr Yvonne DeVaney Gen Mgr Sonny Lane
 Branch: Nashville, Tenn., 38 Music Square E., Suite 219 Zip 37203
 Country Moon Publ'g Inc (ASCAP), see Crescent Music Group
 Country Road Music Inc (BMI) c/o Gelfand Rennett & Feldman 1880 Cen-
 tury Park E. No 900, Los Angeles, Calif 90067 Tel (213) 553 1707 Telex (910) 490 2142 Publ'g Adminr Babbie Green
 Country Star Music (ASCAP), 439 Wilmyr Ave Franklin, Pa 16323 Tel (814) 432 4633 Pres Norman Kelly
 Country Stream Music (BMI), 5053 Tholozan Ave., St Louis, Mo 63109 Tel (314) 481 3475 Pres Tony Mazzola, Gen Mgr Sam Mazzola
 Country Sun Music Co (BMI), 401 Magnolia AUBurndale Fla 32823 Tel (813) 967 3088 Pres Leo Gitman; Gen Mgr Len Walls
 County Line Music (ASCAP), see Skimny Zach
 Cousins Music Inc (BMI), 211 Birchwood Ave., Upper Nyack, N.Y. 10960 Tel (914) 358 0861 Pres Louis E Cicchetti (Administered by Copy right Serv Bureau)
 Cowboy Junction Publ'g Co (BMI), Box 1 Star Rt. 1 Lecanto Fla 32661 Tel (904) 746 2394 Pres Boris Pastuch
 Cowboy Kazoo Music (BMI), 5926 El Prado NW, Albuquerque, N.M. 87107 Tel (505) 345 4835 Pres Jeff Burrows
 Coyote Prods Inc., 13078 Mindanao Way, Marina del Rey Calif 90291 Tel (213) 823 0171 Pres Leonard Sachs
 Crabshaw Music (ASCAP), 3875 19 St., San Francisco, Calif. 94114 Tel (415) 621 1000 Pres Elvin Bishop, Admin'r & Prof Mgr Allen Pins
 Crazy Cajun Music (BMI) 5626 Brock, Houston, Tex 77023 5899 Tel (713) 926 4431 Pres Huey P. Meaux, Gen Mgr Beth Thornton
 Cream Publ'g Group, 8025 Melrose Ave., Los Angeles, Calif 90046 Tel (213) 655 0944 Cable BENNCD HDLLYDDE Telex 696132 Pres Al Bennett VP & Publ'g Dir Bob Todd, VP & Int'l Dir Bobby Weiss, Prof Mgr Marty Sadler
 Branch: Memphis, Tenn., 1320 S Lauderdale Zip 38106 Tel (901) 775 3790—Nashville, Tenn., Music Publ'g Corp, 815 18 Ave. S. Zip 37203 Tel (615) 327-0518 (see separate listing)
 Creative Concepts Publ'g Corp., 967 E. Djar Ave., Djar, Calif 93023 Tel (805) 646 4811 Pres John L Haag.
 Creative Corps, 6253 Hollywood Blvd., Suite 810, Hollywood Calif 90028 Tel (213) 464 3495 Pres Kurt Hunter, Gen Mgr Patricia Blair, Prof Mgr Tom Barger
 Creative Music Group 6430 Sunset Blvd., Suite 1502, Hollywood, Calif 90028 Tel (213) 467 1135
 CreekSide Music Publ'g Co (BMI), 100 Labon St., Tabor City, N.C. 28463 Tel (919) 653 2546 Pres Elson H Stevens, Gen Mgr Ferrell L Jones, Prof Mgr Retha C Stevens
 Crescent Music Group, 463 S Robertson Blvd., Beverly Hills, Calif 90211 Tel (213) 275-7091 Pres James R Halper, Gen Mgr, Marcus Terry
 Crimson Dynasty (ASCAP), PD Box 271, Cedar & West Ave., Jenkintown, Pa 19046 Tel (215) 757 8022 Pres Stan Peahola, Exec VP Frank Mul venna, VP Alan Meier, Sec'y Treas Kathy Peahola
 Criterion Music Corp (ASCAP), 6124 Selma Ave., Hollywood, Calif 90028 Tel (213) 469 2296 Pres Michael H Goldsen, VP & Prof Mgr Bo Goldsen (Sheet music distributed by Joseph Goldfeder)
 Critique Music Publ'g Co Inc (BMI), 100 Main St., Reading, Mass 01867 Tel (617) 944 0423 Pres Carl Strube
 Cromia Music Co (ASCAP), 37 W 57 St., New York, N.Y. 10019 Tel (212) 759 8730
 Crooked Creek Music (BMI), see Sing Me
 Cross Keys Publ'g Co Inc. (ASCAP), see Tree
 Crown Music Press—Pres Charles Stine, Gen Mgr Stephen L Glover—see Brass Press
 The Crystal Jukebox (BMI) c/o CBS Studio Center, 4024 Radford Ave., North Hollywood, Calif 91604 Tel (213) 760 5000
 Cude & Pckens Publ'g (BMI), 519 N. Halifax Ave., Daytona Beach, Fla 32018 Tel (904) 252 0381 Pres & Gen Mgr Bobby Lee Cude, Prof Mgr Wate Riley Pckens
 Cue Music (BMI), see Lee Maggid
 V & M Cutler Music Inc (ASCAP), PD Box 43, Chatsworth Calif 91311 Tel (213) 886 7746 Pres & Prof Mgr Victoria Diane Cutler, Gen Mgr Max Cutler
 Cyclops Music (ASCAP), c/o Sugarscoop Inc., 600 Third Ave New York N.Y. 10016 Tel (212) 687 2318 Telex 421231 Gen Mgr Robert Fish
- D**
- d b Recs (ASCAP) PD Box 1773, Decatur Ga 30031 Tel (404) 289 9273 Owner T M Brady
 D R G Music Inc (ASCAP), 200 W 57 St., New York, N.Y. 10019 Tel (212) 582 3040 Cable STETRECS Telex (710) 581 4825 Pres Hugh Fordin
 D R Music (ASCAP), see Lee Maggid
 Dain & DeJoy (BMI), 6363 Sunset Blvd., Los Angeles Calif 90028 Tel (213) 465 1108 Contact Bud Dain, Ed DeJoy
 Dakal Music Co (ASCAP), see Alishre
 Daksel/Seldak Music Corp (BMI, ASCAP), 65 W 55 St., New York, N.Y. 10019 Tel (212) 765 2600 Telex 428161, VP & Mng Dir Doug Thaler, Adminr Pat D'Toole
 Dana Publ'g Co (BMI), 824 83 St Miami Beach, Fla 33141 Tel (305) 865 8960 Pres Walter Dana VP Miami Gus Dana
 Danby Music Co (BMI), see Fisher Music Corp
 Dandelion Music Co (BMI), see Jamie
 Dandy Dittys (ASCAP), see A Schroeder
 Danielle Music Co (ASCAP) (div of Hilton House Inc.), PD Box 315, Cleveland, Ohio 44127 Tel (216) 429 1159 Pres, Donald B Catalano, Gen Mgr Danielle Catalano, Prof Mgr Marian Driscoll
 Danoff Music Co (ASCAP), 2301 E. St. NW, Suite A 820, Washington, D.C. 20037 Tel (202) 775 1955 Mgr Nimit Baron
 Dan the Man Music (ASCAP), 3094 W 101 St., Cleveland, Ohio 44111 Tel (216) 631 6553 Dwner Daniel L Bischoff
 Dartmoor Music (ASCAP), see Bicycle
 Dat's All Music (BMI), see Richard Kaye
 David Music (BMI), 1650 Broadway, New York, N.Y. 10019 Tel (212) 247 2159
 Dawg Music (BMI) see Iguana
 Dawnbreaker Music Co (BMI), 216 Chatsworth Dr., San Fernando Calif 91340 Tel (213) 365 9022 (Administered by Manatt, Phelps, Rothenberg & Tunney)
 Dawn Prods Inc, Box 300, Mt Gretna, Pa 17064 Tel (717) 964 2222 Cable URSWEL Pres Joey Welz, Gen Mgr Randy Boykin, Prof Mgr Prof Mgr Roy Smith
 Branch: Belair, Md., Box 535 Main St Zip 21014
 Dawn Treader Music (SESAC) (div of Star Song Recs.) 2223 Strawberry, Pasadena, Tex 77502 Tel (713) 472 5563 Exec Pres Wayne Donowho
 Daydan Music Corp (ASCAP), see Acoustic
 Days Of Did Publ'g Co (BMI), 3116 Metairie Rd., Metairie, La 70001 Tel (504) 834 5711 Pres Traci Borges, Gen & Prof Mgr Philip A Borges
 D Azure Music Inc (ASCAP), see Music Music Music
- DebDave Music Inc (BMI), PD Box 140110, Nashville, Tenn 37214, Tel (615) 320 7227 Pres. James Edward Malloy.
 Debar Music Publ'g Corp, see Fricon Entertainment.
 Deejay Musical Works Publ'g Co (BMI), 1153 S. Highland Ave., Los Angeles, Calif 90019 Tel (213) 930-0930. Pres Frank Fouk
 De Gar Music (ASCAP), 665 Harrison, San Francisco, Calif. 94107. Tel. (415) 781-6306. Pres. Leo de Gar Kulka; Exec. VP Herbert Haas.
 Delev Music Co. (BMI), 7231 Mansfield Ave., Philadelphia, Pa. 19138. Tel. (215) 276-8861. Pres. William L. Lucas, Gen. Mgr. Adele J. Lucas.
 Delicate Music, see Rondor.
 Delicato Music Co. (BMI), see Pavanne.
 Lou DeLise Prods (BMI), 2001 W. Moyamensing Ave., Philadelphia, Pa 19145 Tel (215) 271-0803. Pres., Lou DeLise, Gen Mgr Norman Rosen
 Deliver Music Publ'g Co. (BMI), see Will Du
 Delmore Music Co (ASCAP), PD Box 2324, Menlo Park, Calif 94025 Tel (415) 322 2947 Pres Cy Cohen, Gen Mgr Mykyl Nagel.
 Richard Delvy Ent's Inc (ASCAP), 8127 Elnita Dr., Los Angeles, Calif 90046. Tel (213) 650-4761. Pres., Richard Delvy, Gen. Mgr Ingrid Geyer, Prof Mgr Richard Canada
 Branch: San Francisco, Calif., 480 Melrose Zip 94127 Tel (415) 584-0996 VP Dennis Geyer.
 Demeter Music Inc. (BMI), see Alpha Music.
 Aldous Demian Publ'g Ltd., see Isting under "A"
 Denim & Lace Music (ASCAP), see Stan Cornelius.
 Denny Music Inc (ASCAP), see Cedarwood.
 Denton & Haskins Corp (ASCAP), PD Box 340, Radio City Sta., New York, N.Y. 10101. Tel (212) 227-4714. Pres Chesley V Young; VP, Gen & Prof Mgr Morris N Young.
 Derby Music (SESAC), 3977 Vegas Valley Dr., Las Vegas, Nev. 89121 Tel (702) 457-4365.
 Derry Music Co (BMI), 601 Montgomery St., Suite 800, San Francisco, Calif 94111 Tel (415) 433 1800. Mgr Richard Singer
 Desert Moon Songs Ltd (BMI), see Coast to Coast
 Desert Rain Music Ltd. (ASCAP), see Coast to Coast
 Deshon Music Inc (BMI), see Belwin-Mills.
 Designer Music (SESAC), see Brentwood.
 Destructive World (BMI), see Maynard Ferguson.
 De Walden Music (BMI), 6255 Sunset Blvd., Suite 1911 Hollywood, Calif 90028 Tel (213) 462 1922 Tele 194591. Pres & Gen Mgr Christian de Walden, Prof Mgr Nat Kipner.
 DeWhit Music (ASCAP), PD Box 8260, Ven Nuys, Calif 91409 Tel (213) 789 7466 Pres Dean R Whitney
 Dexotis Music (BMI), see Band of Angels.
 Diagonal Music Inc. (BMI), see Reno/Metz
 Diamondback Music Co (BMI), see Great Pyramid
 Diane Music Publ'g Co, see Blue River
 Dillard Music (BMI), see Gopam
 Dimension Music (SESAC) see Paragon/Benson
 Ding Dong Music Corp (BMI), see Barton Music
 Dinsong Music (BMI), see Chappell
 Walt Disney Music Co. (ASCAP), 350 S. Buena Vista St., Burbank, Calif 91521. Tel. (213) 840-1000. Cable DISNEY VP & Gen. Mgr. Gary Krsel; Music Publ'g Mgr. Thomas Bocci; Prof. Development Mgr.: Jymn Magno; Bus Affairs Mgr. Steve DeWendt
 Dixie Melody (ASCAP), see NBC.
 Do Bee Do Publ'g Co, see Grand Prix
 Dobro Publ'g Co (BMI), Box 49, Rt. 1, Utica, N.Y. 13502. Tel. (315) 724 0895. Pres. Mario Ketchum, Gen. & Prof. Mgr. Floyd Ketchum
 Doc Dick Ent's (BMI), 16 E. Broad St., Mount Vernon, N.Y. 10552 Tel (914) 668-4488. Pres. Richard Rashbaum, Gen. Mgr. Elizabeth Rashbaum. Prof. Mgrs. Howard Strauss, Jack Uram.
 Doc Ron Publ'g (BMI), 301 NW Second Ave., Boynton Beach, Fla 33435 Tel (305) 732-1145 Pres Dr Ron Stander, VP Prodn'g Chuck Howard Jr., VP Sales/ Maurice Stander; Sec'y-Treas Marianne Stander.
 Dr. B Publ'g (SESAC), see Troy Shondell
 Doheny Music (BMI), 8571 Holloway Dr., No. 2, Los Angeles, Calif. 90069 Tel (213) 659-5479. Pres J W Alexander.
 Dolly Bee Music (BMI), 515 E. Racquet Club Rd., Palm Springs, Calif 92262 Tel (714) 327-9216. Owner & Pres. George R Brown.
 Domestic Music Co (ASCAP), 16 E 42 St., Suite 1042, New York, N.Y. 10017 Tel (212) 661 4239 Gen. Mgr. James Alexiou
 Donbo Music (ASCAP), see Harrison
 Donna-Marie Music Publ'g (ASCAP), c/o American Creative Entertainment, 1616 Pacific Ave., Suite B18, Atlantic City, N.J. 08401 Tel (609) 347 0484/0487 Pres. Danny Luciano
 Donna Music Publ'g Co (BMI), 6 Carter Place, Woburn, Mass 01801 Tel (617) 933-1474 Pres Frank P Pappalardo, Gen Mgr Frank Paul, Prof Mgr Joseph Paul
 Dooms Publ'g Co (BMI) PD Box 2072, Waynesboro, Va. 22980 Tel (703) 942-0106. Owners John H & Margie F. Major.
 Door Knob Music Publ'g Inc (BMI), see Gene Kennedy
 Doors Music Co (ASCAP), c/o Greene & Reynolds, 1900 Ave. of the Stars, Suite 1424, Los Angeles, Calif. 90067 Tel (213) 553-5434
 Doppler Effect Music (ASCAP), 1798 Maplewood NE, Warren, Ohio 44483 Tel (216) 372-2510. Pres. Richard Michael Oberlots, Gen Mgr. Mima A Oberlots, Prof. Mgr. Larry Warner
 Double Seven Publ'g Inc (BMI), PD Box 3143, Irving, Tex. 75061 Tel (214) 254-8659. Pres B L Miller Jr., Gen Mgr Cindy Miller
 Double Sharp Music, see Groovesville
 Downstairs Music, see Mighty Three
 Dragon Int'l Inc. (BMI), PD Box 8263, Haledon, N.J. 07508 Tel (201) 942-6810 Pres Samuel Cummings; Gen. Mgr. Patrick Simpson
 Drake Activities Corp (ASCAP), see Largo
 Drake Music Group, 809 18 Ave. S., Nashville, Tenn. 37203 Tel (615) 327 3211. Telex 558602. Pres Pete Drake, Gen & Prof. Mgr. Rose Trimble.
 Draynen Music Publ'g Co (BMI), PD Box 934, Edgartown, Mass 02539 Tel (617) 627-4639. Owner Benjamin L Hall
 Dream Dealers Music (ASCAP), see Fricon Entertainment
 Drew Mark Music Inc (BMI), 3500 N Causeway, Suite 1500, Metairie, La 70002 Tel (504) 831-9474 Pres Dale Murray, Gen & Prof Mgr Rex Pearce
 Driftwood Publ'g Co Inc (BMI), see Cedarwood
 Drive In Music Co Inc (BMI), 7120 Sunset Blvd., Hollywood, Calif 90046 Tel (213) 851 2500
 Driving Music (ASCAP), see Creative Corps.
 Droopytunes (BMI), see Bing, Bing, Bing.
 Drop Top Music (BMI), 2615 N. Wilton Ave., Chicago, Ill 60614, Tel. (312) 281-3385. Partners; Jim & Amy D'Neal, Mick & Gilla Huggins
 Drummer Music, see The Grand Pasha.
 Duane Music Inc (BMI), 382 Clarence Ave., Sunnyside, Calif 94086. Tel (408) 739-6133 Pres: Garrie E. Thompson, Gen. Mgr. Duane N Thompson

Branch: Albany, Calif., PO Box 6174, Zip 94706 Tel (415) 524 4939.
 Duce (ASCAP), c/o TAT Communications Co., 1901 Ave of the Stars, Los Angeles, Calif. 90067. (Administered by Reno/Metz Music).
 Duchess Music Corp (BMI), see MCA Music.
 Dupuy Publ'g Inc (ASCAP), 10960 Ventura Blvd., Suite 200, Studio City, Calif. 91604 Tel: (213) 980-6412 Pres. & Prof. Mgr. Pedro Dupuy, Gen. Mgr. Gerd S. Aschendorf
 Dusty Roads Music Corp. (BMI), see Al Gallico
 Owarl Music (ASCAP), see Special Rider
 Dy-Cor Inc. (BMI), 792 Columbus Ave., Apt. 10A, New York, N.Y. 10025 VP Harvey Cort
 Dynamo Publ'g Co. (BMI), PO Box 6, 484 Lake Park Ave., Oakland, Calif. 94610 Tel (415) 482-4854 Contact Dan Orth

Elsher Music Co (BMI), see Jerry Ross
 Elvus Music Inc (BMI), 1619 Broadway, New York, N.Y. 10019 Tel (212) 489 8170, Contact: Lester Boles.
 Emergency Music Inc (ASCAP), 1220 Broadway, Suite 605, New York, N.Y. 10001 Tel (212) 947-2791. Telex 238794, Pres. Sergio Cossa
 Emeryville Assocs., 1800 Grand Ave., Nashville, Tenn. 37212 Tel (615) 327-2319 Dr. George W. Reneau
 Emeryville Music (BMI), see Emeryville Assocs
 Emit Music (BMI), see Doug Moody
 Emko Music Corp. (BMI) (div of Emko Talent Assocs Corp.), PO Box 176, Monsey, N.Y. 10952 Tel: (914) 425-6040
 Emperor Music Inc. (BMI), see H.B. Webman.
 Empire Tunes Inc., 119 W 57 St., Suite 620, New York, N.Y. 10019 Tel (212) 586-0004, Pres.: Don Silver
 Ena Music Inc. (ASCAP), see Live Music Publ'g Group
 En Avant Music (ASCAP)—Gen. Mgr. Laura Shindler; Prof. Mgr. Lynda Dionne—see Shindler.
 Enchantment Music Co. (BMI), 115 E Idaho, Las Cruces, N.M. 88001 Tel (505) 524-1889 Owner: Emmet H. Brooks (Affiliated with Brooks Bros)
 En-Jay (BMI), see Dawn Prods.
 The Entertainment Co. Music Group, 40 W 57 St., Suite 1510, New York, N.Y. 10019 Tel (212) 265-2600, 586-3600 Telex 66140 Principals Charles Koppelman, Martin Bandier, VP Opns: Michael Goldberg, VP Publ'g: Joanne Bous; VP Artist Relations Linda Gerrity, Publ'g Adm'n'r Madeleine Marshall
 Epoch Music Corp. (ASCAP), see Epoch Universal
 Epoch Universal Publ'ns Inc (BMI), 10802 N 23 Ave., Phoenix, Ariz. 85029 Tel (602) 864-1980, Pres. Ray Bruno; Exec VP David Serey; A&R Paul Quimlan
 Equa Music (ASCAP), 1800 Mowry Ave., Fremont, Calif. 94538, Tel (415) 794-6637 Pres. Warren M. Johnson, Gen. Mgr. Sandra Clark; Prof. Mgr. Robert Jackson.
 Ernelk Music Co. (BMI) (div of Ernest Kelley Inc.), 18329 W. McNichols Rd., Detroit, Mich. 48219 Tel (313) 533-1550, Pres. Ernest Kelley, Gen. Mgr. Irving R. Kelley, Prof. Mgr. Jerome Cunningham
 Espy Music Group, 11520 Woodbridge St., Studio City, Calif. 91604, Tel (213) 760-2299, Pres. Kim Espy.
 Etude Music, see Camillo-Barker
 European American Music Corp. (ASCAP), 11 West End Rd., Totowa, N.J. 07512, Tel (201) 256-7100, Telex: 252311, Pres. Ronald L. Freed.
 Evansongs Ltd (ASCAP), c/o E.S.P. Mgmt. Inc., 1790 Broadway, New York, N.Y. 10019, Tel: (212) 765-8450, Telex. 125609, Pres.: E.S. Prager
 Evanton Music (BMI), PO Box 2217, Inglewood, Calif. 90205, Tel (213) 644-8182, Pres. Leonard S. Falconer; Treas.: M.P. Falconer
 Eva's Day Music Co. (BMI), 1520 Briggs St., Suite 3-C, Daly City, Calif. 94015, Tel: (415) 756-6510, Chm. Curry J. Johnson Jr.; Pres.: Eva M. Settles.
 Evelyn Music Co. Ltd, 1309 North Highland Ave., Hollywood, Calif. 90028, Tel: (213) 462-7257.
 Excellorec Music Co. Inc. (BMI), 1011 Woodland St., Nashville, Tenn. 37206, Tel. (615) 227-5081.
 Expression Music Co., 652 Hilary Dr, Tiburon, Calif. 94920, Tel: (415) 435-5223, Pres. & Gen. Mgr. Laurie Roberts; Prof. Mgr. Ron Patton.
 Extra Money Music (ASCAP) (div. of Lambert-Apostol Co. Inc.), 1290 Ave. of the Americas, Suite 264, New York, N.Y. 10019, Tel: (212) 399-0090, Pres. Lanny Lambert.

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Granite Music Corp. (ASCAP), see Criterion.
Granite Rock Music (BMI), PO Box 1206, Studio City, Calif. 91604. Tel. (213) 877-1351. Pres.: Dan Mark.
Grapes of Rath Music Publ'g Co. (BMI), 720 Meigs Ave., Jeffersonville, Ind. 47130. Tel. (812) 282-6427. Pres.: Nelson Rath; Exec. VP: Opns. & Gen. Mgr.: John Paine; Prof. Mgr.: Sonny Lemaire. **Local branch:** 700 Riverside Dr. Zip: 47130. Tel.: 282-6267.
Graph Music (ASCAP), PO Box 669, Woodstock, N.Y. 12498. Tel. (914) 679-6069/2458. Dirs.: Pat Sebastian, Harris Goldberg. **Artie Traum, George James, Roy Saley; Prof. Mgr. Pat Sebastian.**
Branch: New York, N.Y., 49 W. 96 St., Suite 5-C. Zip: 10025. Tel. (212) 665-0214.
Grass Mountain Publ'g (BMI), PO Box 12937, Fort Worth, Tex. 76116. Tel. (817) 731-7375. Owner: Slim Richey.
Grassroots Projects Unlimited (BMI), PO Box 4689, San Francisco, Calif. 94101. Tel. (415) 922-3227. Owner: James Hesterkamp.
Gravenhurst Music (BMI), 105 Park Ln., Beaver Falls, Pa. 15010. Tel. (412) 843-2431. Pres.: Jerry Reed; Prof. Mgr.: Roy Miller.
Branch: New Brighton, Pa., 1469 Third Ave. Zip: 15066. Tel. (412) 847-0111.
Great Beek Prod'ns (ASCAP), 2999 Smith Springs Rd., No. C-47, Nashville, Tenn. 37217. Tel. (615) 366-6620. Pres.: E.B. Leach; Gen. Mgr.: John Adair Arther; Prof. Mgr.: Peggy Anest.
Great Alps Publ'g (BMI), 15510 NE 15 Ct., North Miami Beach, Fla. 33162. Tel. (305) 944-9945. Pres.: Aaron L. Broomfield; Gen. Mgr.: Ted Williams.
Great American Publ'g Co. (BMI), 576-B Goldsboro Rd., NE, Atlanta, Ga. 30307. Tel. (404) 688-0799. Exec. Dir.: Hal Bishop.
Great Day Music Publ'g Co., see Chartbound.
Great Honesty Music Inc. (BMI), Box 547, Larispur, Calif. 94939. Tel. (415) 924-8778. Pres.: Erik Jacobsen.
Great Pyramid Music (BMI), 10 Waterville St., San Francisco, Calif. 94124. Tel. (415) 468-4288. Pres.: Marty Buchwald. Gen. & Prof. Mgr.: Joseph Buchwald.
Al Green (BMI), 3208 Winchester Rd., Memphis, Tenn. 38118. Tel. (901) 794-6220.
Greenbar Music Corp. (ASCAP), 7235 Hollywood Blvd., Los Angeles, Calif. 90046. Tel. (213) 874-4275. Pres.: Ben Barton.
Green Door Music (BMI), 1616 Park Place Ave., Fort Worth, Tex. 76110. Tel. (817) 923-1111. Pres. & Gen. Mgr.: Marvin Moore.
Greene Music, see Open End.
Greengels Music (BMI), PO Box 21931, Greensboro, N.C. 27420. Tel. (919) 272-7336/6392.

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 Green Menu Music Co (ASCAP) (div of Green Menu Music Factory Inc.), 50 W 57 St., New York, N.Y. 10019 Tel (212) 397-3063 489 0806 Pres Henry Jerome; VP & Gen Mgr Donald Castaldi
 Green Mountain Music Corp (BMI), 806 Daklawn Ave., Cranston, R.I. 02920 Tel (401) 944-9005 Co-Pres. Stuart Wiener, Mike Lewis
 Groovesonic Music (BMI), see Sugarwine
 Groovesville Music (BMI), 15855 Wyoming Ave., Detroit, Mich 48238 Tel (313) 861-2363 Acting Publ'g Dir. Will Davis
 Grotto Music, see Tuff Turkey
 Groundhog Publ'g (ASCAP), 254 E. 29 St., Los Angeles, Calif 90011 Tel (213) 746-6499 Pres. Jerry Hooks, Gen Mgr. Duffy Hooks III, Prof Mgr. Mikel Hooks
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 E. J. Gurren Music (ASCAP), 3929 Kentucky Dr., Los Angeles, Calif 90068 Tel (213) 980-7501. Pres. Eddie Gurren; Gen. Mgr., Barnett Williams
 Gusman Co. (BMI), PO Box 8144, 1216 E. Broad St., Savannah, Ga. 31412 Tel (912) 236-6733 Pres. Waymon A. Jones

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 Hall Music, see Open End
 Hallnote Music Co (BMI), PO Box 40209, Nashville, Tenn 37204 Tel (615) 373-5221 Pres. Tom T. Hall, Gen. Dpns. Mgr. Judi Simmons, Prof Mgr. Clarence Selman
 Hall of Fame Music Co. (BMI), PO Box 921, Beverly Hills, Calif 90213 Tel (213) 651-5563
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 Hal-Nat Music Publ'g Co (ASCAP), PO Box 37156, Cincinnati, Ohio 45222, Tel (513) 531-7605, Pres., Saul Halper, VP: Steve Halper, Gen Mgr. Fred A. Halper
 Branch: Los Angeles, Calif., Watts City Prod'ns, 11211 Wilmington Ave. Zip 90059 Tel: (213) 564-8932
 Hamman Publ'g Inc. (BMI), Rt. 1, Box 195-A, Dean Rd., Mattland, Fla 32751, Tel (305) 677-0611, Pres.: Glenn Hamman Sr
 Hannan/Phillips (BMI), 1819 W. Thome Ave., Chicago, Ill 60660, Tel (312) 465-3894, Owners: Ed Hannan, Stoney Phillips
 Hanover Music Corp (ASCAP), PO Box 6296, Beverly Hills, Calif 90212 Pres. & Treas. Paul Weston; VP Jo Stafford; Sec'y Gary Kleinman
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 Happy Day Music Co. (BMI), see Joe Keene
 Happy Stepmid Music Publ'g Corp. (BMI), see Big Seven
 Happy Valley Music (BMI), 186 Willow Ave., Somerville, Mass. 02144 Tel (617) 354-0700 Telex 921724, Partners: Ken Irwin, Marian Leighton, Bill Nowlin
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 Herelord Music, Box 996, Ukiah, Calif 95482 Tel (707) 462 3589
 Hibiscus Music Ltd., 4140 Union St., Suite 6V, Flushing, N.Y. 11355 Tel (212) 939-4538
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 Hob & Nob Music Publ'ns (BMI), 158 W 15 St., Suite 2D, New York, N.Y. 10011 Tel (212) 255-7214, Gen Mgr. LeRoy De Gregory
 Ivan Hoffman, 2040 Ave. of the Stars, Los Angeles, Calif. 90067, Tel (213) 556-2804
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 Hollytree Music (BMI), 48 Music Square E., Nashville, Tenn 37203 Tel (615) 244-7300, Pres. Sherry Sanders
 Holy Spirit Music (BMI), PO Box 31, Edmont, Ky 42129 Tel (502) 628-3573, Pres. & Prof. Mgr.: Rev. W. Junior Lawson, Gen Mgr.: Charles W Witty
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 Huffman Publ'g Co (BMI)—Pres. Joe Huffman, Gen Mgr. Erv Lewis—see Herald Ass'n
 Hungry Mountain Music Inc (BMI), see House of Gold
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 Hustlers Inc (BMI), 5722 Kentucky Downs, Macon, Ga 31210 Tel (912) 474 2603 Pres. Gen & Prof Mgr Alan Walden

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 Bob Karzy Music (ASCAP, BMI), 437 W. 16 St., New York, N.Y. 10011. Tel: (212) 989-1989. Cable: RDKINTAL. Pres.: Bob Karzy.
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 Ken Keene Music, see Brnarmead.
 Keen-York Publ'g (BMI), see Park J.
 Keep Right (SESAC), see Jim W. Rice.
 Keeta Music Co. (BMI), see Brnarmead.
 Keetch Caesar & Dmo Music Inc. (BMI), see Plaza Sweet
 Kelly & Lloyd Music (ASCAP), see JMR Ent's.
 Kenbridge Music (ASCAP), see Kensington.
 Ken/Cher Music Co. (ASCAP), see Jerry Ross.
 Kendor Music Inc (SESAC), Main & Grove Sts., Delevan, N.Y. 14042. Tel: (716) 492-1254. VP & Gen. Mgr.: Lester P. Chappell
 Kengorus Music (ASCAP), c/o Perry Potkin & Co., 9200 Sunset Blvd., Suite 607, Los Angeles, Calif. 90069. Tel: (213) 273-6167. Pres.: Brenda Russell; Bus. Mgr. Perry Potkin
 Gene Kennedy Ent's, 2125 Eighth Ave. S., Nashville, Tenn. 37204. Tel: (615) 383-6002. Pres. Gene Kennedy; VP & Prof. Mgr. Karen Jeglum
 Kensington Music Serv., Box 471, Tenafly, N.J. 07670. Tel: (201) 567-4791. Owner: Lynne Hartman Richter.
 Kentucky Colonel Music (BMI), PO Box 5853, Pasadena, Calif. 91107. Pres.: John M. Delgatto
 Kenvad Music Inc. (ASCAP), PO Box 2331, Orlando, Fla. 32802. Tel: (305) 896-5601. Pres. Gen. & Prof. Mgr.: Kenneth W. Davies.
 Kevin Lee Music (BMI), see Christy Lane.
 Kevinix Music (ASCAP), see San-Lyn.
 Gilbert Keyes Music Co. (ASCAP), see Gus Kahn
 Nick A-Rock (ASCAP), c/o Aucoin Mgmt. Corp., 645 Madison Ave., New York, N.Y. 10022. Tel: (212) 826-8800
 Kicking Mule Publ'g Inc. (BMI), PO Box 158, Alderpoint, Calif. 95411. Tel: (707) 926-5312. Pres. Ed Denison.
 Kidada Music Inc. (BMI), c/o A&M Recs., 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. Cable: ALPERMDDSS.
 Kimberly Music (BMI), see Maynard Ferguson
 Kimlyn Music Co. (ASCAP), see Big Seven.
 Kim-Pat Publ'g (SESAC), Box 654, Hillwood Dr., Fayetteville, Tenn. 37334. Tel: (615) 433-5661
 Kimtra Music (ASCAP), see Hal Band
 Kindness Df Strangers Music Co. (BMI), c/o Paramount Pictures, 5415 Marathon St., Los Angeles, Calif. 90038. Tel: (213) 468-5000
 Miner Music Co., PO Box 724, Redmond, Wash. 98052. Tel: (206) 882-1124. Owner: L.F. Kiner

King Coal Music Inc. (ASCAP), see Coal Miners
 King Kong Music (BMI), see Extra Money.
 Kingsport Creek Music (BMI), 11006 King St., North Hollywood, Calif. 91602. Tel: (213) 506-4840. Pres.: Melvena Kaye, VP & Gen. Mgr. Anne Zedais.
 Kipahulu Music Co. (ASCAP), c/o Colgems-EMI Music Inc., 1370 Sixth Ave., New York, N.Y. 10019. Tel: (212) 489-6740
 Kipner Music (BMI), see De Walden.
 Charles Kippus Music Inc. (BMI), 1 Lincoln Plaza, New York, N.Y. 10023. Tel: (212) 580-0154. Pres.: Charles H. Kippus Jr.
 Kips Bay Music (ASCAP), see Raybird.
 Kirshner/CBS Music Publ'g, 101 W. 55 St., New York, N.Y. 10019. Tel: (212) 974-8870. Pres.: Herb Moelis. Prof. Mgr.: Felix DiPalma
 Branch: Los Angeles, Calif., 8961 Sunset Blvd. Zip 90069. Tel: (213) 278-4160.
 Jimmy Kish Music Publ'g Co. (BMI), PO Box 140316, Nashville, Tenn. 37214. Tel: (615) 889-6675. Pres. Gen. & Prof. Mgr. Jimmy Kish
 Kiss Me Music (SESAC), see Sing Me
 Neil A. Kjos Music Co. (SESAC), 4382 Jettland Dr., San Diego, Calif. 92117. Tel: (714) 270-9800
 Branch: Park Ridge, Ill., 525 Busse Hwy. Zip: 60068. Tel: (312) 825-2168.
 Klichtak Music (BMI), 1931 SE Morrison St., Portland, Ore. 97214. Tel: (503) 238-4525. Pres.: Russell E. Gornline.
 Knolwood Music Corp. (ASCAP), see Fred Ahlert
 Knud-Feldt Music Co. (BMI), c/o Scenerville Inds., 78-08 88 Ave., Woodhaven, N.Y. 11421. Tel: (212) 296-1877. Pres.: Robert L. Knudsen; VP: Arthur J. Kleinfield; Nat'l Publ'g Dir.: James Knudsen.
 Koala Music Inc. (ASCAP), see Dick Music Music
 Koala Recs. Inc., 6253 Hollywood Blvd., Los Angeles, Calif. 90028. Tel: (213) 467-3203.
 Kohaw Music Inc. (ASCAP), see Bicycle.
 Koko Music (ASCAP), see Boxer.
 Kool Music Inc., see Buttermik Sky
 Kool Kat Music (BMI) (div. of Kool Kat Prod'ns Inc.), PD Box 176, Monsey, N.Y. 10952. Tel: (914) 425-6040
 Kreimers Music Inc. (BMI), see Richard Kaye
 Krishane Music Co. (ASCAP) (div. of Rick Stevens Ent's Inc.), 14241 Ventura Blvd., Suite 204, Sherman Oaks, Calif. 91423. Tel: (213) 981-8255. Pres. & Gen. Mgr.: Kris Erik Stevens.
 Kulberg Music, see Open End
 Kyodo Tokyo Inc., c/o Henry Miller Assoc's., 9454 Wilshire Blvd., Beverly Hills, Calif. 90028. Tel: (213) 278-9454. Telex: 230691529.
 Home office: Japan

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L F Music Group, c/o Famous Music, 1 Gulf & Western Plaza, New York, N.Y. 10023. Tel: (212) 333-3433. Pres.: Lewis Futterman.
 La Bell Music Publ'g (ASCAP), see Brunswick.
 Ladd Music Co. (BMI), 401 Wintermante Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd.
 Ladera Music Publ'g (BMI), PO Box 91120, Worldway Postal Center, Los Angeles, Calif. 90009. Tel: (213) 641-0178. Owners: Philip Sonnichsen, Lalo Guerrero.
 Lady Casey Music (BMI), see Trust
 Lady Jane Music (BMI), PO Box 614, Tahoe City, Calif. 95730. Tel: (916) 583-1322. Owner & Pres.: Hoyt Anton; Gen. & Prof. Mgr.: Mark Anton
 Lade Victoria Music (ASCAP), see Special Rider.
 La Lou Music (BMI), 711 Stevenson St., Lafayette, La. 70501. Tel: (318) 234-5577/3361/4363.
 Lambert & Potter Music Co. (BMI), see Tuneworks
 Charles Lamont (ASCAP), see Spiked Punch.
 Cristy Lane Music, 120 Hickory St., Madison, Tenn. 37115. Tel: (615) 868-7171
 Stuart Lanis Music Inc. (BMI), 1273 1/2 N. Crescent Heights Blvd., Los Angeles, Calif. 90046. Tel: (213) 650-6500. Pres.: Stuart Lanis; VP's: Adam, Jason & Nathan Bank.
 Larball Music, c/o Arrow, Edelstein & Gross, 919 Third Ave., New York, N.Y. 10022. Tel: (212) 371-7111
 Largo Music Inc. (ASCAP), 425 Park Ave., New York, N.Y. 10022. Tel: (212) 371-9400. Pres.: J. Roger Friedman; VP & Gen. Mgr.: Norman S. Weiser. Prof. Mgr.: Gary Robbins; Creative Dir.: Don L. Love.
 Branch: Los Angeles, Calif., 606 N. Larchmont Blvd. Zip: 90004. Tel: (213) 464-8321. West Coast Creative Dir.: Rick Weser.
 Larkspur Music Publ'g Co. (BMI), PO Box 1001, Soquel, Calif. 95073. Tel: (408) 462-6362. Gen. Mgr.: Jon Hutchings.
 Last Colony Music (BMI) (div. of Last Colony Presentations Inc.), PO Box 3253, Washington, D.C. 20010. Tel: (202) 466-4586. Pres. M. Nicholas Mann Jr. (Administered by Band of Angels)
 Lathe Music Co. (BMI), see Harrison
 Laurel Canyon Music Ltd. (ASCAP), see Mike Appel
 Lauren Kim Music (ASCAP), 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 322-5778. 329-9646. Pres.: Joan R. Weinberg; Gen. Mgr.: Fred Weinberg.
 Laurie Publ'g Group (ASCAP, BMI) 20-F Robert Pitt Dr., Monsey, N.Y. 10952. Tel: (914) 425-7000. Pres.: Gene Schwartz, Gen. Mgr. & Treas.: Robert Schwartz. Prof. Mgr.: Ernie Maresca.
 Lawday Music Corp (BMI), see Acoustic
 Law Publ'g Co. (BMI), PO Box 699, Salsuma, Ala. 36571. Tel: (205) 675-4431/0701
 Layback Music Inc. (BMI), 887 Hedgewood Dr., Baton Rouge, La. 70815. Tel: (504) 766-3233. Pres.: John Fred; Gen. Mgr.: Sandra Bloodworth. Prof. Mgr. Kevin Gourrier
 Lazer Music Publ'g Co. (BMI), PO Box 77, Center Square, Pa. 19422. Tel: (215) 635-6921. Pres.: A. Gravatt. Gen. Mgr.: Debi Kane; Prof. Mgr.: C. Rick
 Lea Pocket Scores, PO Box 138, Audubon Sta., New York, N.Y. 10032. Tel: (212) 866-4026. Pres. F. Steinhart (Distributed by European-American)
 Lea Publ'g Co. (ASCAP), 1300 Division St., Suite 204, Nashville, Tenn. 37203. Tel: (615) 254-0572. Pres.: L.C. Anderson
 Lear Music Inc. (ASCAP), 314 Huntley Dr., Los Angeles, Calif. 90048. Tel: (213) 652-2222. Pres.: Jack Rael. Gen. Mgr.: Jude Calkins
 Le Bill Music Inc. (BMI), PO Box 11152, Fort Worth, Tex. 76110. Tel: (817) 738-8843. Pres.: Major Bill Smith; Gen. Mgr.: Terry Smith
 Leeds Music Corp. (ASCAP), see MCA.
 Legacy Music Corp. (BMI), see Jerry Ross
 Legs Music Inc. (ASCAP), see Ablico.
 Lehua Music Co. (ASCAP), PD Box 1207, Honolulu, Hawaii 96807-1207. Tel: (808) 847-0855.

Leigh Group Inc., 1650 Dak St., Lakewood, N.J. 08710. Tel: (201) 367-0080. Pres.: Milton Herson; Gen. Mgr.: David Muldowney; Prof. Mgr.: Mitch Leigh.
 Lemco Music Publ'g Co. (BMI), PO Box 8013, 2518 Southview Dr., Lexington, Ky. 40503. Tel: (606) 277-1184.
 Ty Lemley Music (ASCAP), see Tymena.
 Len-Lon Music Publ'g Co. (BMI), c/o Sandra R. Newman, 1326 N. Flores St., Los Angeles, Calif. 90069. Tel: (213) 654-4601. Pres.: Leonard C. Williams; Gen. & Prof. Mgr.: Sandra R. Newman
 Lenmac Music (BMI), see De Walden.
 Lenroy Music (BMI), see Tridex
 Hal Leonard Publ'g Corp. (ASCAP, BMI), 8112 W. Bluemound Rd., Milwaukee, Wis. 53213. Tel: (414) 774-3630. Exec. VP: Keith Mardak
 Admin. & prof'n branch: Winona, Minn., 960 E. Mark St. Zip 55987. Tel: (507) 454-2920. Dpns. Mgr.: Robert Gilbertson
 Leonard Prod'ns Inc. (BMI), PO Box 222, Gainesville, Tex. 76240. Tel: (817) 466-4076. Pres.: Joe M. Leonard Jr.
 LeShell Music (SESAC), see Brunswick
 Levine & Brown Music, c/o Arrow, Edelstein & Gross, 919 Third Ave., New York, N.Y. 10022. Tel: (212) 371-7111
 Adam R. Levy & Father Ent's. Inc. (BMI), see Big Seven
 Lichelle Music Co. Inc. (ASCAP), 4215 Hood Ave., Burbank, Calif. 91505. Tel: (213) 849-7409. VP: Michelle Kay
 Lida Ent's., see Notable
 Life Music Inc. (ASCAP), see Denton & Haskins
 Life Song Music Press (BMI), see Paragon/Benson
 Lilienas Publ'g Co. (SESAC), PO Box 527, Kansas City, Mo. 64141. Tel: (816) 931-1900
 Sonny Limbo Music (BMI), PD Box 9869, Atlanta, Ga. 30319. Tel: (404) 633-4659. Pres., Gen. & Prof. Mgr.: Sonny Limbo
 Lincoln Road Music Co. (BMI), see Joe Keene
 Lineage Publ'g Co. (BMI), PO Box 211, East Prairie, Mo. 63845. Tel: (314) 649-2211. Pres.: Tommy Loomas. Prof. Mgr.: Archie Corlew
 Linell Music (ASCAP), 3981 Breen, Indianapolis, Ind. 46236. Tel: (317) 897-2361. Pres. & Gen. Mgr.: Brenda Carhee. Prof. Mgr.: Rick Clark (Affiliated with Clark Publ'g)
 Lmesider Prod'ns Ltd. (BMI), see Big Music
 Roger Linn Music (BMI), see Don Williams.
 Lion of Judah (ASCAP), see Paragon/Benson
 Lion's Gate Films Inc. 1861 S. Bundy Cr., Los Angeles, Calif. 90025. Tel: (213) 820-7751
 Lion's Share (ASCAP), see NBC
 Lipservices (ASCAP, BMI) (a div. of T.S.E.C. Inc.), 263 West End Ave., New York, N.Y. 10023. Tel: (212) 580-3030. Cable: HDTLIPS. Telex: 177857. Pres.: Julie Lipsus
 Mose Lister Publ'ns (SESAC), PO Box 270182, Tampa, Fla. 33688. Tel: (813) 935-2988.
 Lito Music (BMI), c/o Recorded Treasures Inc., PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 766-4693. 763-3173. Contact: Walt Heebner.
 Little A Music Inc. (BMI), see A Schroeder
 Little David Music Inc. (BMI), see Sheldan Ent's.
 Little Dove Publ'g Co. (BMI), 1228 Reed St., Philadelphia, Pa. 19147. Owner & Chief Operating Officer: Grace Marchesan.
 Little Hurry Music Inc. (BMI), see Big Hurry.
 Little Jack Music Co. (BMI), see Trina Jill.
 Little Joe Music (BMI), 604 Broad St., Johnstown, Pa. 15906. Tel: (814) 539-8117. Pres. & Gen. Mgr.: Al Page; Prof. Mgr.: Anthony Page
 Little Dts Music (BMI), 101 Westchester Ave., Port Chester, N.Y. 10573. Tel: (914) 939-1066. Pres.: Carmine Raie.
 Little Roger Music (BMI), see July Child
 Little Things Music (BMI), see July Child.
 Little Wizard Music (BMI), 116 Wendy Dr., Holtsville, New York, N.Y. 11742. Tel: (516) 654-8459
 Live Music Publ'g Corp. (BMI), see Live Music Publ'g Group.
 Live Music Publ'g Group, 793 Bingham Rd., Ridgewood, N.J. 07450. Tel: (201) 447-4700. Telex: 4249585
 Mick Lloyd Music (SESAC), see JMR
 Loaves & Fishes Music Co. Inc. (BMI), see Bicycle.
 Local Yoke Music, see Open End.
 Lodestar Music Publ'g (SESAC), see Gene Kennedy.
 Loena Music Publ'g Co. (ASCAP), 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200.
 Lollipop Music Corp. (BMI), 132 E. 45 St., Penthouse C, New York, N.Y. 10017. Tel: (212) 557-9109, 288-8728.
 Lone Lake Songs Inc. (ASCAP), PO Box 126, Elmsford, N.Y. 10523. Tel: (914) 592-7983.
 Loney Tunes Music (ASCAP), see Solid Smoke.
 Longshot Music (SESAC), see Harrison Tyner.
 Longview Valley Music, see Tuft Turkey.
 Look Hear Music (BMI), 24548 Pierce, Southfield, Mich. 48075. Tel: (313) 559-7630. Pres.: Bruce Lorfel.
 Loraless Publ'g Co. (ASCAP), see Expression Music.
 Lorenz Corp. (ASCAP), 501 E. Third St., Dayton, Ohio 45401. Tel: (513) 228-6118. C.E.D. Steven R. Lorenz; Pres.: Geoffrey R. Lorenz
 Loring Music Co. (BMI), 1048 N. Carol Dr., Los Angeles, Calif. 90069. Tel: (213) 276-7103. Pres.: Mike Conner.
 Lovrille Music (SESAC), see Terrace
 Lou-Lee Music Co. (BMI), see Lee Magid
 Love Boat Music (BMI), see Reno/Metz.
 Love Street Publ'g (BMI), PO Box 2501, Des Moines, Iowa 50315. Tel: (515) 285-6564. Pres. Art Stenstrom.
 Loving Legends (BMI), see Jim W. Rice.
 Lowery Music Co. Inc. (BMI), 3051 Clairmont Rd. NE, Atlanta, Ga. 30329. Tel: (404) 325-0832. Pres.: Bill Lowery
 Lucky's Kum-Ba-Ya Publ'g Co. (ASCAP), PO Box 6, Brohman, Mich. 49312. Tel: (616) 689-6886. Owner: Ross Fulton
 Lucky Three Music Co. (BMI), see Salsoul.
 Luckyu Music (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048. Tel: (213) 651-1601. Cable: JESSMORCO. Telex: 686409. Gen. Mgr.: Wally Francon.
 Lucy's Store Music (BMI), Box 268, Yonkers, N.Y. 10710. Tel: (914) 779-4684. Co-Owners: Guy & Pipp Gillette
 Lunar Power (ASCAP), see Aristos.
 Lupe Music Inc. (ASCAP), see Largo
 Lust/Unlust Music, PO Box 3208, Grand Central Sta., New York, N.Y. 10163. Tel: (212) 673-0362. Pres.: Charles Ball
 Lyn-Lou Music Inc. (BMI), 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 725-1400. Gen. Mgr.: Larry Rogers.
 Lymnal Music (BMI), see Buttermik Sky.
 Lynnwood Music (BMI), see Espy Music Group
 Lynsey Music Ltd., see MAM.

Lyra Music Co (ASCAP), 133 W 69 St., New York, N.Y. 10023 Tel (212) 874-3360
 Lyresong Inc. (BMI), 1227 Spring St NW, Atlanta, Ga. 30309. Tel (404) 873-6425. Pres.: Harry Karras. VP: Robert B. Richardson, Sec'y-Treas Babs Richardson

M

M & A Music (ASCAP), see Wimot Music
 M A M (Music Publ'g) Corp. (ASCAP), 10100 Santa Monica Blvd., Suite 205, Los Angeles, Calif. 90067. Tel. (213) 552-3025 Pres Gordon Mills, VP & Gen. Mgr. Jon Devrian; Prof. Mgr. T Lovejoy
 M C A Music (ASCAP) (div. of MCA Inc.), 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Telex: 423647 Pres: Leeds Levy; Contacts: Mark Koren, John McKellen
 Branches: Universal City, Calif., 70 Universal City Plaza Zip 91608 Tel (213) 508-4550. Telex: 677053. Contact: Rick Shoemaker--Nashville, Tenn., 1106 17 Ave. S. Zip: 37212 Tel: (615) 327-4622. Contact: Jerry Crutchfield.
 M C I Music (BMI), 20 E. First St., Mount Vernon, N.Y. 10550 Tel: (914) 699-4003. Pres.: Chip Rigo; Prof. Mgr. Michael Berman
 M E Music (ASCAP), 158 Gatone Or., Hendersonville, Tenn. 37075. Tel: (615) 824-3172. Gen. Mgr.: Dee Mullins.
 M-E Music Co. (ASCAP), 1697 Broadway, Suite 1201, New York, N.Y. 10019 Tel: (212) 757-5105. Co-Owners: William H. Borden, Claire R. Olivier.
 M J Q Music Inc. (BMI), 1697 Broadway, Rm 1100, New York, N.Y. 10019. Tel: (212) 582-6667. Pres.: John Lewis; Gen. Mgr. Paul Schwartz
 M M O Music Group Inc., 423 W 55 St., New York, N.Y. 10019 Tel (212) 245-4861. Telex: 427997. Pres.: Irving Krathka; Gen. Mgr.: Gary Hall; Legal Victor Horowitz
 Branch: North Hollywood, Calif., 13012 Satcoy St. Zip: 91605. Tel: (213) 765-6600. Gen. Mgr. David Krathka
 M P L Communications Inc. (ASCAP), 39 W. 54 St., New York, N.Y. 10019 Prof. Dept.: Robert Jones.
 M R I Music (ASCAP), 21 W. 39 St., 5th fl., New York, N.Y. 10018. Tel (212) 869-2799. Pres. Andy Hussakowsky.
 Mabrak Music (BMI), see Bug Music.
 Macanudo Music (ASCAP), see The Sound Column.
 MacArthur Music (BMI), PO Box 82, 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-1232. Pres. & Gen. Mgr.: Glen MacArthur
 MacHarmony Music (ASCAP) (div. of Date Line Int'l Recs.), 400 W. 43 St., Suite 5-C, New York, N.Y. 10036. Tel (212) 244-8148. Pres. C. Roger Bartlett.
 Madelon Music (BMI), see Audio Arts.
 Mad Monkey Music, 11231 Otsego St., No. 114, North Hollywood, Calif. 91601. Tel: (213) 980-4385. Sole Prop.: Mark W. Vidito
 Madrid Music Co. (ASCAP), PO Box 504, Bonita, Calif. 92002 Tel. (714) 421-0865. Pres. & Gen. Mgr.: Virginia B. Anderson, Exec. VP & Prof. Mgr. Robert Lee Anderson Sr.
 Magic Fleet Music Inc. (BMI), see Brookside.
 Lee Magid Inc., PO Box 532, Malibu, Calif. 90265 Tel: (213) 858-7282. Cable: LEEMAG Pres.: Lee Magid.
 Maiden Music (SESAC), 333 Park St., Upper Montclair, N.J. 07043 Tel: (201) 746-6573.
 Main Floor Music Co. (BMI), see McRon.
 Mainspring Music Corp. (ASCAP), see Al Gallico.
 Mainspring Watchworks Music (ASCAP), PO Box 40133, San Francisco, Calif. 94140 Tel: (415) 926-4467. Gen. Mgr.: H.S. Carr.
 Main Slave Music (ASCAP), PO Box 3763, Hollywood, Calif. 90028. Pres. Jeff Ozman, VP: Kerry Zirin.
 Mainstay Music Inc. (BMI), see Al Gallico.
 Main Stream Music (SESAC), see Hope.
 Malaco Music Co. (BMI), 3023 W. Northside Dr., Jackson, Miss. 39213. Tel: (601) 982-4522. Pres.: Tom Couch; VP & Prof. Mgr.: Wolf Stephenson.
 Malcolm Music Ltd. (BMI), see Shawnee Press.
 Management Agency & Music Publ'g Inc. (BMI), see MAM.
 Management III Music (BMI), 9744 Wishire Blvd., Los Angeles, Calif. 90212. Tel: (213) 550-7100 Music Opns. Dir.: Sandi Beach
 Manasseh Music, see Glory Alleluia.
 Manatt, Phelps, Rothenberg & Tunney, 1888 Century Park E., No. 2100, Los Angeles, Calif. 90067. Tel: (213) 556-5555.
 Mandina Music (BMI), see Trust.
 Manfield Music (BMI), see Stephen Enoch Johnson.
 Man-Ken Music Ltd. (BMI), 34 Pheasant Run, Old Westbury, N.Y. 11568. Tel: (212) 752-1330 Telex: 620400. (Administered by Stevens H. Weiss).
 Manna Music Inc., 2111 Kenmere Ave., Burbank, Calif. 91504 Tel: (213) 843-8100.
 Mantra Music (BMI), 222 E. Garvey Ave., Monterey Park, Calif. 91754. Tel: (213) 280-8783. Owner & Pres.: Johnny Thompson.
 Manwin Music (BMI), c/o Chapman Dist'g Co., 1212 Albany St., Los Angeles, Calif. 90015. Tel: (213) 749-9484. Owner: Al Chapman.
 Maple Music Inc. (ASCAP), see Sure-Fire.
 Maplesville Music Publ'g Inc. (BMI), see Crescent Music Group.
 Maranatha! Music Inc. (ASCAP), 2902 W. Garry Ave., Santa Ana, Calif. 92704. Tel: (714) 979-8536. Publ'g Dir.: Tom Coomes.
 Maraville Music Corp. (ASCAP), see Barton Music.
 Marbill Music (BMI), see Le Bill.
 Marble Music Publ'g (ASCAP), see Brunsvick.
 Marc-Jean Music (BMI), see Dolly Bee.
 Margenia Music (BMI), see Gopam.
 Marielle Music Publ'g Corp. (BMI), PO Box 842, Radio City Sta., New York, N.Y. 10019. Tel: (212) 580-9723 Pres.: Don Seat; Prof. Mgr.: Amy Cole
 Branch: Chicago, Ill., PO Box 11012. Zip: 60611. Tel: (312) 266-9616.
 Maritza Publ'g (BMI), see Nyssa.
 Marwood Music Co. (ASCAP), see Burdette.
 Marko Press (BMI), see Mark Foster.
 Edward B. Marks Music Corp. (BMI), 1790 Broadway, New York, N.Y. 10019. Tel: (212) 247-7277. Cable: MARKBRO. Telex: 620960. Pres. Joseph Auslander; VP & Publ'ns Dir.: Bernard Kalban.
 Marlena Music (ASCAP), 210 N. Garden St., Bensenville, Ill. 60106. Tel: (312) 595-0170. Owner & Gen. Mgr.: Archie Drury, Sr.
 Marlen Music Co. (ASCAP), see Gordon.
 Bob Marley Music Ltd., see Rondor.
 Marsant Music Inc. (BMI), 3809 Clematis Ave., New Orleans, La. 70122. Tel: (504) 949-8386. Pres. Allen Toussaint; Gen. & Prof. Mgr.: Marshall E. Sehorn (Administered by Warner Bros Inc.).
 Marshall Street Melodies (BMI), 8102 Polk St. NE, Minneapolis, Minn. 55432. Tel: (612) 784-7458. Pres. Michael S. J. Gapsinski.
 Marson Inc. (BMI), 817 18 Ave. S., Nashville, Tenn. 37203 Tel: (615) 329-0212.
 Pete Martin Music (ASCAP), see Yaam.

A. W. Marullo Music (BMI), 1121 Market St., Galveston, Tex. 77550 Tel (713) 762-4590. Pres.: A.W. Marullo Sr., Gen. Mgr. A.W. Marullo Jr.
 Andy Marvel Music (ASCAP), see Bing, Bing, Bing
 Marville Music Co. (BMI), see Lee Haged.
 Marvin Gardens Music (ASCAP), 8255 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 656-2840. Telex (910) 490-2592. Pres. Irv Biegel; Prof. Mgr. Gary LeMiel.
 Marvin Music Co. (ASCAP), see Fisher Music Corp.
 Josef Marx Music Co. (ASCAP), see McGinnis & Marx
 Marycords (ASCAP), Box 48, Powers Lake, N.D. 58773
 Marzique Music (BMI), 5752 Bowcroft St., Los Angeles, Calif. 90016. Tel (213) 295-0058. Pres. Harold R. Battiste Jr., Gen. Mgr.: Alviette M. Batiste
 Mascon Fusion Music, see The Grand Pasha
 Master Beat Music (BMI), see White Clay Prod'ns
 Mastercraft Music (BMI), see J. Aaron Brown
 Masterlease Music Publ'ns (BMI), PO Box 234, St. Louis, Mo. 63166. Tel (314) 296-9526. Pres. Bob J. Bax
 Masterview Music Publ'g Corp. (BMI), PO Box 52, Ridge Rd & Butler Ln., Parkers, Pa. 18944. Tel: (215) 257-9616. Pres. John Wolf; Gen. Mgr. Tom Fausto; Prof. Mgr. Ann Fausto
 Mathematical Music (ASCAP), see Blue Canyon
 The Mathes Co., PO Box 22653, Nashville, Tenn. 37202 Tel (615) 822-6119. Pres.: Dave Mathes.
 Matrix Publ'g Co. (ASCAP), PO Box 12246, Memphis, Tenn. 38112. Tel (901) 274-7788. Contacts: Dane & Gala Sullivan
 Mayflower Music Corp. (ASCAP), 605 Ridgfield Rd., Wilton, Conn. 06897. Tel: (203) 762-0558. Telex: 220883. Pres.: Eckert Rahn
 Dale McBride Publ'g Co. (BMI), Farm Road 580 E., Lampasas, Tex. 76550. Tel: (512) 556-6276. Pres.: Dale McBride
 Jim McCoy Music (BMI), PO Box 574, Winchester, Va. 22601. Tel (703) 667-9379. Pres. & Prof. Mgr.: Jim McCoy; Gen. Mgr. Bertha McCoy
 McDonald Music Co. (BMI), see Alkatraz Corner
 McGinnis & Marx Music Publ'ns (BMI), PO Box 229, Planetarium Sta., New York, N.Y. 10024. Tel: (212) 799-5214. Owner Mrs. Josef Marx; Mng. Ed. Margaret Gresh
 McGuffey Lane Music (BMI), see Hat Band
 Jimmy McHugh Music Inc. (ASCAP), 9301 Wishire Blvd., Suite 400, Beverly Hills, Calif. 90210. Tel: (213) 271-1967, 272-4871. Pres. & Prof. Mgr. Lucille Meyers.
 McRon Music Co. (ASCAP), 521 Fifth Ave., New York, N.Y. 10017 Tel: (212) 682-5844. Pres.: Tsipora Mron; VP & Prod'n Dir.: Steve Monroe, VP & Int'l Mgr.: Thelma Moore; Pub.: Jon Arthur; Promo: Marie M. Gaudreau
 Meadowe Music (BMI), 1727 Roanoke Ave., Sacramento, Calif. 95838. Tel (916) 925-4886. Owner: Jerry Parker.
 Meadow Green (ASCAP), see Tree
 Me-Benish Music Inc. (ASCAP), see A Schroeder
 Medbery Music (ASCAP), 2408 Rockefeller Ln., No. 2, Redondo Beach, Calif. 90278. Tel: (213) 376-1113. Pres.: Michael L. Sandomeno; Prof. Mgr.: Bev Klingschik
 Media Interstellar Music (BMI) (div. of Clay Pigeon Int'l), PO Box 20346, Chicago, Ill. 60620. Tel: (312) 778-8760. Pres. Mgr.: Vylautas Beleska; Sales: Rudy Markus
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 Pacific View Music (ASCAP), see Don Williams
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 Pal Publ's, 10755 Bachelor Valley Rd., Witter Springs, Calif. 95493. Tel: (707) 275-2777. Pres.: Jan Scobey
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 Party-Time Music (BMI), 525 SW 42, Oklahoma City, Okla. 73109. Tel (405) 632-3958. Pres.: Tom Jackson; Gen. Mgr. Wendell Goodman, Prof. Mgr. Wanda Jackson
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 Pathfinder Music (BMI), see Cristy Lane
 Patlow Publ's Co. (BMI), 17429 Indian Ave., Detroit, Mich. 48240. Tel: (313) 531-9330. Pres. M.J. Patlow
 Pattern Music, see Over The Rainbow
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 Pink Music (ASCAP), see Picasso
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 Robin Hood Music Co. (BMI), 5531 Tuxedo Terr., Hollywood, Calif. 90028 Tel: (213) 465-9758. Pres. John Marsalco; Office Mgr. Bill Taylor
 Roblar Music Corp (BMI), see Fricon Entertainment.
 Rocket Publ'g, 1416 N. Kings Rd., Hollywood, Calif. 90069 Tel (213) 656-2223.
 Rock Garden Music Inc. (BMI), 26442 Sand Canyon Rd., Canyon Country, Calif. 91351. Tel (805) 251-2599. Pres.: Robert Stone, Gen. Mgr. Lucy Scmla
 Rockin' Ronny Music (ASCAP), see Ron Wesser.
 Rockmasters Inc (BMI), 317 Granby St., Norfolk, Va. 23510 Tel (804) 623-5565 Cable ROCKMASTAS. Telex (710) 881-1283. Pres. Frank Guida, Gen. Mgr.: R.G. Burns, Prof. Mgr.: L. Guess.
 Rockmore Music (BMI), 1733 Carmona Ave., Los Angeles, Calif 90019 Tel: (213) 933-6521 Owner & Gen. & Prof. Mgr.: Willie H. Rocquemore, Pres.: Perry Rocquemore, Sales Mgr. Jennifer Jayson.
 Rock of Ages, see The Grand Pasha
 Rockslam Music (BMI), see Bug Music Group
 Rocksmith Music (ASCAP), see Trust.
 Rocky's Ragdoll Publ'g Co. (BMI), 205-A Television Circle, Savannah, Ga 31406. Tel (912) 927-1761 Pres. David M. Evans.
 Rodeheaver Co (ASCAP) (div. of World Inc.), 100 Publishers Dr., Winona Lake, Ind 46590 Tel: (219) 267-5116
 Pdsongs, see Rondor
 Rogan Publ'ns (BMI), see Malaco
 Rogelle Music, see Laurie
 Roger Music Inc., 17752 Skypark Blvd., Irvine, Calif 92714 Tel: (714) 850-1388. Pres. Joseph S. Shrinman
 Rohm Music, see Bug Music
 Rokblok, 203 Louise Ave., Nashville, Tenn. 37203. Tel: (615) 329-9988. Co. Pres. Steve Gibson, Bill Martin.
 Rolling Meadows (ASCAP), see Terrace Music Group.
 Angelo Roman Ents., PO Box 3144, Covina, Calif. 91723 Tel: (213) 332-2504, 339-9769. Pres.: Angelo Roman Jr.
 Romona Music (ASCAP), 702 S. 15 St., Newark, N.J. 07013 Pres.: Gloria Black, Gen. Mgr. Tom Bosco, Prof. Mgr. Vincent Vallis, (Affiliated with Vado Music)
 Ronarte Publ'ns (ASCAP), see The Sound Column.
 Roncom Music Co. (ASCAP), 305 Northern Blvd., Great Neck, N.Y. 11021. Tel: (516) 466-5810.
 Rondor Music Int'l Inc., 1358 N. La Brea Ave., Hollywood, Calif. 90028. Tel (213) 469-2411 Cable ALPERMOSS Telex 691282, (910) 321-3593.
 Ron-Ken Music (ASCAP), see Petoskey
 Rontom Music Co. (ASCAP), 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-1050 Owner: Tom Walls
 Room 7 Music (BMI) (div. of Seven Arts Press), PO Box 649, Hollywood, Calif 90028-0649. Pres.: Walter E. Hurst
 Rose Bridge Music Inc. (BMI), see Earl Barton
 Rose Tree Music, see Mighty Three
 Brian Ross Music (BMI), 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel (213) 662-3121 Pres.: Brian Ross.
 Jerry Ross Music Corp. PO Box 937, Southampton, Pa. 18966. Tel. (215) 947-0460
 Rothstein Music Ltd., 720 E. 79 St., Brooklyn, N.Y. 11236. Tel: (212) 444-3283 Pres. Sharon Rothstein, VP & Prof. Mgr. Eilyn Rothstein.
 Rough Trade Inc. (ASCAP), 1042 Murray St., Berkeley, Calif. 94710. Tel: (415) 548-9212. Pres.: Anne Lehman; Gen. Mgr. Bill Brown, Prof. Mgr.: Steve Montgomery
 Home office: England.
 Rough Trade Music Ltd (BMI), see Rough Trade Inc
 Round Sound Music (BMI), 1918 Wise Dr., Dothan, Ala. 36303. Tel. (205) 794-9067. Pres. Jerry Wise
 Rowalva Music Publ'g, see RBl.
 RowChar Music (ASCAP), 716 W. 33 St., San Pedro, Calif. 90731. Tel (213) 833-1233. Pres. John Rowin; Gen. Mgr.: Charlotte Politte.
 Royal Fair Music Publ'g (BMI), 106 Navajo, Council Bluffs, Iowa 51501 Tel: (712) 366-1136 Pres. Bob Everhart
 Royal Oak (ASCAP), see Tree.
 Royal Spn Music Inc (BMI), 26 Cass Pl., Brooklyn, N.Y. 11235. Tel (212) 743-3709 Pres. Nat. Margolis; VP: William Rizzo.
 Royal T Music (ASCAP), 3442 Nies, Fort Worth, Tex. 76111 Tel (817) 834-3879 Pres. James Michael Taylor; Gen. Mgr.: Barbranne Taylor; Prof. Mgr. Peggy Soux
 Branch: Portland, Ore., 626 Ne 109 Ct. Zip: 97220. Tel: (503) 254-5828. VP. James L. Taylor
 Roznique Music Inc., see Laurie
 Rubank Inc (ASCAP), 16215 NW 15 Ave., Miami, Fla 33169. Tel: (305) 625-5323
 Rubicon Music (BMI), 8319 Lankershim Blvd., North Hollywood, Calif. 91605 Tel (213) 875-1775. Pres. Freddie Piro; VP & Gen. Mgr. Teri Piro
 David Robinson & Friends Inc., 827 Folsom St., San Francisco, Calif. 94107. Tel (415) 777-2930 Telex 340116 Pres.: David Robinson, Prof. Mgr.: Kathy Horton
 Rumbin' Songs (BMI), PO Box 202, Urbana, Ill. 61801 Tel: (217) 384-7395 Pres., Gen. & Prof. Mgr.: Jeff Hess.
 Frank Russell Music (ASCAP), 170 Linwood Ave., Paterson, N.J. 07502. Tel: (201) 995-7557. Pres. & Gen. Mgr.: Frank Russell; VP: Margaret Ruggero, Prof. Mgr. Tommy Russell
 Rust Ents. Inc., see Laurie
 Ruston Music Prod'n (BMI), 200 Westmoreland Ave., White Plains, N.Y. 10606 Tel (914) 946-1689 Pres.: Rasty Gordon; Gen. Mgr. Ron Caruso
 Prof. Mgrs. Rusty Gordon, Ron Caruso

Branch: Arcadia, Calif., Rustron Music West, 2804 S. Baldwin Ave. Zip: 91006. Tel (213) 446-5855. Gen. & Prof. Mgr.: Mike Cohen.
 Charles Ryckman Music (ASCAP, BMI), 7966 SW Seventh Court, North Lauderdale, Fla. 33068. Tel (305) 726-3907. Pres. & Gen. Mgr.: Charles G. Ryckman

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S J F Publ'g (ASCAP), see Felicity.
 S & J Music Publ'g Corp., see Laurie.
 S P Q R Music (ASCAP), 69 Robin Hood Rd., Clifton, N.J. 07013. Tel: (201) 778-6759. Prof. Mgr.: Fausto Lucigiano.
 S & R Music Publ'g Co. (ASCAP), 71906 Hwy. 111, Rancho Mirage, Calif. 92270. Tel: (714) 346-0075. Owner & Gen. Mgr.: Scott B. Seely; Prof. Mgr.: Dolores Guiden.
 Sabal (ASCAP), see Mel Tills.
 Safmar Publ'g Co. (BMI), PO Box 978, Mooresville, N.C. 28115 Tel: (704) 663-4892. Pres., Gen. & Prof. Mgr.: Jack Safrit.
 St. Cecilia Music (BMI) (div. of Parallel Recs. & Tapes), 1414 Summit Ridge Dr., Beverly Hills, Calif. 90210. Tel: (213) 858-5913, 477-3651. Pres. Larry A. Weir; Gen. Mgr. Robert M. Harrison, Prof. Mgr.: Tom W. Weir
 St. David Music Corp., see MAM.
 St. Francis Music Co. (BMI), see Derry.
 St. Nicholas Music Inc. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 582-0970. Pres.: Johnny Marks.
 Saka Music Co. (BMI), 5937 Ravenswood Rd., Suite H-11, Fort Lauderdale, Fla. 33312. Tel: (305) 966-8406. Gen. Mgr.: Ruth Gamba.
 Salsoul Music Publ'g Corp. (ASCAP), 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-7340 Telex: 236464. Pres.: Joseph Cayre; Admin'r. Larry Spier.
 Same Old Music Publ'g (BMI), PO Box 622, Orangevale, Calif. 95662. Tel: (916) 726-4816. Pres.: John Roberts; VP: James Chalmers.
 Sandhill Foxtrot (ASCAP), 107 N. Hull, Minden, N.C. 68959. Tel: (308) 832-0941/1380. Owner: Bob Ayres.
 Sand Island Music Co. (BMI), PO Box 688, Eugene, Ore. 97440. Tel: (503) 686-0779.
 Sandman Music Publ'g Co. (ASCAP), 6 Morris Ave., Montville, N.J. 07045. Tel: (201) 334-0863. Prof. Mgr.: Sandy Nelson.
 Sands Music Corp. (ASCAP), see Barton Music.
 Sanga Music Inc. (BMI), 250 W. 57 St., Suite 2017, New York, N.Y. 10107. Tel: (212) 586-6553 Cable: LEMANAG. Pres.: Harold Leventhal; Gen. Mgr.: Joy Graeme.
 Sangre Prod'n Inc. (ASCAP), 9844 Business Park Dr., Sacramento, Calif. 95827. Tel: (916) 361-3652. VP: Mary Neely; Exec. Coord.: Jan Eric Volz.
 San Juan Avenue Music, 8909 W. Olympic Blvd., Beverly Hills, Calif. 90211. Tel: (213) 657-8795. Pres.: Loren-Paul Caplin.
 San-Lyn Music (BMI), Box 46, Colvin Sta., Syracuse, N.Y. 13205. Tel: (315) 476-2779. Pres. & Gen. Mgr.: Jack Swanson.
 Sanskrit Publ'g Co. (ASCAP), 4120 Excelsior Blvd., Minneapolis, Minn. 55416. Tel: (612) 920-9590.
 Sanson Antobal Music Inc. (ASCAP), see Fred Ahlert.
 Santa Clara Music (ASCAP), see Diva.
 Saran Music Co. (BMI), PO Box 17667, Dallas, Tex. 75217. Tel: (214) 428-3128. Pres.: Dewey Groom.
 Sas 'n Ras Music (BMI), 902 Pine Cone Trail, Anderson, S.C. 29621. Tel (803) 225-0833. Pres.: George C. Connor; Gen. Mgr.: Ann Simmons; Prof. Mgr.: Clayton Simmons.
 Satrycon Music (BMI), PO Box 75692, Los Angeles, Calif 90075. Tel: (213) 656-0982. Owner: David Austin
 Saucer Eyes Music (BMI), see The Music Exchange.
 Savgos Music Inc. (BMI), 342 Westminster Ave., Elizabeth, N.J. 07208. Tel: (201) 342-6800. NYC: (212) 962-3354. VP & Gen. Mgr.: Fred Mendelsohn; Office Mgr.: Helen Gottesmann.
 Sawgrass Music Publ'ns Inc. (BMI), 1722 West End Ave., Nashville, Tenn. 37203. Tel: (615) 327-4104. Pres. & Gen. Mgr.: Lonnie M. Tillis; Prof. Mgr.: Jimmy Darrell.
 Scales of Justice Music Inc. (BMI), PO Box 2609, 1191/2 E. Main St., Lafayette, La. 70502. Tel: (318) 235-3587. Pres.: J. Michael Fernandez.
 Schabraf Music (BMI) (div. of Bee Jay Booking Agency & Rec'g Studios Inc.), 5000 Eggleston Ave., Orlando, Fla. 32810. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; VP & Gen. Mgr. James A. Katt.
 Schaum Publ'ns Inc. (ASCAP), 2018 E. North Ave., Milwaukee, Wis. 53202. Tel: (414) 276-9984. Pres.: John W. Schaum; VP & Gen. Mgr.: Wesley Schaum.
 David Schine & Co. Inc., 626 S. Hudson Ave., Los Angeles, Calif. 90005. Tel: (213) 937-5000.
 E.C. Schirmer Music Co. (ASCAP)/Ione Press Inc. (BMI), 112 South St., Boston, Mass. 02111. Tel: (617) 426-3137. Cable: SCHIRMUCCO. Pres.: Robert Mac Williams, Gen. Mgr.: Pauline Delaney.
 G. Schirmer Inc. (ASCAP), 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-5100.
 Subsidiary Co.: Associated Music Publ'ns Inc.
 Schlok Publ'g (ASCAP), 135 NE 202 Terr., North Miami, Fla. 33179. Tel: (305) 653-0742. Co-Pres.: Lawrence Rapoport, Kal Fagan; Gen. Mgr.: Kal Fagan.
 Schroeder Music Co. (ASCAP), 2027 Parker St., Berkeley, Calif. 94704. Tel: (415) 843-2365. Owner: Nancy Schirmer; Mgr.: Ruth Burnstein.
 A. Schroeder Int'l Ltd., 200 W. 51 St., New York, N.Y. 10019. Tel: (212) 582-8995. VP & Gen. Mgr.: Belden Fortunato.
 Schwartz Music Co. Inc., see Laurie.
 Andrew Scott Inc. (ASCAP), see Leigh Group.
 G. Scott Music Publ'g Co. (ASCAP), 345 S. Citrus Ave., Los Angeles, Calif. 90036. Tel: (213) 939-3630. Owner: James T. Lester.
 Scotti Bros. Music Publ'g, 2114 Pico Blvd., Santa Monica, Calif. 90405. Tel: (213) 450-3193. Telex: (910) 490-2638.
 Scott Music Publ'ns (ASCAP), PO Box 148, Hollywood, Calif. 90028. Tel: (714) 992-1522. Pres.: Scott Fredrickson; Gen. Mgr.: Debra Kuehn. (Distributed by Alfred Publ'g)
 Scramrock Music Co. (BMI), 139 E. Harding Rd., Springfield, Ohio 45504. Tel: (513) 399-6708. Prof. Mgr.: Robert T. Jones.
 Screen Gems-EMI Music Inc. (BMI), 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-8371. Pres.: Lester Sill; VP Admin.: Jack Rosner; VP & Prof. Activities Dir.: Paul Tannen.
 Branches: New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 489-6740—Nashville, Tenn., 1207 16 Ave. S. Zip: 37212. Tel: (615) 320-7700.
 Screamin' Sax (BMI), see Morris Music.
 Scully Music (ASCAP)/Orange Bear Music (BMI), 800 S. Fourth St., Philadelphia, Pa. 19147. Tel: (215) 755-7000. Pres.: Walter B. Kahn.
 Seabreeze Music Co. (BMI), see Valleybrook.
 Seacoast Music Publ'g Co. Inc. (BMI), 1440 79th St., Causeway Suite 301.

Miami Beach, Fla 33141 Tel (305) 861 2181
 Sea Cruise Music (BMI), see Biarmade
 Seaford Music (BMI), PO Box 42338, San Francisco, Calif 94101 Tel (415) 821 7311 Dir Barry Melton
 Season Experience Music (ASCAP), PO Box 1725, Daytona Beach, Fla 32015 Tel (904) 255 4891 Owner & Prof Mgr T Patrick Brown
 John Sebastian Music (BMI), see MizMo
 Second Listen Music (BMI), see Breakthrough Quality Music
 Seesaw Music Corp (ASCAP), 2067 Broadway, New York, NY 10023 Tel (212) 874 1200 Pres & Prof Mgr Raoul R Ronson, Gen Mgr S B Kohn
 Sidney A Seidenberg Music Ltd, 1414 Ave of the Americas, New York, NY 10019 Tel (212) 421 2021 Cable SAS-TALENTS Telex 126394
 Sidney A Seidenberg, Gen Mgr Floyd Lieberman
 Semsic Music (ASCAP), 31 Nassau Ave, Wilmington, Mass 01887 Tel (617) 658 8391 Pres & Mgr Larry Feeny
 Ralph L Seltzer, c/o Great Oak Vineyard, 1751 Draper Valley Rd, Selma, Dre 97538 Tel (503) 597 2161 Cable MUSICWORLD Owner Ralph L Seltzer, Gen Mgr Carla Bartolotti, Office Mgr Becky Filloon
 Branch: Simi, Calif, 714 Appleton Zip 93065 Tel (805) 526-0752
 Semanya Music Co (BMI), see Gopam
 Semerak Publ'g Co (BMI), 4327 S Sacramento Ave, Chicago Ill 60632 Tel (312) 523-3914 Pres R M Semerak
 September Music Corp (ASCAP), 250 W 57 St, Suite 1916 New York, NY 10019 Tel (212) 581 1338 Cable MILLSTAN Pres Stanley Mills
 Sesco Music (BMI), 1572 Park Crest Court, San Jose, Calif 95118 Tel (408) 265 2008 Gen Mgr David Sessak
 Seven Hills Publ'g Co Inc (BMI), 905 N Main St, Evansville, Ind 47711 Tel (812) 423-1861 Pres. Ed Kriemeyer; Gen Mgr P J Hayden
 Seven Of Us Music (BMI), 26 Mountain Ave., Dover, N.J. 07801. Tel (201) 361-2084. Pres. Michael F. Matushin Sr.
 Seven Songs (BMI), see A Schroeder
 Settel Music Co (BMI), see Fred Ahlert
 Seyah Music (BMI), 1227 Spring St. NW, Atlanta, Ga 30309 Tel (404) 873 6425. Pres. Barbara H Richardson
 Sha-Day Music (BMI), see Periscope
 Shade Tree Music Inc (BMI), PO Box 500, Bella Vista, Calif 96008 Tel (916) 241-9020 Pres. & Prof. Mgr. Merle Haggard; VP Bob Whitson
 ShadowLight Music (ASCAP), PO Box 9725, Marina del Rey, Calif 90291. Tel: (213) 399-7449. Owner & Pres: Ron Hart.
 Shady Dell Music Inc (BMI), see Earl Barton
 Shaftsbury Music Ltd., see MAM
 Shants Publ'g Co (BMI), 254 E 29 St., Suite 7, Los Angeles, Calif 90011. Tel: (213) 746-6499. Pres. Duffy Hooks III
 Shanache Music (ASCAP), see Morning Music
 Cyril Shane Music Inc (ASCAP), 1724 Bowcliff Terr., Westlake Village, Calif 91361. Tel: (213) 706-0844, (805) 496-0115. Pres. Cyril Shane.
 Shapiro Bernstein & Co. Inc. (ASCAP), 10 E. 53 St., New York, NY 10022 Tel (212) 751-3395. Cable BERNSTEIN. Pres: Richard M. Voltter; Exec VP Leon J. Brettler; Prof. Mgr. Casey Del Casano.
 Shard Publ'g (BMI), see Palo
 Eddie Shaw Music Corp. (ASCAP), see Barton Music
 Shawnee Press Inc. (ASCAP) (div. of Waring Entcs. Inc.), Delaware Weater Gap, Pa. 18327. Tel: (717) 476-0550. Chief Exec. Officer: Fred Waring Jr.; Pres. Fred Waring; Sales Mgr.: Sam DeRenzis; Licenses Dir. Steve Kamych.
 Shekere Music (BMI), 2218 Rosewood Ave., Richmond, Va. 23220. Tel (804) 355-3586. Pres & Gen. Mgr.: Plunky Nkabunde; VP Muzi Nkabunde; Prof. Mgr. Khari Nkabunde
 Shelros Music Co (BMI), see Jerry Ross
 Shelton Assocs. (BMI), 2250 Bryn Mawr Ave., Philadelphia, Pa 19131 Tel (215) 477-7122. Pres. George Guess; Gen. Mgr.: Ted Brown; Prof Mgr Richard Jackson
 Shelvyn Publ'ns Co. (BMI), 4148 S. King Dr., Chicago, Ill. 60653. Tel (312) 624-8060. Pres. James W Shelton Jr.
 Shenandoah Music (ASCAP), see Terrace
 Sherron Music Co. (ASCAP), see Blue River
 Sheryn Publ'g Co. (BMI), 495 SE 10 Court, Hialeah, Fla 33010 Tel (305) 888-1685. (Also see Big Seven)
 Sherman Oaks Music (BMI), see Combine
 Shetland Ents. Int'l (ASCAP), PO Box 120023, Nashville, Tenn 37212. Tel (615) 327-3117. Rep.: Gregory D. Lucas.
 Shindler Music Co Inc. (BMI), PO Box 381585, Memphis, Tenn 38138. Tel (901) 761-3709. Pres: Robert Shindler; Gen. Mgr.: Tom Jones III; Prof Mgr. Laura Shindler.
 Shoe Prod'ns Inc., PO Box 12025, 485 N. Hollywood, Memphis, Tenn 38112. Tel: (901) 458-4496. Pres.: Warren E. Wagner; Gen. Mgr.: Butch Thomson; Prof. Mgr. Wayne Crook
 Troy Shondell Music (SESAC), PO Box 292, Huntington, Ind. 46750. Tel (219) 356-3964. Pres. Troy Shondell; Gen. Mgr. Carol Shelton
 Short Rose Music (ASCAP), PO Box 120536, Nashville, Tenn. 37212. Tel (615) 329-0856. Pres. R.G. Boudon; Gen. Mgr. James Petrie
 Shotgun Music Co. (BMI), 8 W. Merriek Rd., Freeport, N.Y. 11520. Tel (516) 546-8008. Pres. Bill Seabrook; Gen. Mgr. Jess Rae Weeks; Prof. Mgr. Marc Seabrook
 Show Biz Music Group, 110 21 Ave. S., Nashville, Tenn 37203. Tel (615) 327-0514. Pres. Reg Dunlap
 Shownote Music Co., see Showpiece
 Showoff Publ'g Co., see Showpiece
 Showpiece Prod'ns (BMI), PO Box 79, Main Sta., Yonkers, N.Y. 10702. Tel (914) 965-0801, 968-5949. Pres. Robert B. Schoen
 Showtime Publ'g Co. (BMI), PO Box 40074, Washington, D.C. 20016 Tel (202) 397-6952. Pres. Charles A. Ables, Gen. Mgr. Berch L. Salles
 Sight & Sound Int'l Inc., PO Box 27, 3200 S. 166 St., New Berlin, Wis 53511. Tel (414) 784-5850
 Silhouette Music Corp (ASCAP), see The Harard Ass'n
 Silicon Music Inc. (BMI), 222 Tulane St., Garland, Tex. 75043 Co-Pres. & Gen. Mgrs. Gene & Dea Summers
 Silk Pulse Music (BMI), 1516 Oak St., Alameda, Calif, 94501. Tel (415) 865-2040. Owner: Michael Cogan
 Silmo Music (BMI), see Brunswick
 Silver Blue Music Ltd. (ASCAP), 220 Central Park S., Penthouse, New York, NY 10019 Tel (212) 586-3535. Pres. Joel Diamond; Gen. Mgr. Margaret Johnson; Prof. Mgr. Andy Altman
 Silver Dollar Music Inc., see Jack Music
 Silver Heart Music (BMI), 803 18 Ave. S., Nashville, Tenn. 37203. Tel (615) 320-0594. Pres. Michael R. Radford; VP Kenneth Bridger
 Silverhill Music (BMI), PO Box 39439, Los Angeles, Calif. 90039 Tel (213) 663-8073. Exec. Ass't Paul F. Wells
 Silverline Music Inc. (BMI), 329 Rockland Rd., Hendersonville, Tenn 37075 Tel: (615) 824-7273. Pres. Duane Allen; Gen. & Prof. Mgr. Noel Fox
 Local branch: 1019 17 Ave. S Zip 37212 Tel 327-4815
 Silver Music (ASCAP), see Blanchris

Silver Soul Music (BMI), see Combine
 George Simon Inc. (ASCAP), 2147 Sunshine Circle, Palm Springs, Calif 92262 Tel (714) 320-9392
 Paul Simon (BMI), 1619 Broadway, Suite 500, New York, N.Y. 10019. Tel (212) 541-7571. Gen. Mgr. Ian Holbyun
 Simonton Music (BMI), see Hat Band
 Singing River Publ'g Co. Inc. (BMI), 205 Acacia St., Biloxi, Miss. 39530. Tel (601) 436-3927 Pres. Marion Carpenter, Gen. Mgr. Winona Carpenter; Prof. Mgr. Lee Carpenter
 Shelby Singleton Music Inc. (BMI), 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 385-1960 Cable. SHELREC. Pres: Shelby S. Singleton Jr. VP & Gen. Mgr. John A. Singleton, Prof. Mgr. Sad Singleton
 Sing Me Music Inc. (ASCAP), 501 Chesterfield Ave., Nashville, Tenn 37212. Tel: (615) 297-0024. Pres. Jean Zimmerman; Gen. & Prof. Mgr. Mary Louise Smith
 Singpiration Inc. (ASCAP) (div. of The Zondervan Corp.), 1415 Lake Dr. SE, Grand Rapids, Mich. 49506 Tel (616) 459-6900. Pres. Peter Kladder Jr., Exec. VP John S. Helder
 Branch: Dallas, Tex., Stamps Baxter Music Co., 201 S Tyler, Zip. 75208. Tel: (214) 943-1155. Gen. Mgr.: Wilford Roach
 Siren Songs (BMI), c/o Loeb & Loeb, 10100 Santa Monica Blvd., 22nd fl., Los Angeles, Calif. 90067. Tel: (213) 552-7783
 Sirion Music Publ'g (BMI), 14045 S. Main, Suite 303, Houston, Tex. 77035 Tel (713) 641-0793 Pres: Roger L. Cummings; Gen. Mgr.: Steve Cummings, Prof. Mgr. Robert Jackson
 Sir Winston Music (BMI), see Nashville Int'l
 Sister John Music Inc. (BMI), see Blendingwell
 Svatv Music (BMI), PO Box 7172, Greenville, S.C. 29610. Tel (803) 269-3961. Pres. Jesse Evatte
 Six Continents Music Publ'g Inc (BMI), see Mighty Twins
 Skafish Music (BMI), see Cameron
 Jimmie Skinner Music Publ'g (BMI), 5825 Vine St., Cincinnati, Ohio 45216. Tel (513) 242-8000. Pres. Lou Ukelson
 Skinny Zach Music Inc. (ASCAP), 19301 Ventura Blvd., Suite 205, Tarzana, Ca 91356. Tel: (213) 708-1300. Pres. Zach Guickman
 Skip Jack Music (BMI), see Mimic
 Skyhill Publ'g Co Inc. (BMI), 6525 Sunset Blvd., Hollywood, Calif 90028 Tel (213) 469-1285. Tele: (910) 321-4342 Pres: Denny Cordell, Gen Mgr Gary Heaton, Dir., Lionel Conway, Admin Pat Shannahan
 Slap Shot Music (BMI), see Don Williams
 Slash Music, 7381 Beverly Blvd., Los Angeles, Calif 90036. Tel (213) 937-4660
 Sleepy Hollow Music Co. (ASCAP), PO Box 7, Swannanoa, N.C. 28778 Tel: (704) 686-3438. Pres.: Billy Edd Wheeler
 Branch: Los Angeles, Calif., c/o Magic Touch Music. 8127 Elrita Dr Zip 90046. Tel (213) 650-4761—Nashville, Tenn., c/o Music Assocs., 1025 17 Ave. S. Zip 37203 Tel (615) 321-0140. Prof. Mgr. Linda S. Dotson
 Slingshot Music (BMI) (div. of TRC Corp.), c/o TRC Mid-America Reg'g Center, 1330 N Illinois St., Indianapolis, Ind. 46202. Tel: (317) 638-1491
 Slow Dancing Music Inc (BMI), see Butterflies Sky
 Smash Tone Music, see Rough Trade
 Smootee Tunes Publ'g (BMI), 2621 Cortelyou Rd., Brooklyn, N.Y. 11226 Tel (212) 462-7875 Partners Shirley Smoot, C.A. Palk
 Smooth Sailing Music (ASCAP), see NBC
 Snooky Music (BMI), 1975 NE 149 St., North Miami, Fla 33181 Tel (305) 940-6999. AER Dir.: Jim Rudd
 Branch: Coconut Grove, Fla., 3156 Gifford Ln. Zip 33133 Tel (305) 448-2735
 Snowfox Music (SESAC), see J Aaron Brown
 Snow Music (BMI), 9120 Sunset Blvd., Los Angeles, Calif. 90069 Tel (213) 274-8584 Pres. Tom Snow, Gen. Mgr. Mary Belle Snow, Prof Mgr Dona Spangler
 Softchary Music (BMI), see Le Bill
 Soggy Music (BMI), 72 Barrow St., Suite 5-A, New York, NY 10014 Tel (212) 929-6973 Pres. Janet Oseroff
 Sokit Music (BMI), 455 N Snyder Rd., Dayton, Ohio 45427 Tel (513) 854-2797 Pres. Rosie Freeders
 Solar Systems Music (ASCAP), 441 E 20 St., New York, NY 10010 Tel (212) 674 1143 Pres.: Sheila Davis; Prof. Mgr.: Hal Zachary
 Sola Scriptura Songs (BMI) (div. of Ark Recs.), PO Box 230073, Tigard, Ore 97223. Tel (503) 620-5680
 Solid Smoke Songs (ASCAP), PO Box 22372, San Francisco, Calif 94122 Tel (415) 731-0500 Gen. Mgr.: Marty Arbutch
 Solo Music Inc. (ASCAP), 4708 Van Noord Ave., Sherman Oaks, Calif 91423 Tel (213) 762-2219 Pres & Gen. Mgr. Paul Mills
 Somebody's Music (SESAC), see Welk Music Group
 Somerset Press (ASCAP), see Hope
 Somersong Publ'g Inc. (ASCAP)—Pres. Mick Jones, Prof. Mgr.: E S Prager—see Evansongs
 Henry J Sommers (ASCAP), PO Box 322, Silver Spring, Md 20907 Tel (301) 946-9039. Owner Henry J Sommers
 Son-Deane Publ'ns (ASCAP), Hartsdale, N.Y. 10530 Tel (914) 693 1590 Pres. Howard Deanto, Gen. Mgr. Craig Deanto, Prof. Mgr. Sondra Deanto
 Stone Songs (BMI), 10101 Woodlake Dr., No. M. Cockeysville, Md 21030 Tel: (301) 628-7357. Gen & Prof Mgr George Brigman
 Songbud Music (ASCAP), see Budd
 Song Farm Music (BMI), PO Box 24561, Nashville, Tenn 37202 Tel (615) 242-1037 Pres. Tom Pallardy; Gen. Mgr. Jo Pallardy
 Songfest Music Corp (ASCAP), see George Pincus & Sons
 Song of Cash Inc. (ASCAP), see House of Cash
 Song of Songs Music (ASCAP), PO Box 219, Langhorne, Pa 19047 Tel (215) 757-4144 Contact Barbara Riffe
 Songs for Today Inc. 50 E 42 St., Suite 401, New York, NY 10017 Tel (212) 687-2299 Bd Chm.: Jeffrey S. Kruger, Pres. Howard Kruger, Creative Affairs: Leslie Lewis. VP Copyright & Licensing: Margaret Brace
 Songs From The Box (BMI), 3935-B Summer Ave., Memphis, Tenn 38122 Tel (901) 458-2371 Pres. Mark Blackwood, Gen. Mgr.: Liz Santoro
 Songs of the Southland (BMI), see Short Rose
 Songpainter Music (BMI), see Tree
 Song Songs (ASCAP), 229 San Vicente, Suite D, Santa Monica, Calif 90402 Tel (213) 393 1343 Pres. Peter Kaye
 Song Tailors Music Co (BMI), see I've Got the Music
 Song Yard Music (ASCAP), see Tree
 Sonlife Music Co (ASCAP) (div. of Paul Johnson Music Prod'ns Inc.), PO Box 552, Woodland Hills, Calif. 91365 Tel (213) 703-6707 Pres. Paul A Johnson, Admin Ass't Susanne McClain
 Son-Lo Publ'g Co (BMI), see Fort Knox
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 Unverse Communications (SESAC), 8033 Sunset Blvd., No. 1025, Los Angeles, Calif. 90046. Tel. (213) 851-0695. Pres. Nate Fortner
 Upam Music Co. (BMI), see Gopam
 Upscale Music, 2049 Century Park E., No. 1800, Los Angeles, Calif. 90067. Owners: Randel Porter, Mark Hancock. (Administered by Esquisador Music)
 Upstart Music (BMI), 2210 Rapier Blvd., Arlington, Tex. 76013. Tel. (817) 461-8481. Pres., Gen. & Prof. Mgr.: Charles Stewart
 Up-Trend Music (BMI), see Jim W. Rice
 Upward Bound Music Co. (BMI), 12911 SW 82 Terr., Miami, Fla. 33183. Tel. (305) 279-2523. Pres. Samuel Solomon Jr.
 Up With People (ASCAP), 3103 N. Campbell Ave., Tucson, Ariz. 85719. Tel. (602) 327-7351. Pres. J.B. Belk
 Ursula Music (BMI), see Dawn Prod'n
 Utopia Music (ASCAP), PO Box 5314, Zip. 31208, 380 Rverdale Rd., Macon, Ga. 31204. Tel. (912) 447-0415. Pres. & Gen. Mgr. Randy L. Howard

V

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 Vebeque Music Co. (ASCAP), see MMO
 Vector Music (BMI), see Orake Music Group
 Velvet Apple Music (BMI), see Tree
 Velvet Recs. Inc. (BMI), 10128 NW 80 Ave., Hialeah Gardens, Fla. 33016 Tel. (305) 823-0812
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3900. Pres.: Al Thomas, Gen. Mgr. Tom Arrigo
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 Visual Songs (BMI), see Creative Corps
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 Voice of Paradise (ASCAP), see Songs from the Box
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 Harry Von Tilzer Music Publ'g Co. (ASCAP), see Welk Music Group

W

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 Wazuri Music Inc. (BMI), see American World-Wide
 Weather Report Music (BMI), see MizMo
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Home office: Idaho Falls, Idaho.

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Home office: New York, N.Y.

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April/Blackwood Publ'ns, 1350 Ave. of the Americas, 23rd fl. Zip: 10019. Tel: 975-4886. (Distributed by Bradley Publ'ns)

Big 3 Music Corp., 729 Seventh Ave. Zip: 10019. Tel: 575-2978. Pres.: Harold Seider; Creative Dir.: Russ Martens; Sales Dir.: Bob Benedikt.

Bradley Publ'ns (div. of RBR Communications Inc.), 43 W. 61 St. Zip: 10023. Tel: 757-8805. Co-Pres.: Richard Bradley, Bill Radics; VP: Mark Dunham.

Camera Publ'ns, 489 Fifth Ave. Zip: 10017. Tel: 682-8400. Telex: 236920. Pres.: Vittorio Benedetto; Publ'ns Dir.: Johnny Dentato.

Chain Dist. Inc., 476 E. Fordham Rd., Bronx 10458. Tel: 298-3350. Pres.: Morris Bronen; Gen. Mgr.: Sid Bronen.

Chappell Music Co., 810 Seventh Ave. Zip: 10019. Tel: 399-7373. Pres.: Irwin Robinson. (Distributed by Hal Leonard)

Branches: Los Angeles, Calif.; Nashville, Tenn.

Pietro Deoro Music Headquarters Inc., 133 Seventh Ave. S. Zip: 10014. Tel: 675-5460. Pres.: Bruno A. Borghesan.

Carl Fischer Music Jobbers, 54 Cooper Square. Zip: 10003. Tel: 777-2550. Branch Opns. Dir.: Stephen Einhorn.

Branches: Los Angeles, Calif.; Chicago, Ill.

Doris Fisher Music Corp., 1619 Broadway. Zip: 10019. Tel: 586-1545.

Leo/Art Graphics Inc., 157 Chambers St. Zip: 10007. Tel: 267-4140. Pres.: Lucie Koppelman; Gen. Mgr.: Charles Koppelman.

M C A Music (div. of MCA Inc.), 445 Park Ave. Zip: 10022. Tel: 759-7500. Telex: 423847.

Branches: Universal City (Los Angeles Metropolitan Area), Calif.; Nashville, Tenn.

Edward B. Marks Music Corp., 1790 Broadway. Zip: 10019. Tel: 247-7277. Cable: MARKBRO. Telex: 620960.

Edwin H. Morris & Co. Inc. (div. of MPL Communications Inc.), 39 W. 54 St. Zip: 10019. Tel: 581-1330.

Music Sales Corp., 33 W. 60 St. Zip: 10023. Tel: 246-0325.

Int'l branches: Australia, Music Sales Australia Pty. Ltd.; England, Music Sales Ltd.; Germany, Music Sales GmbH.
Peer-Southern Org., 1740 Broadway, Zip: 10019. Tel: 265-3910. Chm.: Monique I. Peer; Pres.: Ralph Peer II; VP: Mario Conti.
Rashid Sales Co., 191 Atlantic Ave., Brooklyn 11201. Tel: 852-3295/3298. Cable: ALRASHID. Pres.: Albert Rashid; Sales Mgr.: Raymond Rashid.
Local branch: 155 Court St. Zip: 11201. Tel: 852-3298. Gen. Mgr.: Stanley Rashid.

R. L. Silver Assocs. Inc., 527 Madison Ave. Zip: 10022. Tel: 752-3180.
Tempo Music Inc., 750 Park Ave. Zip: 10021. Tel: 249-7500.
Terminal Musical Supply Inc., 166 W. 48 St. Zip: 10036. Tel: 869-5270.
Pres.: Larry Nitka; Sales Mgr.: George Rizzo.

Warner Bros. Music, 75 Rockefeller Plaza, 14th fl. Zip: 10019. Tel: 484-8000. Cable: WANG. Sr. VP: Herman Steiger; VP & Gen. Mgr.: Arnold Rosen; Sales Mgr.: Ted Miller.
Home office: Los Angeles, Calif.

• PORT CHESTER (Area Code 914)

Cherry Lane Music Co. Inc., 110 Midland Ave. Zip: 10573. Tel: 937-8601. NYC: (212) 824-7711. Telex: 646948. Pres.: (Mr.) Lauren Keiser; Sales Mgr.: Steve Spooner.

• WEST BABYLON (Area Code 516)

Mark Music Serv. Ltd., 95 Eads St. Zip: 11704. Tel: 420-8310. Pres.: Harold Goydel; Gen. Mgr.: David Weiss; Sales Mgr.: Steven Goydel.

NORTH CAROLINA

• CHARLOTTE (Area Code 704)

Brodt Music Co., PO Box 9345. Zip: 28299; 1409 E. Independence Blvd. Zip: 28205. Tel: 332-2177. Owner: Gladys F. Brodt; Gen. Mgr.: Frank G. Potter; Sales Mgr.: Edwin M. Belch Jr.

OHIO

• CINCINNATI (Area Code 513)

Davitt & Hanser Music Co. Inc., 415 Greenwell Ave. Zip: 45238. Tel: 451-5000.

Hal-Nat Music Publ'g Co., PO Box 37156. Zip: 45222. Tel: 531-7605, 891-2300. Pres.: Saul Halper; Gen. Mgr.: Steven D. Halper.
Branch: Los Angeles, Calif., Watts City Prod'ns.

• CLEVELAND (Area Code 216)

Grossman Music Corp., 1278 W. Ninth St. Zip: 44113. Tel: 696-1234. Cable: GROMUSIC.

• COLUMBUS (Area Code 614)

Stanton Sheet Music, 118 E. Main St. Zip: 43215. Tel: 224-4257.

PENNSYLVANIA

• PITTSBURGH (Area Code 412)

Volkwein Bros. Inc., 117 Sandusky St. Zip: 15212. Tel: 322-5100. Pres.: Carl W. Volkwein; Gen. & Sales Mgr.: Walter E. Volkwein.

• VALLEY FORGE (Area Code 215)

J. W. Pepper & Son Inc., Box 850, Eisenhower Rd. Zip: 19482. Tel: 666-9600.
Branches: Tampa, Fla.; Atlanta, Ga.; Detroit, Mich.

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• PROVIDENCE (Area Code 401)

Axelrod Music Inc., 251 Weybosset St. Zip: 02903. Tel: 421-4833

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• CLEVELAND (Area Code 615)

Pathway Press, 1080 Montgomery Ave. Zip: 37311. Tel: 476-5197.

• NASHVILLE (Area Code 615)

Acutt-Rose Sales Inc., 2510 Franklin Rd. Zip: 37204. Tel: 385-3031. Pres.: Wesley H. Rose; Sheet Music Sales Mgr.: John R. Brown
The Benson Co., Metro Center, 1 Vantage Way. Zip: 37228. Tel: 259-9111. Telex: 555131.

Chappell Music Co., 11 Music Circle S. Zip: 37203. Tel: 244-3382. Mgr.: Henry Hart.

Home office: New York, N.Y.

MCA Music (div. of MCA Inc.), 1105 17 Ave. S. Zip: 37212. Tel: 327-4622.
VP & Gen. Mgr.: Jerry Crutchfield.

Home office: New York, N.Y.

Peer-Southern Org., 7 Music Circle N. Zip: 37203. Tel: 244-6200.

Home office: New York, N.Y.

TEXAS

• ARLINGTON (Area Code 817)

Largo Music Corp., 803 Ave. "H" E., Suite 307. Zip: 76011. Tel: 640-8991.
Home office: Columbia, Md.

• FORT WORTH (Area Code 817)

Don Edgar Music, 2312 Jasper. Zip: 76106. Tel: 626-3448. Owner & Gen. Mgr.: D.D. Edgar.

• SAN ANTONIO (Area Code 512)

Southern Music Co., 1100 Broadway. Zip: 78215. Tel: 226-8167. Pres. & Gen. Mgr.: Arthur Gurwitz.

VIRGINIA

• CHESAPEAKE (Area Code 804)

Largo Music Corp., 809 Live Oak Dr., Suite 7. Zip: 23220. Tel: 424-9275.
Home office: Columbia, Md.

WASHINGTON

• AUBURN (Area Code 206)

Western Music Sales Serv., 1290 SW 301 St. Zip: 98002. Tel: 839-3795.
Home office: North Hollywood (Los Angeles Metro Area), Calif.

• SEATTLE (Area Code 206)

Capitol Music Co. Inc., PO Box 21906, 1530 Third Ave. Zip: 98111. Tel: 622-4013. Gen. Mgr.: Paul C. Leaf.
Affiliate: Las Vegas, Nev., Hansen House.

WISCONSIN

• MILWAUKEE (Area Code 414)

Hal Leonard Publ'g Corp., 8112 W. Bluemound Rd. Zip: 53213. Tel: 774-3630. Telex: 266688. Exec. VP: Kerth Mardak.
Home office: Winona, Minn.

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The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. Distributed labels are representative in some listings. Contact the distributor for complete catalog.

ALABAMA

● ATTALLA (Area Code 205)

Reliable Rec. & Tape Co., Box 6, Rt. 3, Zip: 35954. Tel: 538-6043. Owner, Singles, Albums & Tape Buyer: C.R. O'Neal. (Rec. & Tape RJ)

● BIRMINGHAM (Area Code 205)

Music Center Rec. Dist. Inc., 1400 Second Ave. N. Zip: 35203. Tel: 251-8252. Owner: Virgil C. Lugar Sr.; Mgr.: Albums, Singles & Tape Buyer: Virgil C. Lugar Jr. (Rec. & Tape OS)

ARIZONA

● PHOENIX (Area Code 602)

All Label West Inc., 3304 N. 27 Ave. Zip: 85017. Tel: 258-1542. Pres.: Cary Budin; VP Mktg.: Jim Robinett; VP & Gen. Mgr.: Bill Glasseman; Buyer: Bobby Fallis. (Rec. & Tape RJ)

Accessories: Memorex.

Alta Dist'g Co. (div. of Aldisco Corp.), Southwest Div., 2950 W. Catalina Dr. Zip: 85017. Tel: 269-1411. Gen. & RJ Mgr.: Lee Weimar; D & OS Mgr.: Rita Powell; Buyers: D Singles, Albums & Tape, Rita Powell; RJ Singles, Jim Brunner; RJ Albums & Tape, Dwayne Witten; Cutout Albums & Tape, Ken Kaves. (Rec. & Tape D & RJ), (Rec. & Tape OS as Alta One Stop) Labels: Abkco, Ala, CMH, Chrysalis, Destiny Entertainment, Disney, GNP Crescendo, Laff, Living Language, Original Sounds, Ranwood, Sesame Street, Takoma.

Accessories: Ailsop, Audio Magnetics, BMI, Certron, Discwasher, Dynasound, Fidelitone, Hartzell, Innovative Concepts, Jasco, Le-Bo, Lorran, Maxell, Memorex, Recoton, Savoy, Scotch, TDK, Tracs, Transcriber.

Alta One Stop (Rec. & Tape OS)—see Alta Dist'g Co.

Associated Dists. Inc., 3803 N. 36 Ave., Zip: 85019. Tel: 278-5584. Principal: Leonard M. Singer; Sales Mgr.: Gus Figueroa; OS Mgr.: Angela C. Singer; Buyers: D & OS Singles, Cory Sloman; D Albums & Tape, Kevin Weir; OS Albums & Tape, Tom Weber. (Rec. & Tape D & OS)

Accessories: BASF, Discwasher, Le-Bo, TDK.

Pickwick Dist'n Cos., Rack Servs. Div., 3118 W. Thomas Rd., Suite 710. Zip: 85017. Tel: 272-9343. Sales Mgr.: Tom Catchings. (Rec. & Tape RJ)

Home office: Minneapolis, Minn.
Smash Rec. Dists., 2909 W. Fairmount. Zip: 85017. Tel: 264-5659. Owners: Jackie & Clarence Elgas; Mgr.: Jackie Elgas; Singles Buyers: Jackie Elgas, Charlotte Harrington. (Rec. OS)

● TEMPE (Area Code 602)

Pro One Stop, 901 S. Hohokam Dr. Zip: 85281. Owner & Mgr.: Jim Johnson; Mgr.: Dutch Cramblitt; Export Mgr.: Francisco Cervantes; Buyers: Albums, Dutch Cramblitt; Singles, Francisco Cervantes; Blank Tape, Carter Frey. (Rec. & Tape OS, RJ & E)

● TUCSON (Area Code 602)

Disk Rec. Jobbers/Empire Inds., 7611 E. La Cienega Dr. Zip: 85715. Owner & Mgr.: S.L. Simon. (Rec. OS & RJ)

ARKANSAS

● LITTLE ROCK (Area Code 501)

Discount Recs. Inc., 3400 S. University. Zip: 72204. Tel: 565-0304. Owner: Jack Garner; Mgr. & Buyer: Mike Baugh. (Rec. & Tape OS & RJ, also Rec. & Tape OS as Soul City Recs.)

Handleman Co., 6301 Forbing Rd. Zip: 72209. Tel: 562-8800. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.
Soul City Recs. (Rec. & Tape OS)—see Discount Recs. Inc.

● WEST MEMPHIS (Area Code 501)

Boss Ugly Bob Recs. & Tapes, 2316 E. Broadway. Zip: 72301. Tel: 735-6420. Mgr.: George Eila Trout. (Rec. & Tape OS)

Home office: Memphis, Tenn.

CALIFORNIA

● BUENA PARK (Area Code 714)

Brown Rec. Dists. Inc., 7342 Melrose St. Zip: 90621. Tel: 522-8351. Mgrs.: Jim Hoag, Mike Sur; Buyers: Singles, Karl Golledge; Albums & Tape, Andy Tenzor, Craig Doucette; Accessories, Dave Hoeltje. (Rec. OS & E, Tape OS)

Accessories: Discwasher, Glory, Le-Bo, Marsand, Maxell, Memorex, Pfanstiel, Sound Guard, TDK.

● COSTA MESA (Area Code 714)

Rick Ballard Imports, 2700 Peterson Pl., No. 54D. Zip: 92626. Tel: 754-0966. Sales Rep.: Otto Gust. (Rec. D, I & E)

Home office: Berkeley (San Francisco & Bay Area), Calif. (See for prod. distributed)

City Hall Recs., 2700 Peterson Pl., No. 4-I. Zip: 92626. Tel: 751-5918. District Sales Mgr.: Fred Norsworthy. (Rec. & Tape D, I & E)

Home office: San Rafael (San Francisco & Bay Area), Calif. (See for prod. distributed)

● FULLERTON (Area Code 714)

Music Operators Serv. Inc., 536 W. Commonwealth. Zip: 92632. Tel: 879-1771. Owner & Mgr.: Buddy Robinson; Buyers: Singles, Trudy Crawford; Albums, David Crawford. (Rec. OS)

● GARDEN GROVE (Area Code 714)

Largo Music Corp., 7421 Anaconda Ave. Zip: 92641. Tel: 898-0507. Western Div. VP: Jack Griffith; Ops. Mgr.: Michael Schwarzwath; Sales Mgr.: Tom Smelser. (Rec., Tape & Vid. Pgm. OS & RJ)

Home office: Columbia (Baltimore Metropolitan Area), Md.
Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, WEA.

● LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alhambra Dist'g Inc., 2720 W. Pico Blvd. Zip: 90006. Tel: 733-0137. Tel: 686-444. Mgr.: Antonio Estevez. (Rec. & Tape D & I)

Home office: Opa Locka (Miami Metropolitan Area), Fla. (See for prod. distributed)

Amcan Music Inc./Luv Music/Soundtracks USA, 1932 Hyperion Ave. Zip: 90027. Tel: 668-1800. Co-Owner: Len Chapman; Co-Owner, Albums & Tape Buyer: Lanny Lee; Sales Mgr.: Bill Sterling; Warehouse Supervisor: Dan Devine; OH. Mgr.: Penny Pendleton. (Rec. & Tape D—Cutouts, overstocks)

Amera-Mex Dist'g Co. (American-Mex Rec. Co.), 2534 W. Pico Blvd. Zip: 90006. Tel: 487-4100. Owner: Leonard Silver; Albums & Tape Buyer: Elliot Mellman. (Rec. & Tape RJ)

American Music Mktg. Corp., 12455 Branford St., Unit 1, Arleta 91331. Pres. & Buyer: Chet Copten. (Rec. & Tape D, RJ, I & E—budget lines, cutouts)

American Universal, PO Box 8915, 4029 Lankershim, Universal City 91608. (Rec., Tape & Vid. Pgm. OS & RJ)

Amex Recs. Inc., 267 N. Lake Ave., Pasadena 91101. Tel: 681-0271. Pres.: Horacio Von Sydow; Mgr.: Guillermo Von Sydow. (Rec. & Tape RJ)

Amigo Recs. Dist., 2858 W. Pico Blvd. Zip: 90006. Tel: 735-1358. Owner: Edmundo Perez; Mgr.: Eduardo Perez; Buyers: Singles, Rayda Lazcano; Albums, Yolanda Cisneros. Local branch: Top Hits Recs., 2854 W. Pico Blvd. Zip: 90006. Tel: 731-9650. Mgr.: Pedro Mares; Buyers: Singles, Nelly Rodriguez, Albums, Henry Corrales. (Rec. & Tape D, OS, I & E)

Bob Andrews Recs., PO Box 7000-115, Redondo Beach 90277. Tel: 378-9674. Owner & Albums Buyer: Bob Andrews. (Rec. D)

Labels: Golden Era, Interplay, Jazz Chronicles, Outstanding, Straight Ahead Jazz.

Baly Rec. & Tape Dists., 2525 W. Pico Blvd. Zip: 90006. Tel: 487-2155. Owner, Mgr. & Buyer: Isaac Baly. (Rec. D, OS, RJ & I; Tape D & OS—Latin & Spanish prod. only)

Labels: Alhambra, Alto, Arcano, Arriba, Atlas, Audiomer, Boringuen, CBS, Caytronics, Discoland, Disneylandia, Fama, Hurricane, Melody, Mercurio, Mericana, Musart, Nova Vox, Odeon, Orfeon, Peerless, Pronto, Ramex, Rio Bravo, Romex, SB, Sonart, Soundmix, Viza.

Berkley Air Servs. Mktg., PO Box 91156 World Way. Zip: 90009. Tel: 674-6690. (Overseas transportation servs.)

Home office: Jamaica (New York Metropolitan Area), N.Y.

Brilly Corp., 155 N. San Vicente Blvd., Beverly Hills 90211. Tel: 658-5304. Telex: 691217. Pres.: Laurence Vettes; Sr. VP & Gen. Mgr.: Mel Dairroob. (Rec. I)

Branch: New York, N.Y.

Labels: Callig, Classics for Pleasure, Claves, Damzell, Dynamic, EMI UK, Hyperion, InterCORD, Jerusalem, Lodia, Merlin, Mirror, Nimbus, Pro Viva/Eastman, Pierre Verany.

C B S Recs., 17337 Ventura Blvd., Suite 200, Encino 91316. Tel: 501-2350. Branch Mgr.: Dennis Hannon. (Rec., Tape & Vid. Pgm. D—see New York, N.Y., office for prod. distributed)

California Music Co., 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Pres.: Sam Ricklin; VP & Gen. Mgr.: Ronald E. Ricklin; Buyers: Albums, Nash Lazalde; Singles & Tape, Ron Vermette. (Rec. & Tape OS & E)

California Rec. Dists. Inc., PO Box 6367, Glendale 91204; 1242 Los Angeles St., Glendale 91204. Tel: 245-6464, 246-8228. Owner: George Nocutt; Sales Mgr.: Don Davis; Promo. Mgr.: Ted Higashioka; Sales: Tony Jacobs. (Rec. D)

Branches: San Francisco, Calif.; Seattle, Wash.

Labels: Alligator, Arhoolie group, Audio Fidelity group, CMH, CTI, Columbia Special Prods., Concord Jazz, Contemporary, Creative World, Dark Dr. chid, Everest group, Fantasy group, First American group, Flying High, GNP, Glendale group, Gramvision, Hindsight, Jam, Kaleidoscope, Kicking Mule, Kimbo, Laurie, Mark 56, Muse, Dmnnsound, Original Sound, Palo Alto, Pausa, Radiola, Ranwood, Rounder, Syntonic Research, Varese, Venture, & others.

Accessories: Memorex.

Cal-Mex Int'l One Stop, 5849 E. Whittier Blvd. Zip: 90022. Tel: 261-6723. (Rec. D, OS, I & E; Tape D & OS)

Labels: ARV, Alhambra, Alshire, Arcano, Badboys, Billionaire, Cronos, Doubleshot, East Side Story, Eco, Falcon, Fama, Fania, Freddie, Fuego,

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Capitol Recs., 3117 San Fernando Rd. Zip 90065 Tel 258-3275 (Rec. & Tape D)

Other branches: San Francisco, Calif.; Miami, Fla.; Atlanta, Ga.; Niles (Chicago Metropolitan Area), Ill.; Germantown, Md.; Westwood (Boston Metropolitan Area), Mass.; Troy (Detroit Metropolitan Area), Mich.; South Bloomington (Minneapolis-St. Paul Area), Minn.; New York, N.Y.; Cleveland, Ohio; Bethlehem, Pa.; Nashville, Tenn.; Dallas, Tex. Labels: Accord, Angel, Blue Note, Capitol, EMI, EMI America, Gold Coast, Harvest, Liberty, M.S.S., Main Street, Montage, SRI (Spector Recs. Int'l), Seraphim, Townhouse.

Cayre Inds. of California Inc., Bonnie Brae Bldg., Suite 219, 1830 W Olym pic Blvd. Zip 90006. Tel. 383-1386. (Rec. & Tape D)

Home office: New York, N.Y. Caytronics Corp. (Rec. & Tape D, I, & E—see for prod. distributed)

Celebrity Concert Corp., 1225 San Vicente Blvd. Zip 90049 Tel: 476-2552 Labels: CELEBRITY, Bd. Chm. Sidney Justin; Pres.: Bernard Luber. Branch: 206 Emerald Ave., Balboa Island 92662. Tel: (714) 675-9382 (Rec. & Tape D & I)

Label: Melodiya (USSR)

Chapman Dist'g Co. Inc., 1212 S. Albany St. Zip 90015 Tel: 749-9484 Owner: Al Chapman; Mgr.: Herb Chapman; Buyers Albums, Herb Chapman; Singles & Albums, Lou Cortez. (Rec. & Tape D) Labels: Audio Arts, Brightlight, Canaan, Capitol, Church Oor, Columbia, Conversa-Phone, Crystal, Dictation Disc, Disneyland, Disneylandia, 49th State, Good News, Jewel, Jim Swaggert, Kids Stuff, Light, Living Language, MCA, Malaco, Maranatha, Monitor, Myrrh, New Birth, Out standing, Pearl, RCA, Savoy, Sesame Street, Specialty, Tempo, Walkiki, Word, & others.

City One Stop, 2521 S. Alameda St. Zip 90058. Tel: 234-3336 Mgr.: Sam Ginsburg, Buyer Mitch Perless. (Rec. & Tape OS & E)

Cut-It-Out Music, 3354 Glendale Blvd. Zip 90039 Tel: 665-2828/4376.

Owners: Doren Rowland, Mike Colestock; Mgr. & Buyer Jen Howarth Distributes cutouts.

Discos Latin Int'l Inc., 1644 S. Vermont Ave. Zip 90006 Tel 734 1527

Owner: Jose A. Garcia; VP. Yanet Garcia. (Rec. & Tape D) Branch: Chicago, Ill., Fernando Vian.

Labels: Fono Rex, Latin Int'l, Microfon, Pega

Distribution By Dave, 7220 Owensmouth Ave., Suite 103, Canoga Park 91303 Tel: 887-7930 Mgr. & Buyer Dave Peters (Rec. & Tape D—retail goods prod only)

Eastern Pacific Sounds Inc., 11012 Ventura Blvd., Suite G, Studio City 91604 Tel: 760-7900. Telex: 6831109 FAX: (213) 508 5410 East Pac Sounds, Mng. Dir. Doug Lea, Export Mgrs. Mike Melford, Willie Eat-

man, Video Export Mgr. Brian Higgins, Rec & Tape Import Mgr. Craig Chasen. (Rec., Tape & Vid. Pgm. I & E)

Imports all labels from Japan, incl. Electric Bird

Faulty Dist'n, 633 N. La Brea, Suite A, Hollywood 90036 Tel 931 1373 (Rec. D)

Home office: New York, N.Y. (See for prod. distributed)

Fermata Int'l Melodies Inc., 6290 Sunset Blvd., Suite 916 Hollywood 90028. Tel: 462 7473 TWX (910) 321-4063. Cable FERMATACAL

Owner: Enrique Lebendiger, Mgr. Debora Frenkiel (Rec. I) Labels imported: Discos Premier, Fermata, Importa/Som, Petralta, Pick, RGE, Som/Maior, Young (all Brazil)

Greenworld Dist'n, 20445 Gramercy Pl., Torrance 90501 Tel 533 8075.

Mng. Dirs Steve Boudreau, William Hein, Mark Wesley, Wesley Hein, Overseas Purchasing, David Baker, Domestic Purchasing Robbin Nagatoshii, Japanese Purchasing: Gary Gonzowski; Sales Mgr. Jim Snowden,

Export Anna Abbott, Adv. Mgr. Sharon Knerr (Rec. & Tape D, I & E) Labels: Alkon Standard, Bemisbrain, Bomp, Enigma, 415, Frontier, ICI Sanoblast, Index, LAFMS, New Alliance, Posh Boy, Ralph, Rough Trade, SST, Subterranean

Labels imported: CBS (Japan, New Zealand, UK), Carrere (France, UK), EMI (Australia, Finland, France, Japan, New Zealand, Sweden, UK), Island (Japan, UK), Metronome (Germany), PolyGram (France, Germany, Italy, Japan, Netherlands, New Zealand, UK), RCA (France, Germany, Italy, Japan, UK), Virgin (Japan, New Zealand, UK), WEA (Germany, Ja pan, New Zealand), & others.

Handleman Co., 9700 Bell Ranch Dr., Santa Fe Springs 90670 Tel 946 4431. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich

Important Rec. Dist's., 14505 Hendry St., Lawndale 90260 Tel 644-9783 Contact Hilary Tansey. (Rec. & Tape D & I)

Home office: New York, N.Y. (See for prod. distributed)

Inspirational Music, 18108 Parthena St., Northridge 91328. Tel 987-2911

Owner, Mgr & Buyer Hugh H. Edwards (Rec. & Tape D) Distributes major religious labels

International Recs., PO Box 717, Mentone 92359 Tel 244-9052 Owner John Brechler. (Rec. I)

Labels: Atlas, BayState, CBS Sony, Genon, East World, King, Lobster, Paddlewheel, RCA, RVC, Toshiba, Trio Yupiteru (all Japan), Metronome (Denmark)

J O C, 2737 S. Pacific Ave., San Pedro 90731 Tel 519 7393 Gen. Mgr. Jim Callion, Co-Admin'r: Dale Callion (Rec. D & I)

Labels: Airway, JDC, Launch, Megatone, Ro, Siamese, Sunfire, Sunergy, Tropique, Undisc, Unwave.

JEM Recs West Inc., 18629 Topham, R-seda 91335 Tel 996 6754 VP Mark Ferjuzian, Gen. Mgr.: Bob Say, Sales Mgr.: Greg Biggs (Rec. & Tape D & I)

Home office: South Plainfield, N.J.; JEM Recs Inc. (See for prod. distrib uted)

John's Music, 11020 S. Main St. Zip 90061 Tel 755-1165 Owner John L Jackson; Mgr. Marie Jackson. (Rec. OS)

Kandamerica Inc., 5134 Walnut Grove Ave. San Gabriel 91776 Tel 286 6611; Telex: 675337 Pres. Toshi Fujimoto; VP. Brigitta Landmark, Mgr. Y Uue (Rec. & Tape I & E)

L A Rocks, 1119 Colorado Ave., Suite 107, Santa Monica 90401 Tel 394 6636. Gen. Mgr. Jorge P. Newbery (Rec. D)

La Cite, 2306 Westwood Blvd. Zip 90064 Tel: 475 0658/0095 Telex 181210 Owner Lou Plauzoles (Rec. & Tape I)

Labels imported: Barclay, CBS, Carrere, Deesse, EMI/Pathe-Marconi, Fontana, Philips, Polydor, RCA, Vogue (all France)

Lieberman Ents. LA, 11818 Vose St., North Hollywood 91605 Tel 982 2821. Mgr. Hal Barnett; Opns. Mgr. Albums & Singles Buyer Mark Ca rothers (Rec. & Tape RJ)

Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ)

M C A Dist'g Corp., 11312 Penrose St., Sun Valley 91352 Tel 508 4152 Reg'l Dir. Leroy Sather, Branch Mgr. Des Moines Green (Rec., Tape & Vid. Pgm. D)

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Video program lines: MCA

Musica Latina Inc. (G&G Rec. Dist.), 2363 W Pico Blvd Zip 90006 Tel 385 2151 (Rec. D, OS & RJ; Tape D)

Labels: Ansonia, Arcano, Belter, Castronics, Columbia, Discolando, Fuentes, Kubaney, Latin Int'l, Miami, Modiner, Orion, Panart, Parnaso, Regal, Remo, Rico, Rico-Vox, Son Art, Sono Lux, Sono Mex, Sono Radio, Top Hits, UIA Latino, Velvet, El Zarape

Musical Recs. Co./Musical Tapes Inc., 2958 W Pico Blvd Zip 90006 Tel 737 0937 Mgr. Mgr. Valentin Velasco. (Rec. & Tape D, OS & RJ)

Home office: Miami, Fla. (See for prod. distributed)

Music Brokers (div of Rainbow Inds. Inc.) 2651 W Pico Blvd Zip 90006

Tel: 386-4937 Owner: John Mehoff (Rec. & Tape D, OS & E)

Distributes cutout & overstock albums & tape

Accessories: AVM, Gopher, Memorex, Paramount, TDK

Pickwick Dist'n Cos., Independent Dist'n Div., 9420 Telfar Ave., Sun Valley 91352 Tel 875 3960 Branch Mgr. Bill Shaler, Sales Mgr. Bear Racoff,

Buyers: Bob Lampkin, Dan Thomas (Rec. & Tape D) (Rec. & Tape RJ as Pickwick Dist'n Cos., Rack Servs. Div.)

Home office: Minneapolis, Minn

Labels: Abiko, Alfa, Artilles, Applause, Arista, Beverly Glen, Boardwalk, Chess, Chi Sound, Chrysalis, Clean Cuts, Destiny, Dimension, Euro-Disc, Faulty, Fountain, Harmid, Lifesong, M&M, Malaco, Mango, Motown, Posse, Precision, Prelude, Project 3, Robox, Roulette, Savoy, Sierra, Stiff, Sugarhill, Sun/Plantation, Unicorn, Vanguard, Vintage, Windham Hill, Word, & others

Pickwick Dist'n Cos., Rack Servs. Div., 7100 Tunjuna Ave., North Hollywood 91605 Tel 764 505C. Branch Mgr. Ken Redemsky, Prod. Mgr.: Paul Buetell, Sales Mgr. Ray Reed (Rec. & Tape RJ) (Rec. & Tape D as Pick wick Dist'n Cos., Independent Dist'n Div.)

Home office: Minneapolis, Minn

Pico Boulevard Rec. Sales, 2820 W Pico Blvd. Zip 90006 Tel 731 0778 Mgr. James Harris, Singles, Albums & Tape Buyer A Hinz (Rec. & Tape OS, I & E)

PolyGram Dist'n Inc., 1910 Century Park West, 2d Fl. Zip 90067 Tel 277 1412 Reg'l VP. Bill Follett, Branch Mgr. Kenny Hamblin (Rec. & Tape D)

Home office: New York, N.Y. (See for prod. distributed)

Pyramid Dist's., 527 Hill St., Santa Monica 90405 Tel 399 2222 Owner Mike Anderson (Rec. D)

Labels: Awakening, C-lestial Harmonies, Chandi, Global Pacific, Heav enly Music, Synchronic Research, Untly, Windham Hill, Wind Song Sounds

R C A & A&M & Assoc'd labels, 6363 Sunset Blvd., Hollywood 90028 Tel 468-4066 Reg'l Sales Dir. Bill Graham, Branch Sales Mgr. Jim Bego, Sales Mgr. Bill Meehan (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Records Ltd., 2818 W Pico Blvd Zip 90006 Tel 737 2611 Owner J Thomas Arambasin, Mgr. & Albums Buyer David Schulman (Rec. D, OS, I & E)

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S & R Rec. Dist's., 2654 W Pico Blvd Zip 90006 Tel 383 9111 Owners Ted Ray, Steve Riggio, Ron Richardson (Rec. D)

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Salas Sales, 11219 Randall St., Sun Valley 91352 Tel 767-6803 Owner John Salas, Admin Ass't Judy Bied (Rec. & Tape D—cutouts)

Saturn Ents., 2698 W Pico Blvd Zip 90006 Tel: 737 0616 Pres.: Gale Phelps, Mgr. Ken Richmond, Buyer Jack Frost (Rec. DS, I & E)

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Owners Chuck Rose, Richard Foss, Gen. Mgr. Al Coscia; Buyers Albums Terry Mossman, Imports, Bob Marin (Rec. OS & I)

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 Big State Denver, 2186 S. Holly, Suite 104 Zip 80222 Tel 759-8500 Sales Roger Christian, Promo. Debebe Shell (Rec. & Tape D)
 Home office: Dallas, Tex., Big State Rec. Dist'g. (See for prod distrib uted)
 C M D Sales Co., 6721 E. Cornell Zip: 80224. Tel 692-9565. Dwner, Mgr & Singles Buyer Ronald J Staggs. (Rec. & Tape OS; Rec. & Vid. Pgm. RJ)
 Accessories: Maxell, Savoy, Soundsaver, TDK, Tracs, Transcriber
 Christy's Rec. Sales, PO Box 367, Westminster 80030 Tel. 428-8796 Owner, Singles, Albums & Tape Buyer: Christina Marquez (Rec. & Tape OS)
 D L M Music Dis. Inc., 4990 Home, No. 3D, Zip 80239 Tel 371-3260 VP Larry Gentry; Mgr. Mel Nimon; Albums & Tape Buyer N Savastinuk (Rec. & Tape OS)
 Accessories: Discwasher, Maxell, Memorex, TDK
 Dandelion Dist'n, PO Box 18908, Zip: 80218. Tel 393 8580 Dwner, Mgr & Buyer Susan Fraser. (Rec. & Tape D)
 Labels: Aelius, Affinity, Allegra, Ars pro Femina, Carolsdatter, Cassandra, Even Keel, Galaxia, Learning Through Movement, Lima Bean, Lucy, Diviva, Open Door, Drigami, Out from Under, Pleiades, Redwood, Riverbear, Rosetta, Sea Friends, Sisters Unlimited, Sweater, Terrapin, Urana, Women's Wax Works.
 Danjay Music Inc., 10625 E. 47 Ave Zip 80239 Tel 373-1760 Dwner Phil Lasky; Pres.: Evan Lasky, Dpns Mgr George Hill, Buyers Len Rokosz, Ric Gourlay (Rec. & Tape OS)
 Branch: Tukwila (Seattle Area), Wash
 Handelman Co., 4860 Nome St, Zip: 80239, Tel. 373-1420 (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich
 House Dis. Inc., 5046 W. 36 Ave. Zip: 80212 Tel 477-3044 Mgr., Tom Eaton (Rec. & Tape D)
 Home office: Kansas City, Mo (See for prod distributed)
 Infal Rec. Inc., 2217 Champa St. Zip: 80205, Tel: 892-7141. Dwner & Buyer Victor M. Hernandez (Rec. & Tape OS, RJ & I)
 James Sales Co., 2327 E. 28 Ave. Zip: 80205. Tel 572-9099 Dwner C.W. James, Mgr. James C. Scott Sr.; Buyers: Singles, Jim Scott; Albums, M.A. Scott. (Rec. RJ), (Rec. OS as A&N One Stop)
 Lieberman Ents. Denver, 11000-A E 51 Ave. Zip: 80239 Tel 371-2190. Mgr: Jack Goodman; Dpns. Mgr.: Mike Mahon; DS Mgr.: Mel Goodenow; Buyers: Singles, Cheryl Brungardt; Albums & Tape, Roger Simon (Rec. & Tape OS & RJ)
 Home office: Minneapolis, Minn.
 M C A Dist'g Corp., 2323 S Troy St., Suite 107, Aurora 80014 Tel 755 6470. Branch Mgr. John Frie. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Mountain Com Machine Dis. Inc., 300 W 53 Pl, Unit B Zip: 80216. Tel 620 9350 Dwner Elden Kingstom, Gen. Mgr: Marty Cern. (Rec. OS)
 Pickwick Dist'n Cos., Independent Dist'n Div., 2186 S Holly, Suite 110 Zip 80222 Tel. 692-0410. (Rec. & Tape D—sales only, see Arlington, Tex., office for prod. distributed), (Rec. & Tape RJ as Pickwick Dist'n Cos., Rack Servs. Div.)
 Pickwick Dist'n Cos., Rack Servs. Div., 11720 E 49 Ave Zip 80239 Tel 371-0900. Mgr. Al Wosh, Buyer: Lydia Monchak (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 R C A & A&M & Assoc'd Labels, 6000 E. Evans Ave., Bldg No. 1, Suite 120 Zip. 80222 Tel 759-8181 Mgr. Mike Ketchum (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 Sound/Video Unlimited, 150 Rio Grande Blvd. Zip 80223. Tel: 629 1960 Mgr. Bob Jacobs (Rec., Tape & Vid. Pgm. OS, RJ & I)
 Home office: Niles (Chicago Metropolitan Area), Ill
 Video program Lines: All lines.
 Accessories: Allsop, Amaray, BASF, Discwasher, Duracell, Fuji, Hagers town, Maxell, Memorex, Planstiehl, Savoy, Sony, Sound Guard, TDK, Vid. Lid
 W M Dist'g, 4105 Holly St. Zip 80216 Tel: 320-4660 Mgr. Bob Krug, D Buyer Marion Ericson (Rec. & Tape D), (Rec. & Tape OS & RJ as Western Mdsrs Inc)
 Home office: Amarillo, Tex. Western Mdsrs Inc
 Labels: ASI, AVI, Abiko, Alfa, Amerama, Arista, Cachet, Chrysalis, Church il, Cream, Disneyland, Fantasy, First American, IRDA, Jeremiah, Laff, Mushroom, Nashboro, October, Ovalton, PBR, Pacific Arts, Pausa, Plantation, Prelude, Prism, Ranwood, Romero Brothers, Scorpion, Shelby Singleton, Soul City, TMS, Vanguard
 Warner/Elektra/Atlantic Corp., Bldg 103 A, 2343 S Troy, Aurora 80014 Tel 750-4850 Sales Mgr Randy Patrick. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod distributed)
 Western Mdsrs. Inc. (Rec. & Tape OS & RJ), see WM Dist'g

Europa, GRP, Gusto, K-Tel, Mushroom, Nostalgia Lane, Novus, Power Pac, Prism, RFC, Ranwood, Savoy, Starday, Sugar Hill, Superscope, Sutra, Vista, West End.
 Accessories: Discwasher, Maxell, Memorex
 Central Rec. & Tape Dis. Inc., 145 S. Satellite Rd., South Windsor 06704 Tel: 528-2171. Dwner, Edward E. Stein, Mgr Robert L Hoyt, Buyers Singles, Amy Holstein; Albums, Robert L. Hoyt (Rec. & Tape OS & RJ)
 Gemini Sales, see One-Stop Music.
 Indie Rec. Label Dist Inc., PO Box 315, 145 S. Satellite Rd., South Windsor 06704 Tel 528 2139/2130 Dwners Edward E. Stein, Robert L. Hoyt, Mgr & Buyer David Block (Rec. D)
 Labels: Alligator, Arholoe, Bert & I, Biograph, CMH, County, Delmark, Europa, Everest/Tradition, Flying Fish, Folk Legacy, Folkways, Front Hall, Green Linnet, Jeremiah, June Appal, Kaleidoscope, Kicking Mule, New Black Eagle, Neworld, Philo, Rebel, Rhino, Rooster, Rounder, Shanachie, Stash, Steeplechase, Stinson, Sugar Hill, Syntonic Research, Titanic, Towerhill, Waterhouse, Windham Hill, & others
 One-Stop Music Serv / Gemini Sales & Music Serv., 26 Clark St., East Hartford 06108 Tel 528-4126 Dwner Richard J Godlewski (Rec. D)
 Accessories: Scotch, Sony, TDK
 Tin Pan Recs., 157 Charter Oak Ave Zip 06106 Tel 278 5222 Dwner Isaac Canetti, Mgr Thomas Markoski Jr., Buyers Damon Herring, Thomas Markoski Jr. (Rec. & Tape D, OS & RJ)
 Labels: Crystal Clear, Gateway, Gemcom, Plantation, Sun
 Accessories: Irish, Memorex, Peerless, Recoton, Shape
 Warner/Elektra/Atlantic Corp., 851 Marshall Phelps Rd., Windsor 06095 Tel 688 7581 Sales Mgr Mike Fontecchio (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod distributed)

Life, Jammy's, Joe Gibbs, Live & Learn, Message, Micron, Nighthawk, Real Authentic Sounds, Rockers, Shanachie, Solomon, Sonic Reflection, Sonic Sounds, Studio Dne, TR Int'l, Top Ranking, Treasure Isle, Trojan, Tuff Gong
 Warner/Elektra/Atlantic Corp —Tel 475-6505—also see Greenbelt, Md. Ist-ing

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• FORT LAUDERDALE AREA (Area Code 305)

Raven's Recs, 6421 Blvd. of Champions, Zip 33068 Tel 974 2841. Pres Daryl Toor (Rec. D—rare & discontinued titles)
 Sid's Recs. & Tapes Inc., 2900 E Sunrise Blvd Zip 33304, Tel 563-9278, 565-5855 Dwner Sidney Debin; Mgr & Buyer Skip Asbury (Rec. OS)

• JACKSONVILLE (Area Code 904)

Dabill Rec & Tape Serv., 115 W Adams St Zip 32202 Tel 353-0080 Pres Marjorie C Lvert; Mgr. Singles, Albums & Tape Buyer William E. Bin kley Jr (Rec. & Tape OS & RJ)

• MIAMI METROPOLITAN AREA (Area Code 305)

Alhambra Dist'g Inc., 4380 NW 128 St, Dpa Locka 33054 Tel 685 8396, Telex 522178, Exec VP & Gen. Mgr Jose M Vias Jr, Promo Mgr Betty Diaz (Rec. & Tape D & I)
 Branch: Los Angeles, Calif
 Labels: Al, Alhambra, Atlas, Mercurio, Odeon
 B B Recs., 7317 NW 79 Terr Zip: 33166, Tel: 887 4359 Pres.: Bernard Bin-nick. (Rec. E—closeout singles & albums)
 Jerry Bassin Inc., 20225 NE 15 Court, North Miami Beach 33179, Tel: 651-0687 Pres. Jerry Bassin, VP: Alan Shapiro. (Rec. & Tape OS & E)
 Accessories: Allsop, Maxell, TDK
 Capitol Recs., Pan American Bldg., 7220 NW 36 St, Suite 245 Zip 33166, Tel 592 3810 (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
 Cayre Dis. of Florida Inc., 9551 SW 29 Terr Zip: 33165 Tel 221-3050 (Rec. & Tape D)
 Home office: New York, N.Y., Caytronics Corp (Rec. & Tape D, I & E—see for prod. distributed)
 Florida-Rock Inc., 7317 NW 79 Terr, Zip 33166 Tel 887-4359 Dwner & Mgr. W. Patrick Ernst. (Rec. D & E)
 Labels: Florida-Rock, King Bee, also distributes cutouts, oldies
 International Music Recs & Tapes, 7806 NW Seventh Ave Zip 33150 Tel: 691-3493, Dwner L.L. Dean; Mgr. B. Bryant; Buyer: C. Simmons (Rec. & Tape RJ), (Rec. D—cutouts)
 Juke Box Dne Stop Inc., 1543 NW 165 St Zip 33169 Tel 624-8315, Dwner & Mgr., Paul Yoss, Buyer: Bill Reed. (Rec. OS & E)
 Kenyan Entertainment Corp., 20225 NE 15 Court, North Miami Beach

• NEW CANAAN (Area Code 203)

Musicsmith Inc., 103 Main St Zip 06840 Tel 972 0002 (Rec. & Tape OS)

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

Accessory Assocs., 2000 L St NW Zip 20036 Tel 822 8146
 Accessories: Duracell, Planstiehl, Plantone
 African Rec Centre Dis. Ltd (ARC Rec. Dis.), 1316 U St NW Zip 20009 Tel 462-0659 Mgr. Mark Jackson (Rec. D & OS)
 Home office: New York, N.Y. (See for prod. distributed)
 Black Fire Dis. PO Box 38054 Zip 20020, Tel 397-3572 Dwner & Pres James B Gray, VP & Gen. Mgr. Pluncky Nkabinde, Albums Buyer: Jimmy Gray (Rec. D)
 Labels: AKBA, Atupman, Black Fire, Cosmic Fire, Divine, Freelance, IPS, SRP, Strata, Third World, Tribe, Trident, Triumph, Ujamaa
 R A S Recs., PD Box 40804 Zip: 20016 Tel 656-1814. (Rec. D)
 Labels: Clocktower, Disc Pressers, Dynamic, GG's, Greensleeves, I&J, Jah

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• BRIDGEPORT AREA (Area Code 203)

Nu Music Dist'g, PO Box 1534, Sampomtar Sta., Fairfield 06430 Tel 333-1436 NYC Tel (212) 289 7824 Pres., Scott W Anderson, VP Amy L. Anderson (Rec. D)
 Labels: Ambition, DBA, Factory, Firesign, Flowin' 5, Importe/12, JDC, Launch, D, Park Place, Polyester, Ralph, Rhino, Rough Trade, Select

• GEORGETOWN (Area Code 203)

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 Home office: Beverly Hills (Los Angeles Metropolitan Area), Calif (See for prod. distributed)

• HAMDEN (Area Code 203)

Roger Brouso Phonograph Recs., 24 Scott St Zip 06514 Tel 288-3838 Dwner & Buyer Roger Brouso (Rec. OS)

• HARTFORD AREA (Area Code 203)

Aquarius Dis. of New England Inc., 479 Park Ave., East Hartford 06108 Tel 278-4061 Pres. Mgr. Singles & Albums Buyer Marvin Ginsburg, Promo Tracy Carneau (Rec. & Tape D)
 Labels: Ariola, Arista, Becket, Brunswick, Buddha, Dakar, Disneyland.

33179. Tel: 651-0687. Owner: Joe Stanzione. (Rec. & Tape D—all reggae labels)

M C A Dist'g Corp., 7370 NW 36 St., Suite 133. Zip: 33166. Tel: 592-5140
Branch Mgr.: Larry Glaser. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

M J S Entertainment of Florida Inc., 8228 NW 56 St. Zip: 33166. Tel: 592-6085. Pres.: Al Zamora; D Sales Mgr.: Fred Held; E & OS Sales Mgr.: Cindy Barr; Buyers: Singles, Jeff MacDonald; Albums, Gary Kulla; Optrs. Mgr.: Bill Fradera. (Rec. & Tape D & OS), (Rec. & Tape E as MJS Int'l Inc.)
Branches: Atlanta, Ga.; Long Island City (New York Metropolitan Area), N.Y.
Labels: Antilles, Becket, Chalet, Chazro, Cyclops, Emergency, Fantasy, Galaxy, Gospel Truth, Importe, Mango, Megatone, Milestone, Moby Dick, Paris Int'l, Prestige, Prism, Profile, Quality/RFC, Red Rooster, Riverside, Sam, Shanachie, Sounds of New York, Stax, Sugar Hill, Sugarscoop, Sunergy, Sutra, TSOB, TSR, Tommy Boy, Vanguard, Victory, Westend, & others.
Accessories: BASF, Certron, Discwasher, Duotone, Fuji, Le-Bo, Maxell, Memorex, Recoton, Savoy, Sony, TDK.

M & M Recs. Dist. Inc., 501 W. 28 St., Hialeah 33010. Tel: 887-4522. Owner & Buyer: Manuel J. Mator; Mgr.: Mariano Rodriguez. (Rec. & Tape D, OS & RJ)
Labels: Atlas, Lad, TH, Velvet.

Morbros Inc./Mr. Nostalgia, PO Box 414201, Miami Beach 33141. Tel: 538-7772. Owner, Singles, Albums & Tape Buyer: Charles P. Morrison. (Rec. & Tape D)
Labels: Aircheck, Ajaz, Audiophile, Bandstand, CIF, Circle, Conversa-

Phone, Curtain Calls, Discovery, Fanfare, First Heard, Golden Era, Hep, Hollywood Sound Stage, Jazzology, Joyce, Kay-Oee, Major Sound Effects, Monitor, Monmouth-Evergreen, Muscraft, Phontastic Nostalgia, Radiola, Sandy Hook, Soundcraft, Sound Effects, Sountrak, Spokane, Stash, Sunbeam, Swing House, Totem, Trend, & others.

Musical Recs. Co./Musical Tapes Inc., 780 W. 27 St., Hialeah 33010. Tel: 887-2638. Pres.: Eliseo Valdes, Gen. Mgr.: Lazaro Fernandez. (Rec. & Tape D, OS & RJ), (also Rec. D as Sunshine Rec. Dist.)
Branches: Los Angeles, Calif., San Antonio, Tex.
Labels: Belter, Bueno, Discuba, Eco, Eli, Fuentes, Musart, Peerless.

Pickwick Dist'n Cos., Independent Dist'n Div., 13145 NW 45 Ave., Opa Locka 33054. Tel: 685-7601. Mgr.: Bob Wilder; Singles & Albums Buyer: Jerry Coleman. (Rec., Tape & Vid. Pgm. D)
Home office: Minneapolis, Minn.
Labels: Arista, Boardwalk, Buddah, Chrysalis, Concord Jazz, Disney, First American, GRP, Gateway, Gordy, Motown, Muse, Pausa, Savoy, Sesame Street, Sugar Hill, Tamla, & others.
Video program lines: Columbia Pictures, Disney, MCA, MGM, Media, Paramount, 20th Century, Vestron.

PolyGram Dist'n Inc., 8125 NW 53 St., Suite 101. Zip: 33166. Tel: 592-7970
R C A & A&M & Assoc'd Labels, 7220 NW 36 St., Suite 103. Zip: 33166. Tel: 592-4646. Mgr.: Harry Fox. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Recordland Export Inc., 1711 W. 38 Pl., Hialeah 33012. Tel: 823-2456. Mgr.: Reinaldo Llabona. (Rec. & Tape E)

Sound/Video Unlimited, 2560 Stirling Rd., Hollywood 33020. Tel: 925-0407.
Mgr.: Sid Garinkel.
Home office: Niles (Chicago Metropolitan Area), Ill.
Video program lines: All lines.
Accessories: Audio & video lines.

Specialty Dist. Inc., PO Box 4155, Normandy Sta., Miami Beach 33141. Tel: 758-0000. Pres.: W. Jay. (Rec. & Tape D)
Labels: Jay Jay, Kay, Syrena.
Accessories: Ampex.

Sunshine Rec. Dist. (Rec. D)—see Musical Recs
Tone Dist., PO Box 1447, Hialeah 33010, 495 SE 10 Court, Hialeah 33010.
Tel: 888-1685. Lynda Stone.

United Rec. & Tape Inds Inc., 9880 NW 77 Ave., Hialeah Gardens 33016.
Tel: 821-3100. Bd. Chm.: Allan Walk; Pres.: Sydney Silverman; Branch Mgr.: Steve Ricks; Buyer: Brad Harrison. (Rec. & Tape RJ)
Branch: Atlanta, Ga.

Vibrations, 14700 Biscayne Blvd., North Miami 33181. Tel: 944-6952. Pres. Larry Schaffer. (Rec. & Tape OS, RJ, I & E)
Warner/Elektra/Atlantic Corp., 6555 NW 36 St., Virginia Gardens 33166.
Tel: 871-2090. Sales Mgr.: Dave Benjamin. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● **ORLANDO AREA (Area Code 305)**

Southern Music, 30 S. Orange Ave. Zip: 32801. Tel: 422-8671. Owner: Ron Rood; Mgr.: George Brymer, Buyers: Singles, Steve Fleisher; Albums: George Brymer. (Rec. & Tape OS)
Sunshine Music, 1100 Miller Dr., Altamonte Springs 32701. Tel: 830-7410. Owner & Mgr.: Richard Stultz; Buyers: Singles, Chris Lesisko; Albums & Tape: Jim Boylston. (Rec. & Tape OS & RJ)
Accessories: Sony

● **POMPANO BEACH (Area Code 305)**

Music-Town Rec. Osts & Promo. Co., 1841 NE 42 St. Zip: 33064. Tel: 943-8039. (Rec. D)
Home office: Nashville, Tenn. (See for prod. distributed)

● **SARASOTA (Area Code 813)**

Distributors Inc., 210 Ringling Shopping Center. Zip: 33577. Tel: 953-3797.
Pres.: Gary Kuban. (Rec. OS & RJ)

● **TALLAHASSEE (Area Code 904)**

Mobile Rec. Serv. Co., 5505 Debbie Dr. Zip: 32304. Tel: 575-6653. Mgr.: John Montgomery. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.

● **TAMPA (Area Code 813)**

Handleman Co., 9203 King Palm Dr. Zip: 33619. Tel: 621-6087. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.
Tampa Recs., 3608 N. Armenia Ave. Zip: 33607. Tel: 876-5314/1534

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Owner, Albums & Tape Buyer: S. Delgado. (Rec. & Tape OS & RJ—Latin prod. only)

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● ALBANY (Area Code 912)

Gwen Rec. Serv., 319 Highland Ave. Zip: 31706. Tel: 436-6508. Owner, Mgr. & Buyer: Jesse Boone. (Rec. & Tape OS)

● ATLANTA METROPOLITAN AREA (Area Code 404)

C B S Recs., 18 Executive Park Dr. N.E. Zip: 30329. Tel: 321-4553. Branch Mgr.: Ron Peck. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Capitol Recs., 1670 NE Freeway Access Rd. Zip: 30329. Tel: 321-5441. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
Central South Rock Inc., 5236 Essex Farms Ln., Stone Mountain 30088. Tel: 981-6394. VP & Sales Mgr.: John F. Langlois. (Rec. & Tape RJ)
Home office: Nashville, Tenn.

Duplex Rec. Dist. of Atlanta, 699 McDaniel St. SW. Zip: 30310. Tel: 523-4261. Pres.: Alex Williams. (Rec. D)
Labels: Arno, Dove, Duplex Startown, Esprit, Rocksoul, Sidetrack, Soult-rack, Spacetown.

Phonographs: Admiral, Magnavox, Masterworks, Morse Electro-Phonic, Motorola, Panasonic, RCA, Zenith.
Accessories: E-V, Peerless, RCA, Watts.

Georgia Music Supply Inc., PO Box 490331. Zip: 30349. Tel: 996-3385. Office of State WATS: (800) 241-5421. Owner & Albums Buyer: Richard F. De-Courcy; Mgr.: Linda G. Ashmore. (Rec. D)
Labels: American Heritage, Atteiram, Bay, Boot (Canada), Briar, CMH, Columbia-Lea, County, Flying Fish, Gusto, June Appal, Kaleidoscope, Kicking Mule, Leather, Old Homestead, Outlet, Puritan, Rebel, Revonah, Ridgerunner, Rounder, Rural Rhythm, Shanachie, Shloh, Starday-King, Sugar Hill, Thunderhead, Vassari, Vetco.

Handleman Co., 1578 Litton Dr., Stone Mountain 30083. Tel: 938-9467. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

House Dists., 1325-A N. Cliff Valley Way. Zip: 30319. Tel: 633-1684. Mgr.: Rick Dandes. (Rec. & Tape D)
Home office: Kansas City, Mo. (See for prod. distributed)

Important Rec. Dists. Tel: 872-6364. Contact: Doug Wiley. (Rec. & Tape D & I)
Home office: New York, N.Y. (See for prod. distributed)

Jacyn Sales Inc., 7185 Cane Leaf Dr., Fairburn 30213. Tel: 964-3837. Owner, Mgr. & Buyer: James H. Alexander. (Rec. & Tape D & RJ)
Labels: Atteiram, Greentree, Gusto, Heart Warming, Impact, JIM, King, Starday.

Largo Music Corp., 6750-D Jones Mill Court, Norcross 30071. Tel: 441-1776. Contact: Kathleen Callahan. (Rec. Tape & Vid. Pgm. OS & RJ)
Home office: Columbia (Baltimore Metropolitan Area), Md.

Lieberman Ents. Southeast, 2781 Peterson Pl., Norcross 30071. Tel: 448-3011. VP Sales: Bob Pockrandt; Mgr.: Dennis Nicholls; Sales Mgr.: Jim Summers; Opns. Mgr.: Jerry Orner; Buyers: Singles, Stephanie Linz; Albums, J. Scaglione.

Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ)
M C A Dist'g Corp., 6403 Warren Dr., Norcross 30093. Tel: 447-6405. Branch Mgr.: Carl Michelashos. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

M J S Entertainment of Georgia Inc., 2775-E Bankers Industrial Dr. Zip: 30360. Tel: 448-7772; WATS: (800) 241-5389. Telex: 700598. Pres.: Jim O'Rourke; Import Mgr.: Randy Dickson; Buyers: John Norwood, Ted Williams. (Rec. & Tape D, OS & I)
Home office: Miami, Fla.

Labels: Canaan, Creed, 51 West, Jamtu, Jewel, KDH, Kenwood, Light, Myrrh, Nashboro, Paula, Ronn, Springboard, Slant, Urban Rock, Word.
Accessories: Classic One, Le-Bo, Maxwell, Memorex, Pfanstiehl, Savoy, TDK.

Nova Dist'g Corp., 1873 Enterprise Dr., Norcross 30093. Tel: 447-1591. Pres.: Steve Libman; Sales Mgr.: Stan Kaiser; Opns. Mgr.: Bud Libman; Singles, Albums & Tape Buyer: Steve Libman. (Rec. & Tape OS)
Accessories: BMI, Memorex, Recoton, Savoy, TDK.

One Stop Rec. House Inc., 881 Memorial Dr. Zip: 30316. Tel: 223-0144. Nat'l WATS: (800) 554-0814. SE WATS: (800) 554-0818. GA WATS: (800) 222-3350. Owner: S.R. Freeman; Mgr.: Jack McIntyre; Buyers: Singles, Carol Sanford; Albums & Tape, Debbie Holden; Accessories, Jack McIntyre. (Rec. & Tape OS)
Playback equip.: K2-8.

Accessories: Avanti, BMI, Custom, Discwasher, GBL, Le-Bo, Maxwell, Memorex, Pfanstiehl, Savoy, Shure, Tracs.

Pickwick Dist'n Cos., Independent Dist'n Div., 2151 Northwest Pkwy., Marietta 30067. Tel: 952-3343. Mgr.: Jack Meeler; Opns. Mgr.: Lynn Ward; Sales Mgr.: Tom Beckwith; Buyers: Singles, Charles Johnson; Albums, Julian Buckner; Promo. Dir.: John Bee. (Rec. & Tape D), (Rec. & Tape RJ as Pickwick Dist'n Cos., Rack Servs. Div.)
Home office: Minneapolis, Minn.

Labels: Abkco, Alfa, Arista, Beckel, Boardwalk, CMH, Chrysalis, Concord Jazz, Destiny, Dimension, Eurodisc, Fantasy, First American, Fischer & Lucas, Flying Fish, Heartwarming, Laif, Life Song, Living Language, Malaco, Mirus, Motown, Muse, Pausa, Posse, Project 3, Quality/RFC, Ranwood, Robox, Savoy, Sesame Street, Sounds South, Stiff, Syntonic Research, Windham Hill, & others.

Pickwick Dist'n Cos., Rack Servs. Div., 2151 Northwest Pkwy., Marietta 30067. Tel: 952-3343. Mgr.: Dennis Hoeler; Sales Mgr.: Bernie Hoen; Buyer: Joe Bucklew. (Rec. & Tape RJ), (Rec. & Tape D as Pickwick Dist'n Cos., Independent Dist'n Div.)
Home office: Minneapolis, Minn.

PolyGram Dist'n Inc., 590 Commerce Park Dr., Marietta 30060. Tel: 428-2929. Reg'l VP: Herb Heldt; Branch Mgr.: Tim Monning. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)

R C A & A&M & Assoc'd Labels, 3395 Northeast Expwy., Zip: 30341. Tel: 452-2300. Reg'l Sales Dir.: Charlie Hall; Branch Sales Mgr.: George Jackson; Sales Mgr.: Ron Howe. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Record Dist'n Amalgamated (div. of The Group Inc.), 1957 Kilburn Dr. Zip: 30324. Tel: 872-6000. Mgr.: An G. Poulos; Buyer: Oliver Cooper. (Rec. & Tape D & E)
Sound/Video Unlimited, 2080 Peachtree Industrial Court, Suite 105, Chamblee 30341. Tel: 458-2828. Mgr.: Oave Cane.

Home office: Niles (Chicago Metropolitan Area), Ill.
Video program lines: All lines.
Accessories: Audio & video lines.

Tara Rec. & Tape Dist'g Co. Inc., PO Box 13939, 582 Armour Circle NE. Zip: 30324. Tel: 875-8272. Georgia WATS: (800) 282-4060. Pres.: Gwen M. Kesler; Buyers: Singles, James Waters; Albums, Tape & Accessories, Joe Terrebonne, Promo.: Larry Khan; Independent Promo.: Larry King, Bob Patton. (Rec. & Tape D & OS)
Accessories: Alltop, Ampex, Audio Magnetics, Dustbuster, Esmond, In-tero, Le-Bo, Pfanstiehl, Savoy, TDK, Tracs.

United Rec. & Tape Inds. Inc., 4300-B Bankers Circle NE Atlanta Ind'l Park Zip: 30360. Tel: 448-1500. Branch Mgr.: John Brenner, Singles & Albums Buyer: Jack Rogberg. (Rec. & Tape RJ)
Home office: Hialeah Gardens (Miami Metropolitan Area), Fla.

Warner/Elektra/Atlantic Corp., 5440 Fulton Industrial Blvd. Zip: 30378. Tel: 344-4933. Branch Mgr.: Bill Biggs; Sales Mgr.: Bob Wienstroer. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● AUGUSTA (Area Code 404)

Pyramid Music & More, 826 Broad St. Zip: 30902. Tel: 724-1508. Owner, Singles, Albums & Tape Buyer: Robert Gordon. Local branch: Flash's Big G Platter Shop, 209 Ninth St. Zip: 30902. Mgr.: Jephrey Gordon. (Rec. & Tape OS)

● CLARKESVILLE (Area Code 404)

Clarkesville Rec. Sales Co. Inc., PO Box 198. Zip: 30523. Tel: 754-2152. (Rec. & Tape OS & RJ)
Accessories: Audio Vox, Automatic Radio, Conic, Electro Brand, Tenna.

HAWAII

● HONOLULU (Area Code 808)

Enc. of Hawaii Inc., 2071 S. Beretania St. Zip: 96826. Tel: 946-6522. Owner, Mgr. & Buyer: Irving Pinesky. (Rec. & Tape D)
Labels: Arista, Asylum, Bearsville, Berserky, Buddha, Dark Horse, Discort, ECM, Elektra, Eurodisc, Full Moon, GRP, Geffen, Island, Musican, Network, Nonesuch, Paradise, Planet, Qwest, Reprise, Savoy, Sire, Solar, Stofat, Toch, Warner Bros., Whitfield.

Kona-Kai Dist. Co., PO Box 2135. Zip: 96805. Tel: 847-4608. Owner: Donald P. McDiarmid Jr.; Pres., Mgr. & Buyer: Donald P. McDiarmid III. (Rec. & Tape D, RJ, I & E)
Rec. labels: Hula, Pualani, Surfside.

Imports from the Philippines.
Major Dists. Inc., 263 Kalili St. Zip: 96819. WATS: (800) 845-3884. Mgr.: Scott Ferrand. (Rec. & Tape RJ)
Home office: Tukwila (Seattle Area), Wash.

Microphone Music Co., 2077 S. Beretania St. Zip: 96826. Tel: 946-1488. Owner & Mgr.: Ken Kaizawa; Sales & Promo.: Paul Fujii. (Rec. & Tape D, I & E)
Labels: Atco, Atlantic, Berlitz, Big Tree, Cotillion, Disneyland, Fiesta, Golden, Inner City, Little David, Living Language, Prelude, Ranwood, Rolling Stones, Roulette, Scotti Bros., Swan Song, Vista.

Labels imported: Viking (New Zealand), all Japanese labels.
Accessories: Beaux-Merzon, Royal.

Music Craft Dists. of Hawaii Ltd., 296 Mokuauia St. Zip: 96819. Tel: 841-6219. Owner & Mgr.: Walter Y. Kurokawa. (Rec. & Tape D)
Pickwick Dist'n Cos., Independent Dist'n Div., 735 Iwilei Rd. Zip: 96817. Tel: 521-1802. (Rec. & Tape D), (Rec. & Tape RJ as Pickwick Dist'n Cos., Rack Servs. Div.)

Pickwick Dist'n Cos., Rack Servs. Div., 735 Iwilei Rd. Zip: 96817. Tel: 521-1802. Mgr.: Chuck Gilbertson; Buyer: Sterling Foster. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

R C A & A&M & Assoc'd Labels, 1221 Kapiolani Blvd., Suite 512. Zip: 96814. Tel: 524-3030. Mgr.: Robert Haas. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Rack Serv. Hawaii Inc., 2073 S. Beretania St. Zip: 96826. Tel: 946-7737. (Rec. & Tape RJ)
Surfside Dists. Inc., 1365 Colburn St. Zip: 96817. Tel: 841-0414. Owner: Bob Clarke; Mgr.: Ed Nielsen; Buyers: Ben Victor, Ed Nielsen. (Rec. D), Labels: Alfa, Banyan, Coco Palms, Concord Jazz, Creative World, First American, GNP Crescendo, Gryphon, Ho, Lehua, Mahalo, Mountain Apple, Music of Polynesia, Nakahili, Ovation, Pausa, Prism, Pumehana, R&L, Sesame Street, Syntonic Research, Tomato, Turnabout, Varese Sarabande, Vox.

World Wide Dists. Ltd., 1132 Auahi St. Zip: 96814. Tel: 531-0133. Rec. Div. Mgr.: Harvey Roesser. (Rec. & Tape D)
Labels: Mountain Apple, Music of Polynesia.

IDAHO

● IDAHO FALLS (Area Code 208)

Stusser Whse. Co., 920 Lincoln Rd. Zip: 83401. Tel: 523-0775. (Rec. & Tape RJ)

ILLINOIS

● CHICAGO METROPOLITAN AREA (Area Code 312)

Antares Dists., 3235 W. Fullerton Ave. Zip: 60647. Tel: 772-9444. Owner, Singles & Albums Buyer: Leon A. Kelert. (Rec. D & I)
Balkan Music Co., 6917 W. Cermak Rd., Berwyn 60402. Tel: 484-6436. Music Mgr.: Louis J. Hlad. (Rec. & Tape D)
Branch: Beaver Falls (Pittsburgh Metropolitan Area), Balkan Rec. Dist'g Co.

Labels: Balkan Int'l, Czech, Delta Int'l, Greyko, Marjion, Monitor, Barney's Rec. Inc., 3400 W. Ogden Ave. Zip: 60623. Tel: 521-6300. Owner: Willie J. Barney; Mgr.: Raymond Barney; Singles & Albums Buyer: Nita Davis. (Rec. OS)

C A P Exports, 520 N. Michigan Ave., No. 610. Zip: 60611. Tel: 661-1616. Telex: 724389. Pres.: Chryssoula A. Paas. (Rec. & Tape E—all US labels, cutouts)

C B S Recs., The Tower, Suite 301, 2850 E. Golf Rd., Rolling Meadows 60008. Tel: 640-5900. Branch Mgr.: Jim Scully. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

C N S Co. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 375-4052. Owner: Charles N. Stephens. (Tape RJ)
Capitol Recs., 6401 Gross Point Rd., Niles 60648. Tel: 647-8338. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)

Casa Pan-Americana, see Pan American Recs.
Chicago One Stop Inc., 444 N. Lake Shore Dr. Zip: 60611. Tel: 822-9815. Pres.: Howard M. Rosen; Mgr.: Ken Ryan; Buyer: Ron Fischel. (Rec. & Tape OS)

Downtown Recs. Mgmt. Corp. (Rec. & Tape OS), see Mid-America Specialty.
Fletcher's-1 Stop Recs. & Tapes, 450 E. 75 St. Zip: 60619. Tel: 874-4484. Owner, Singles, Albums & Tape Buyer: Ester Fletcher. (Rec. & Tape OS)
Accessories: Capitol Magnetics, Memorex, Scotch, TDK.

Tony Galgano Recs. Inc., 4134 W. Armitage Ave. Zip: 60639. Tel: 278-8300. Pres.: Anthony Galgano; Mgr. & Singles Buyer: Frank Scardino. (Rec. & Tape OS—singles only)

Gibson's Town & Country One Stop, 1956 W. 51 St. Zip: 60609. Tel: 776-0700. Owners: Gregory & Kathie Gibson; Mgr. & Buyer: G.G. Gibson. (Rec. & Tape OS)

H S I Dist'g, 4322 W. Fullerton, Zip: 60639. Tel: 486-1173. Mgr.: William R. Stocking; Buyers: US Labels, Bill Stocking; Imports, Christopher Miller. (Rec. & Tape D & I)
Labels: American Gramophone, Audio Encores, CBS Mastersound, Chalfont, Crystal Clear, Delos, Direct Dish, Discwasher, First Line, Fresh Air, Mobile Fidelity, Nautilus, Opus 3, RealTime, Reference, Sefel, Sheffield, Sound 80, Sweet Thunder, Telarc.

Labels imported: A&M, Arista, CBS, Charisma, Chrysalis, ECM, EMI, JVC, King, MCA, MGM, Motown, Phonogram, Polydor, RCA, Teichiku, Trio, Warner (all Japan).
Accessories: BASF, Audio Aids, Platter Matter.

Handleman Co., 801 Lunt Ave., Elk Grove Village 60007. Tel: 364-0230. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

House Dists., 3410 Lake Shore Dr., Suite 7-E. Zip: 60657. Tel: 248-1834. Mgr.: Carole Bernstein. (Rec. & Tape D)
Home office: Kansas City, Mo. (See for prod. distributed)

J S J Tape Dists. Inc., 6620 W. Belmont. Zip: 60634. Tel: 286-4444. Owner, Mgr. & Buyer: Joseph Swiatek. (Tape OS—cutouts)

K R P C O Kiderian Rec. Dists., 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Owner: Raymond Peck; Mgr.: George Peck; Buyers: Singles, Vince Hartnet; Albums, Ray Peck. (Rec. D)
Labels: Armenian, Black Beauty, Camels Hair, Chicago Sound Factory (GSH), Centaur Talent, Dick/Hike, Chetco, Glenoaks, Homestead, Illinois Prod'g Corp., Kid, Kiderian, LRM, Middle Eastern, Newbary, Paw Print, Ray Peck Prod'n, Recordgraph, Ruby, ST Lewis, Sonic Wave, Trinity, Virgin Vinyl, Wind City.

Kiderian Rec. Dists., see KRPCO.
Kinnara Inc., 4323 N. Elston Ave. Zip: 60641. Tel: 588-7735. Pres.: Raeburn Flerlage; Singles, Albums & Tape Buyer: Rod Stasick. (Rec. D & I, Tape D)
Labels: Adelphi, Affinity/Charly, Arholite group, Beehive, Bet-Car, Clean Cuts, Contemporary, County, Crystal, Emily, Everest group, Folk Legacy, Folkways, GNP Crescendo, Green Linnet, India Navigation, In Sync, Kicking Mule, Lovey Music, Lyricton, Nine Winds, Orion, Palace of Lights, Parachute, Poseidon, Ravi Shankar Music Circle Castelles, Rebel, Ridge Runner, Rounder, Stash, Subterranean, Sugar Hill, Syntonic Research, Theresa, Titanic group, Trend, & others.

La Voz Hispana, 1824 W. Division St. Zip: 60622. Tel: 252-6853. Owner, Mgr. & Buyer: Nelson A. Cruz. (Rec. & Tape OS—Latin prod. only)
Lieberman Ents. Inc., 1000 Touhy Ave., Elk Grove Village 60007. Tel: 593-2120. VP Sales & Branch Mgr.: Dennis Sinclair; OS Mgr.: Bruce Lowry; Opns. Mgr.: Carol Ohra; Sales Mgr.: Steve Bartel; Reg'l Buyer: Wayne Grossman; Singles Buyer: Adrian Neuman; Albums Buyer: Rob Taylor. (Rec. & Tape OS & RJ)
Home office: Minneapolis, Minn.

Living Blues Mail Order Sales & Dist'n, 2615 N. Wifiton Ave. Zip: 60614. Tel: 281-3385. Owners: Jim & Amy O'Neal; Singles & Albums Buyers: Jim O'Neal, Felix Wobstein. (Rec. D, I & E)

M & A Rec. Whiskeys. (Rec. RJ & OS), see Surplus Rec. & Tapes.
M C A Dist'g Corp., 10700 W. Higgins Rd., Suite 100, Rosemont 60018. Tel: 298-6600. Reg'l Div.: Ron Warren; Branch Mgr.: Rod Linnum. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

M S Dist'g Co., 7901 N. Caldwell Ave., Morton Grove 60053. Tel: 478-1133. Owners: John Salostone, Tony Dalesandro; Sales Mgr.: Rick Chrzan. (Rec. & Tape D)
Branches: Kansas City, Kan.; Maplewood (St. Louis Metropolitan Area), Mo.

Labels: Alfa, Alligator, Antilles, Applause, Arista, Becket, Beverly Glen, Boardwalk, CTI, ChSound, Chrysalis, Concord Jazz, Contemporary, Destiny, Discovery, Excelsior, First American, Flying Fish, Jem, Laif, Mango.

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Mirus, Motown, Muse, Pausa, Peter Pan, Posse, Roulette, Rounder, Sam, Spirit, Sugar Hill, Unicorn, Venture, Word, & others.

Mid-America Specialty Dist. Inc., 444 N. Lake Shore Dr. Zip: 60611. Tel: 822-0822. Pres.: Howard M. Rosen; Gen. Mgr.: Maurice Rouso; Purchasing Dir.: Ron Fischel. (Rec. & Tape RJ), (Rec. & Tape OS as Downtown Recs. Mgmt. Corp.)

Mr. T's Volume Rec. & Tape Sales, 1728 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum; Sales Mgr.: Johnny Johnson. (Rec. & Tape D, OS & RJ)

Distributes cutouts, overstocks, promotional copies.

Multinational Dist. Inc., 3514 W. 26 St. Zip: 60623. Tel: 522-1877. Owners: Miguel & Magdiel Remon, Adelqui Boue; Mgrs.: Miguel Remon, Adelqui Boue; Singles, Albums & Tape Buyer: Adelqui Boue. Local branches: 1454 N. Milwaukee Ave. Zip: 60622. Tel: 235-6900; 8929 S. Commercial Ave. Zip: 60617. Tel: 721-6585. (Rec. & Tape OS & RJ)

Pan American Recs. Inc. (Casa Pan-Americana), 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Pres.: Gustavo Silva. (Rec. & Tape D, OS & RJ)

Pickwick Dist'n Cos., Rack Servs. Div., 1350 Kirk St., Elk Grove Village 60007. Tel: 766-3683. Mgr.: Mike Neville; Sales Mgr.: Bill Sivertorne; Buyer: Marcia Heroux. (Rec. & Tape RJ)

Home office: Minneapolis, Minn.

Polish Rec. Center of America, 3069 N. Milwaukee Ave. Zip: 60618. Tel: 539-9898. Owner: Jan Wojewodka; Mgr.: Joseph Zielinski. (Rec. & Tape I) Imports from Poland.

PolyGram Dist'n Inc., 4825 N. Scott St., Bldg. 2, Suite 206, Schiller Park 60176. Tel: 671-5380. Branch Mgr.: Bob Colosi. (Rec. & Tape D)

Home office: New York, N.Y. (See for prod. distributed)

Progress Dist'g One Stop Inc. (Rec. & Tape OS), see Progress Rec. Dist'g

Progress Rec. Dist'g Inc., 930 Lee St., Elk Grove Village 60007. Tel: 593-9955. Pres.: Joe Simone; VP & Gen. Mgr.: Harold Davis; Buyers: Bob Blayne, Nick Acerenza. (Rec. & Tape D), (Rec. & Tape OS as Progress Dist'g One Stop Inc.)

Branches: Indianapolis, Ind.; Clayton (St. Louis Metropolitan Area), Kansas City, Mo.—also see listing in Highland Heights (Cleveland Metropolitan Area), Ohio.

Labels: Abkco, Audio Fidelity, Chalet, Delmark, Dimension, Disneyland, Erect, Europa, Fantasy, 51 West, Fischer & Lucas, G & P, Gramavision, Hannibal, Jazz America, Knoll, Lifesong, M&M, Dmmsound, Paid, Palo Alto, Precision, Prelude, Prism, Quality/RFC, Quicksilver, Ranwood, Rhino, San Francisco Sound, Sesame Street, Shanachie, Shelby Singleton, Stiff America, Vanguard, Wonderland/Session, & others.

R C A & A&M & Assoc'd Labels, 2809 Butterfield Rd., Suite 180, East Dak Brook 60521. Tel: 986-8300. Reg'l Sales Dir.: John Rucker; Branch Mgr.: Tom Potter; Branch Sales Mgr.: Richard Wilcoxon. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Rac A Recs., 1801 S. Lumber. Zip: 60616. Tel: 666-3828. Owner: William Knapp; Mgr.: Charles Knapp. (Rec. & Tape D—cutouts & overstocks)

Ruby Sales Co. Inc., 4038 W. Armitage. Zip: 60639. Tel: 276-5484. Owner, Mgr. & Buyer: R.W. Lawrence. (Rec. & Tape RJ)

Chet Schafer Prod'ns, 864 N. Ashland Ave. Zip: 60622. Tel: 421-4372. Owner & Buyer: Chet Schafer. (Rec. & Tape D)

Labels: Archer, Bel-Aire, Chicago Polkas, Dyno, Gold, Halo, Mint, Dwl, Ram, Sound, Starr, Stejko

Seebro Prods. Co., 2416 S. Michigan Ave. Zip: 60616. Tel: 842-8221. Owner: I. Siegal; Mgr., Singles & Albums Buyer: R. Siegal. (Rec. D)

Labels: Golden, Peter Pan, Power, Superheroes, Tifton, Tinkerbell. Accessories: Fidelitone, Parasonic, Seebro.

Sound/Video Unlimited Inc., 7000 N. Austin Ave., Niles 60648. Tel: 647-0800. Pres.: Noel Gimbel; Branch Mgr.: Stan Meyers. (Rec., Tape & Vid. Pgm. OS, RJ & I)

Branches: North Hollywood (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Hollywood (Miami Metropolitan Area), Fla.; Chamblee (Atlanta Metropolitan Area), Ga.; New York, N.Y.; Portland, Ore.; Dallas, Tex.

Video program lines: All lines.

Playback equip.: Akai, Hitachi, Jensen, Pioneer, Vidcraft.

Accessories: Alltop, Amaray, Discwasher, Duracell, Fuji, Maxell, Memorex, Pfanstiel, Reotone, Savoy, Scotch, Sony, TDK, Video Organizer.

Surplus Recs. & Tapes, 1120 W. Exchange. Zip: 60609. Tel: 376-8432. Pres.: Merrill Rose; Gen. Mgr. & Buyer: Jack Rose. (Rec. D), (Rec. RJ & OS as M&A Rec. Whslers.)

Branch: Passaic, N.J. (Rec. D & E, Tape E)

Distributes cutouts & surplus.

Vashone Dist'g, 1644 W. Cortland. Zip: 60622. Tel: 486-5854. Owner: Roy Vashone; VP Sales: Don Clay; Mgr.: R.C. Schoop. (Rec. D)

Labels: Brasilia, Brass, Cadet, Cashear, Chazro, Church Door, Cyclops, EGL, Importe/12, Harlem Int'l, Kent, Megatone, Moby Dick, Modern, Rabido, Roy B, Sugar Scoop, Sunergy, Tommy Boy, United, West End.

Fernando Vian, 2151 N. Humboldt Blvd. Zip: 60647. Tel: 278-7613. (Rec. & Tape D)

Home office: Los Angeles, Calif., Discos Latin Int'l

Labels: Fono Rec, Latin Int'l Microfon, Pega.

Warner/Elektra/Atlantic Corp., 222 W. Sivert Court, Bensenville 60106. Tel: 595-6000. Branch Mgr.: Al Abrams; Sales Mgr.: Rick Cohen. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Mark Dale Schweickart. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.

● **FORT WAYNE (Area Code 219)**

Mobile Rec. Serv. Co., 5336 Southbrook Rd. Zip: 46815. Tel: 485-9446. Mgr.: Jon R. Didier. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.

Tallman One Stop, 1023 E. Pontiac St. Zip: 46803. Tel: 456-8422. Owners: Robert & Patricia Hatcher; Singles, Albums & Tape Buyer: Patricia Hatcher. (Rec. & Tape OS)

● **GARY (Area Code 219)**

United Nat'l Rec. Sales, 4393-91 Tri-City Plaza. Zip: 46406. Tel: 949-1208, 949-1378. Owners: Bobby & Maxine Joiner. Local branches: 1650 Broadway. Zip: 46407. Tel: 885-2705-8038 E. Melton Rd. Zip: 46403. Tel: 938-4820-3815 Broadway. Zip: 46409. Tel: 884-7200-4704 Indianapolis Blvd., East Chicago 46312. Tel: 398-7464. (Rec. OS)

● **INDIANAPOLIS (Area Code 317)**

Progress Rec. Dist'g Inc., 6259 Commonwealth Court. Zip: 46220. Tel: 259-4873. (Rec. & Tape D/O)

Home office: Elk Grove Village (Chicago Metropolitan Area), Ill.—see for prod. distributed.

Scott's One-Stop Rec. & Tape Serv. Inc., 1319 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Pres.: Lew Jones; Dpns. Mgr.: Don Gobrecht. (Rec. & Tape OS)

U E S Dist'g Corp. (Universal Entertainment), PO Box 418036, 2722 Rand Rd. Zip: 46241. Tel: 243-8838. WATS: (800) 428-3272. Pres.: Kent Henry; VP, Albums & Singles Buyer: Mike Verloop. (Rec. & Tape OS & RJ)

● **MOORESVILLE (Area Code 317)**

Golden Memories Recs. Inc., PO Box 217, 136 Maple Ln. Zip: 46158. Tel: 831-5207. Pres.: William J. Haskett. (Rec. D & E)
Distributes oldies.

● **VALPARAISO (Area Code 219)**

Music Mdrs. Inc., 2904 E. Cascade Dr. Zip: 46383. Tel: 465-1567. Owners: Michael Quick, Mark Duggleby. (Rec. & Tape OS & RJ)

INDIANA

● **DE KALB (Area Code 815)**

Appltree Recs., PO Box 906, 122 1/2 Simonds. Zip: 60115. Tel: 756-1441. Contact: Tom Jones. (OS)

● **PEORIA (Area Code 309)**

Sound Investment Inc., 1109 W. Main. Zip: 61606. Tel: 673-3887. Owner: William R. Love; Mgr.: Dave Roger; Buyers: Albums, Dave Roger, Sue Anderson; Tape, Jim Gunn. (Rec. & Tape OS)

● **ELWOOD (Area Code 317)**

New Light Dist. Inc., 521 N. Anderson St. Zip: 46036. Tel: 552-9846. WATS: (800) 428-6417. Pres. & Buyer: Jim Cochran. (Rec. D & I)
Distributes cutouts, overstocks.

● **EVANSVILLE (Area Code 812)**

Mobile Rec. Serv. Co., 2244 E. Virginia St. Zip: 47711. Tel: 477-3927. Mgr.:

IOWA

● **AMES (Area Code 515)**

S D A Sheldor & Assocs., 523 25 St. Zip: 50010. Tel: 233-4746. Owner & Albums Buyer: Shel Pinsky; Mgr. & Tape Buyer: Philip Pinsky. (Rec. & Tape D & OS)
Labels: Biograph, Circle, Contemporary, Everest, Folkways, Good Time Jazz, Jazzology, Olympic, Paragon, Stomp Diff, Tradition, & others.
Accessories: Blank audio & video tape, rec. supplies.

● **DES MOINES (Area Code 515)**

Pickwick Dist'n Cos., Rack Servs. Div., 2400 Sunset Rd. Zip: 50321. Tel: 282-8185. Branch Mgr.: Wayne Dison; Sales Mgr.: Jerry Parker; Buyer: Ray Munson. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

KANSAS

● **KANSAS CITY AREA (Area Code 913)**

Hoffman Inds. Inc., 8441 Quivira, Lenexa 66215. Tel: 888-8885. Owner, Albums & Tape Buyer: Arnold J. Hoffman. (Rec. & Tape RJ)

M S Dist'g Co., 1119 Hazen, Apt. 1406. Zip: 66103. Tel: 362-0290. Contact: Pat Thompson. (Rec. & Tape D)

Home office: Morton Grove (Chicago Metropolitan Area), Ill. (See for prod. distributed)

Sources Co., PO Box 6129, Leawood 66206. Tel: 642-5942. Mgr.: Arthur Elliott. (Rec. D)

Home office: Minneapolis, Minn. (See for prod. distributed)

Total Sound Dist's., 5622 Johnson Dr., Mission 66202. Tel: 384-0300. Owner & Mgr.: Allan Levy. (Rec. & Tape OS)

● **LAWRENCE (Area Code 913)**

Kief's Rec. & Stereo Supply Inc., PO Box 2, 2100 A.W. 25 St. Zip: 66044. Tel: 842-1544. Owner: John J. Kiefer; Buyer: Steve Wilson. (Rec. & Tape OS & RJ)

● **MANHATTAN (Area Code 913)**

Western Mdrs. Inc., 1562 Hayes Dr. Zip: 66502. Tel: 539-0542. Mgr.: Joel Seamen. (Rec. & Tape RJ)
Home office: Amarillo, Tex. (Rec. & Tape OS & RJ)

KENTUCKY

● **CAMPBELLSVILLE (Area Code 502)**

Central Electronics, PO Box 340, 108 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. (Rec. & Tape D, OS & RJ)

Labels: Christian Faith, Design, Hear, Warming, Hilltop, Little Darlin', Nashboro, Nashville, Paramount, Pickwick, Plantation, Premier, Radiant, SSS Int'l, Scepter, Sing, Skyline, Songs of Faith, Starday-King, Stateswood, Sun, Temple, Up Front, Word.

Playback equip.: Arthur Fulmer, Stellasonic.

Phonographs: Delmonico, Major, Victor.

Accessories: Amberg, BSR, Electro-Voice, Transcriber.

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● **FLORENCE (Area Code 606)**

Piks Corp., 7063 Curtis. Zip: 41042. Tel: 525-9006. (Rec. & Tape D)
Home office: Cleveland, Ohio. (See for prod. distributed)

● **LOUISVILLE (Area Code 502)**

Kentuckiana Rec. Sales (div. of Vine Recs. Inc.), 560 S. Fourth St. Zip. 40202. Tel: 582-3331 (Rec. & Tape OS)
King Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner & Mgr.: Gene King; Buyers: Singles, Ann King; Albums & Tape, Gene King. (Rec. & Tape D, OS & I)
Distributes cutouts, oldies.
Labels imported: RCA (Canada, UK).
Orbit Radio, PO Box 1644. Zip: 40201. Tel: 584-5535. Owner & Mgr.: S.A. Cister. (Rec. & Tape I & E)
Imports recs. & pre-recorded tape from France, Germany, Italy, Japan, Scandinavia, UK; tape playback equip. from Germany & Japan.
Experts pre-recorded tape, playback equip.
Shively Recs. Inc., 4464 Shively Center. Zip: 40216. Tel: 447-4951. Owners: A.R. Brown, Terry Simmons (Rec. & Tape OS)

● **OWENSBORO (Area Code 502)**

Wax Works Inc., 325 E. Third St. Zip: 42301. Tel: 926-0088. Owner: Terry Woodward; Buyer: Larry Devuono (Rec. & Tape OS & RJ)
Accessories: Altsop, Bib, Cover Craft, Discwasher, Le-Bo, Maxell, Memorex, Nortronics, Pfanstiehl, Recoton, Savoy, TDK
Webster's Inc., PO Box 1916. Zip: 42302; 1308 W. Ninth St. Zip 42301. Tel: 926-4441. Owner & Mgr.: Doug Webster (Rec. & Tape RJ)

LOUISIANA

● **ALEXANDRIA (Area Code 318)**


Gospel Dist. Inc., PO Box 1706, 1212 Main St. Zip: 71301. Tel: 443-2549.
Owner & Mgr.: J.D. Davis. (Rec. D, OS & RJ)
Distributes all gospel labels.

● **BATON ROUGE (Area Code 504)**

Centaur Recs. Inc., PO Box 23764. Zip: 70893. Tel: 769-0632. (Rec. I & E)
Labels imported: Meridian (UK), Pavane (Belgium), Saga (UK).
New Generation Inc., 10010 Florida Blvd. Zip: 70815. Tel: 272-1700. Mgr.: Irwin Shaab. Local branch: 3332 Highland Rd. Zip. 70808. Tel: 383-9700.
Mgr.: Joseph Shaab; Buyer: David Trvanovich (Rec. & Tape RJ)

● **GONZALES (Area Code 504)**

Gonzales Music Whse., PO Box 1153, Southland Dr. Zip: 70737. Tel: 644-2133. Owner, Singles & Albums Buyer: Roy J. Shaw. (Rec. & Tape OS)



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HOLLYWOOD, FL 33020
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DALLAS
1350 MANUFACTURING ST.
SUITE 110
DALLAS, TX 75207
214/698-9300
1-800/527-4106
1-800/442-1408

PORTLAND
5761 N.E. COLUMBIA BLVD.
PORTLAND, OR.
97218
503/249-8397

● **LAFAYETTE (Area Code 318)**

Stagg's Music Shoppe, 503 N. University. Zip: 70501. Tel: 232-1575. (Rec. OS)

● **LAKE CHARLES (Area Code 318)**

Goldband Rec. Dist. Corp., PO Box 1485, 313 Church St. Zip: 70602. Tel: 439-8839. Pres. Eddie Shuler; Buyer: Jeff Le June. (Rec. & Tape D, I & E)
Labels: Alshire, Americana, Anla, Big D, Bold, Canaan, Discus, Esquire, Farm, Folk-Star, Goldband, Gusto, Heart Warming, Impact, Jador, Jun, Lannor, Light, Luffin, Lyric, Myrrh, Pelican, Power Pak, Shannon, Soul Unlimited, Sparrow, Starday-King, Strobe, Swallow, Tempo, Word.

● **NEW ORLEANS AREA (Area Code 504)**

All South Dist'g Corp., 1924 Lafayette St., Zip: 70113. Tel: 568-0971. Owner: Warren K. Hildebrand; Mgr.: Richard Brown; Buyers: Albums & Tape, Jeff Fontz, Gladin Scott. (Rec. & Tape D, OS & RJ)
Labels: Alfa, Arista, Beverly Glen, Boardwalk, Chrysalis, Disney, Fantasy, Kid Stuff, Motown, Nashboro, Prelude, Savoy, Sugar Hill, Vanguard, & others
Accessories: Le-Bo, Maxell, Memorex, Savoy, TOK
IS Music Inc., 4111 Bienville Ave. Zip: 70119. Tel: 482-1515. Pres. Gary J. Edwards. (Rec. & Tape D & E)
Labels: Bourbon 641, Second Line, Shalom, Sound of New Orleans.
Lean Rec. Dist'g Co., 2815 Octavia St. Zip: 70115. Tel: 866-3478. Owner Lou Welsch Jr. Warehouse: 3831 Tchoupitoulas. Tel: 895-5757. (Rec. & Tape D)

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Lee Rec. Dist., 4546 S. Park Dr. Metairie 70001. Tel: 888-2406. Owner, Mgr. & Buyer: Paul V. Lee. Local branch: 122 Focus St. (Rec. D)
Labels: Alligator, Benjie, Blue Goose, Delmark, Era, Fire, Fury, Goldies-45, Riverside, Souffle, Soul-Po-Tion, Specialty, Springboard, Starday-King, Symposium, Takoma, Trip, Tris, Up Front, Yazoo.
One Stop Rec. Shop Inc., 1400 N. Broad St. Zip: 70119. Tel: 949-5781. Owner & Mgr. Joe Assunto; Buyer: Lloyd Legendre. (Rec. OS)
Record Sales of New Orleans, 1928 Lafayette St. Zip: 70113. Tel: 524-3537. Owner: Warren Hildebrand. (Rec. & Tape OS)
Saint Expedite Dist'g Co. (div. of Great Southern Rec. Co.), PO Box 13977. Zip: 70185. Tel: 482-4211. Owner & Buyer: John Berthelot. (Rec. & Tape D & E)

Labels: Bandy, Delta, GNP Crescendo, Dixieland Jubilee, Great Southern, New Orleans Sound.

● **SHREVEPORT (Area Code 318)**

B & B Sales Inc., PO Box 7038, 1014 Joseph St. Zip: 71107. Tel: 226-0105. Owner: Al Bell; Buyer: Mary Logan. (Rec. & Tape D)
Playback equip.: York.

Stan's Rec. Serv., 728 Texas St. Zip: 71101. Tel: 222-7182. Owner: Stanley J. Lewis; Mgr.: Ronnie Lewis; Buyers: Singles & Albums, Ronnie Lewis, Jesse Camp, Frankie Spano; Tape, George Willis. (Rec. & Tape D, OS & RJ)

Labels: Abiko, Arista, Becket, Beverly Glen, Brunswick, CTI, Chi Sound, Disneyland, Emergency, Fantasy, Jamtu, Jewel, Laff, Malaco, Megatone, Motown, Myrrh/Word, Nashboro, Peace, Philly World, Posse, Prelude, Profile, RFC/Quality, Red Rooster, Roulette, Savoy, Sesame Street, Streetwise, Sugar Hill, Sunergy, T Main, Tommy Boy, Venture, West End.

● **SULPHUR (Area Code 318)**

Keene Cos. Inc., 1625 Arizona St. Zip: 70663. Tel: 527-8609. (Rec. & Tape OS & RJ)

● **VILLE PLATTE (Area Code 318)**

Floyd's Whistle, Dist. Co., PO Drawer 10, 434 E. Main. Zip: 70586. Tel: 363-2184. Owner: J. Floyd Soileau; Mgr.: Ray Laffeur; Buyer: Terry Laffeur. (Rec. D, OS & E, Tape D, OS & RJ)
Playback equip.: General Electric, Hitachi, Panasonic.
Accessories: Le-Bo, Plansteh, Seebro.

MAINE

● **PORTLAND (Area Code 207)**

Commercial Dist., 8 Somerset St. Zip: 04101. Tel: 774-5362. Owners: Jack &

Herbert Holmes; Gen. Mgr.: Tony Arroda; Mdse. Mgr.: Bill Tiffany. (Rec. & Tape D, OS & RJ)
Labels: CBS, Capitol, London, MCA, MGM, Motown, RCA, United Artists, WEA group.
Accessories: Le-Bo, Recoton, Savoy, Sound Guard, Watts.
East Coast Dist., 200 Anderson St. Zip: 04101. Tel: 772-5665. (Rec. & Tape RJ)
Phonographs & Playback equip.: Sony.

MARYLAND

● **BALTIMORE METROPOLITAN AREA (Area Code 301)**

Action Dist'g Co., 3921 Hollins Ferry Rd., Lansdowne 21227. Tel: 242-5055. Owners: Sam & Mark Anoff; Mgr. & Buyer: Sam Anoff; Sales: Mark Anoff. (Rec. & Tape D)

Labels: AMI, Album Globe, Brent, Charta, Crescent, Delta, Dharma, Dimension, Door Knob, Eat, F & L, Factory Beat, Fifty States, First Generation, Gene Tracy, Gervasi, Go dust, HSE, Hi Oldies, James, Koala, Lobo, Monitor, Myrtle, NSD, Nashville, Orlando, Prairie Dust, Soundwaves, Stargem, Sun, Super Prod'ns, Velco, Vision, Wickline, & others.

Ellis Dist'g Corp., 33 New Plant Court, Owings Mill 21117. Tel: 363-1212. Owner: Edgar H. Ellis; Gen. Mgr. & Buyer: Florence Cohen; Warehouse Mgr.: George Allen. (Rec. & Tape RJ)

Handeman Co., 8320 Sherwood Court, Washington Ind'l Park, Jessup 20794. Tel: 953-1771. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

J E K Ent's. Inc., 1701 Washington Blvd. Zip: 21230. Tel: 837-7726. WATS. (800) 638-1513. (Rec. & Tape OS)
Branch: Cheverly, Md.

Accessories: Avanti, Ouraceb, Empire, Memorex, Mura, Numark, Plansteh, TDK, Tancredi.

Largo Music Corp., 9195 Red Branch Rd., Columbia 21045. Tel: 995-1776. Pres.: Lawrence M. Goldberg; Sr. VP: Raymond L. Creighton; VP Mds: Justin Dudley; VP Mktg.: James E. Lara. (Rec., Tape & Vid. Pgm. OS & RJ)
Branches: Garden Grove, Calif.; Norcross (Atlanta Metropolitan Area), Ga.; Arlington, Tex.; Virginia Beach, Va.
Video Program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, RCA, WEA.

M C A Dist'g Corp., Standard Courts West, 9160 Red Branch Rd., Columbia 21045. Tel: 992-0020. Branch Mgr.: Ed Keelan. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif. office for prod. distributed)

Mar Matic Sales Co. Inc., 1140 E. Cold Spring Ln. Zip: 21239. Tel: 435-1477. Owner: Maurice Syles; Mgr.: Joseph S. Barranco; Singles Buyer: Phyllis Farnholt. (Rec. OS & E)

Marshall-Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Owner: Manny Goldberg; Mgr.: Sandy Miller. (Rec. D & RJ)
Label: Disneyland.

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 ton Bereson, Gen. Mgr.: Mashe Mehlman, Buyers: Singles, Walter Mein-
 eke, Albums, Bill Birmingham, Tape, Dexter Beane. (Rec., Tape & Vid.
 Pgm. OS & E), (Rec. & Tape RJ as Musical Sales Mobile Serv.)
 Video program lines: Arrow, Blue Video, Cal Vista, MCA, MGM, Para
 mount, Select/Essex, Swedish Erotica, Turn Dn TV, VC, WCI, Video Gems,
 Warner Bros.
 Schwartz Bros. Inc.—Tel: 727-4770—see Lanham, Md., listing.
 Transcontinent of Maryland, 7405 Liberty Rd. Zip 21207 Tel 944-6911
 (Rec. & Tape OS)
 Home office: Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)
 Zamoski Co., 1101 De Soto Rd. Zip 21223 Tel 644-2900 Pres. Calman J
 Zamoski Jr., VP Sales & RJ Mgr. Irv Gomprecht, D.Mgr. Joyce L. Heider,
 D. Buyer. Merle Lucado, RJ Buyers Pip Smith, Diane Fenton (Rec. &
 Tape D & RJ).
 Labels: Abiko, Antilles, Audio Fidelity, BBC, Becket, Blanche, Brunswick,
 CTI, Clean Cuts, Dimension, Emergency, Faulty, First American, GNP Cre-
 scendo, Gemcom, Gramavision, Import, Importe 12, Mago, Dde, Palo
 Alto, Passport, Pausa, Precision, Prism, Profile, Roulette, Slash, Sugar
 Hill, Syntonic Research, Tommy Boy, Tropique, Venture, Victory, West
 End, & others
 Phonographs: Zenith
 Accessories: Bokor Merzon, Calibron, Dyna Sound, Hartzell, Maxell,
 Memorex, Recoton, Scotch, Service, Shape, TDK

● **CHEVERLY (Area Code 301)**

J E K Enters. Inc., 4819 Lydell Rd. Zip 20785 Tel 773-4474 (Rec. & Tape
 OS)
 Home office: Baltimore, Md.
 Accessories: Avanti, Duracell, Empire, Memorex, Mura, Numark,
 Planstehl, TDK, Tancredi

● **GERMANTOWN (Area Code 301)**

Capitol Recs., Century XXI, 20030 Century Blvd. Zip 20767 Tel 428-0790
 (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)

● **GREENBELT (Area Code 301)**

PolyGram Dist'n Inc., 7500 Greenway Dr., Suite 440 Zip 20770, Tel 441
 1670, Mgr. Harvey Rosen. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 R C A & A&M & Assoc'd Labels, 9111 Edmonston Rd. Zip 20770, Tel: 792
 7205 Branch Mgr. Jim Grady (Rec. & Tape D—see New York, N.Y., office
 for prod. distributed)
 Warner/Elektra/Atlantic Corp., 9111 Edmonston Rd., Suite 305-306, Zip
 20770 Tel: 792-7540 Sales Mgr. Van Pieter Wyckoff. (Rec., Tape & Vid.
 Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● **HAGERSTOWN (Area Code 301)**

Interstate Rec. Dists. Inc., 29 Prospect St. Zip 21740, Tel. 733-1378. Dwn-
 ers: Richard M. & Melvin C. Greenwald; Mgr.: Carlton Smith. (Rec. & Tape
 OS & RJ)

● **HYATTSVILLE AREA (Area Code 301)**

C & M Dne Stop (div. of LDS Inc.), 5405 Lafayette Pl. Zip: 20781, Tel: 699-
 5888 Owner: Murray A. Berman; Buyers: Singles, Randy Evans; Albums
 & Tape, Lisa Hunter (Rec. & Tape OS)

● **LANHAM (Area Code 301)**

District Recs. Inc. (Rec. & Tape RJ)—Mgr.: James Schwartz—see Schwartz
 Bros.
 S B I Video, 4901 Forbes Blvd. Zip 20801, Tel. 459-8000 Gen. Mgr. Don
 Rosenberg; Buyer: Charlie Myers.
 Video program lines: Budget, CBS/MGM, Columbia Pictures, Disney,
 FVE, Family Home Entertainment, KVC, KV General, Kenyon, MCA, Mag-
 netic Video, Media, NFL Films, Nostalgia Merchant, Paragon, Paramount,
 Thorn EMI, Unicorn, VCI, Vestron, Vid-America, Video Gems, Video Yester-
 y's WCI, Warner Bros., Wizard
 Schwartz Bros. Inc., 4901 Forbes Blvd. Zip: 20706, Tel: 459-8000 Dwners:
 James, Bertram & Stuart Schwartz; VP Sales: Jerry Jacobs, Gen. Mdsgr.
 Mgr.: Steve Schwartz; Sales Mgr.: Eugene Horn. (Rec. & Tape D), (Rec. &
 Tape RJ as District Recs. Inc.)
 Branches: Cherry Hill, N.J., Charlotte, N.C.; Norfolk, Va.; Tidewater Dne
 Stop (Rec. & Tape OS)
 Labels: Alfa, Arista, Benson, Beverly Glen, Boardwalk, Chess, Chrysalis,
 Concord Jazz, Destiny, Disneyland, Fantasy, Kid Stuff, Laff, Lifesong, Liv-
 ing Language, M&M, Malaco, Mirus, Mobile Fidelity, Motown, Muse,
 Nashboro, Nautilus, Peace Int'l, Peter Pan/Artist, Prelude, Quality/RFC,
 Quintessence/Pro-Arte, Sam, Savoy, Sesame Street, Stiff, Telarc, Van
 guard, Word, & others.
 Accessories: Allisop, Audio-Technica, BASF, Bib, Bowers, Bush, Compre-
 hensive Video, Discwasher, Duracell, Dynasound, Empire, Fuji, Innova-
 tive Concepts, Maxell, Memorex, Mid-Atlantic, PD Magnetics, Pearl
 corder, Pickering, Quest, Recoton, Shape, Shure, Sony, Sound Guard,
 Stak-it, TDK, Total Video, Video Specialties.

● **SILVER SPRING (Area Code 301)**

C B S Recs., 8720 Georgia Ave., Suite 908, Zip 20910, Tel: 587-5000
 Branch Mgr. Jim Chado (Rec. & Tape D—see New York, N.Y., office for
 prod. distributed)
 Richman Bros., 13301 Rockview Court, Zip 20906 Tel 871-6488 Mgr
 Howard Rosenthal (Rec. & Tape D & OS)
 Home office: Pennsauken, N.J. (See for prod. distributed)

● **WHEATON (Area Code 301)**

Wayside Music, Box 6517 Zip: 20906-0517
 Labels: Atem (France), Celestial Harmonies, Cramps (Italy), Dys,
 Frammus, Kuck Kuck (Germany), Leisure Time, Metalanguage, Palace of
 Lights, Random Radar, Recommended (UK), Record Sluts, Red, Union
 (Norway), Woolf (UK)

● **SILVER SPRING (Area Code 301)**

C B S Recs., 8720 Georgia Ave., Suite 908, Zip 20910, Tel: 587-5000
 Branch Mgr. Jim Chado (Rec. & Tape D—see New York, N.Y., office for
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 Richman Bros., 13301 Rockview Court, Zip 20906 Tel 871-6488 Mgr
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 Home office: Pennsauken, N.J. (See for prod. distributed)

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 Frammus, Kuck Kuck (Germany), Leisure Time, Metalanguage, Palace of
 Lights, Random Radar, Recommended (UK), Record Sluts, Red, Union
 (Norway), Woolf (UK)

MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**

Alpha Dist'g Corp., 5 Prescilla Circle, Weymouth 02188 Tel 266-0354. Con-
 tact Paul Maged (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Artec Inc., 419 Boylston St., Suite 312 Zip 02116 Tel 424 9811. (Rec.,
 Tape & Vid. Pgm. OS, RJ, I & E)
 Home office: Shelburne, Vt.
 Boston Rec Dist. Inc., 24 Ashmont Rd., Wellesley 02181 Tel: 235 7865
 Owner, Mgr & Buyer Jerry Flatto. (Rec. & Tape OS & RJ)
 C B S Recs., 33 Hayden Ave., Lexington 02173 Tel: 861-6180 Branch Mgr
 George Ryan (Rec. & Tape D—see New York, N.Y., office for prod. distrib-
 uted)
 Cambridge Dne Stop, see Strawberries
 Capitol Recs., 420 Providence Hwy., Rm 113, Westwood 02090 Tel: 329-
 5770 (Rec. & Tape D—see Los Angeles, Calif., office for prod. distrib-
 uted)
 Dick's Rec. Co. Inc., 890 Providence Hwy., Dedham 02026 Tel: 326-8790
 Owner Richard Mitchell; Mgr. Richard Peach, Buyers: Singles, Richard
 Peach; Albums, Melvin Robrish; Tape, David Stanton. (Rec. & Tape OS)
 Disco Inc., 651 Washington St., Brookline 02146 Tel 734 1900. VP &
 Buyer G. Margolis (Rec. & Tape OS & RJ)
 E Z Dne Stop Rec. Serv. Inc., 92 Sagamore St., North Quincy 02171, Tel
 328 7900 Owner & Mgr.: Aaron H. Gross; Buyers: Robert Levin, David
 Riva. (Rec. & Tape OS), (Rec. & Tape D & RJ as Royal Dists.)
 Federated Rec. Co. Inc., 24 Munroe St., Newtonville 02160, Tel: 969-1773
 (Rec. & Tape OS, RJ & E)
 Hot Cakes Music Inc., 24 Munroe St., Newtonville 02160 Tel: 969-1773.
 (Rec. & Tape D, OS, RJ & I)
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 M C A Dist'g Corp., 20 Cummings Park, Woburn 01801, Tel 933-9290
 Branch Mgr. Jim LaFrance. (Rec., Tape & Vid. Pgm. D—see Los Angeles,
 Calif., office for prod. distributed)
 Malco Inds. (div. of Malden Mop & Brush Co.), 60-80 Vine St., Everett
 02149 Tel 389 2700 Gen. Mgr. A.T. Goldstein. (Rec. & Tape D)
 Malverne Dists. Inc. of Boston, 77 Summer St. Zip 02110, Tel 423-3820
 Mgr. Stan Goodman (Rec. & Tape D)
 Home office: Long Island City (New York Metropolitan Area), N.Y., Mal-
 verne Dists Inc.
 Labels: Abet, Alfa, Applause, Becket, Beverly Glen, CTI, Chrysalis, Con-
 cord Jazz, Contemporary, Excello, Fantasy, Galax, Juana, Laff, Lifesong,
 Malaco, Milestone, Mirus, Muse, Myrrh, Nashboro, Palo Alto, Pausa,
 Peace Int'l, Prelude, Prestige, Project 3, Ranwood, Riverside, Roulette,
 Savoy, Stax, Sutra, Takoma, Unicorn, Word
 Music Sales Inc., Bldg. 8, 6 Gill St., Woburn 01801, Tel: 935-7500. Mgr.
 Howard King; Buyers: Singles, Jack Marshall; Albums, Rich Marcus. (Rec.
 OS)

Music Suppliers Inc., 77 Wexford St., Needham Heights 02194, Tel: 444-
 9310 Owner, Gordon Dinerstein; Mgr. Ed Calmus; Buyers: Singles & Al-
 bums, Vahan Aghajanian; Tape, Ken Handelman. (Rec. & Tape OS & RJ)
 Peter's Rec. Dne-Stop Inc. (PROS), PO Box 212, 1400-P Providence Hwy.,
 Norwood 02062, Tel: 769 8340, Owner, Mgr. Singles Buyer: Peter
 McDermott, Albums Buyer: Donald Moscatelli. (Rec. OS)
 PolyGram Dist'n Inc., 200 W. Cummings Park, Suite M-50, Woburn 01801
 Tel 933-8155 Mgr. Paul Wennik. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 R C A & A&M & Assoc'd Labels, 385 Elliot St., Newton Upper Falls 02164
 Tel 964-4955 Mgr. Rich Atkinson. (Rec. & Tape D—see New York, N.Y.,
 office for prod. distributed)
 Rounder Recs. Corp., 186 Willow Ave., Somerville 02144 Tel: 354-0700.
 Dwners: Marian Leghton, Ken Irwin, Bill Nowlin; Mgr. Duncan Browne;
 Singles & Albums Buyer Glenn K. Jones. (Rec. & Tape D, I & E)
 Branch: New York, N.Y. (See for prod. distributed)
 Royal Dists., 96 Sagamore St., North Quincy 02171, Tel 328-1822 Owner &
 Mgr. Aaron H. Gross (Rec. & Tape D & RJ), (Rec. & Tape OS as E Z Dne
 Stop Rec. Serv. Inc.)
 Labels: Contessa, Crown, Custom, Mother Goose, overstock, oldie 45's
 Accessories: Recoton.
 Sound Sellers Inc., 520 Providence Hwy., Dedham 02026, Tel: 326-3532
 Owner: James Lawson; Mgr., Singles & Albums Buyer: Arthur Rich. Tape
 Buyer: Rich Finegan (Rec. & Tape OS & RJ)
 Strawberries Recs. & Tapes (Cambridge Dne Stop Inc.), 40 California Ave.,
 Frammingham 01701, Tel: 879-7160 Dwner Morris Levy, Mgr. Mark
 Briggs; Buyers: Records, Al Wilson, Tape, Dave Curtis, Accessories, Ron
 Zwicker; Video, Mark Briggs. (Rec. Tape & Vid. Pgm. OS)
 Warner/Elektra/Atlantic Corp., PO Box 4016, 200 Salem Park Dr., Woburn
 01988 Tel: 935-5170 Branch Mgr. Don Dumont, Singles Mgr. Fran Al-
 berte (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod.
 distributed)
 Women's Music Dist'n Co., 33 Richdale Ave., No. 211, Cambridge 02140,
 Tel 661-0554, Mgr.: Trish Karinski. (Rec. & Tape OS)
 Home office: Glendale (Los Angeles Metropolitan Area), Calif

● **LAWRENCE (Area Code 617)**
 N E R T of New England, PO Box 268, Zip 01842: 641 Haverhill St. Zip
 01841 Tel: 686-4293. Owner, Mgr., Singles, Albums & Tape Buyer: Jerry
 P. Marcus (Rec. & Tape D, OS & E)
 Distributes oldies, cutouts, imports
 Phonographs: Dorchester
 Accessories: Adams Magnetics, BASF, Black Diamond, Bowers, Disc-
 washer, Fuji, Hartzell, Maxell, Memorex, Recoton, Savoy, Scotch, Sony,
 Sound Guard, TDK, Tracs, Watts.

● **NEW BEDFORD (Area Code 617)**
 Penco Rec Co., 428 Wood St. Zip: 02745, Tel 995-0595, Dwner: Francisco
 A. Penha (Rec. & Tape I & E)

● **SHREWSBURY (Area Code 617)**
 Music Machine, PO Box 262, Zip 01545 Owner: Paul Brough, Mgr. & Buyer
 M. Faddoul. (Rec. & Tape OS)

● **SOMERSET (Area Code 617)**
 Pickwick Dist'n Cos., Rack Servs. Div., 185 Riverside Ave Zip 02725 Tel
 676 3061 Div. VP: Herb Dorfman; Branch Mgr. Gary Hancock; Sales

Mgr.: Richard Berube; Buyer: Gerri Chase. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.

MICHIGAN

● **ANN ARBOR (Area Code 313)**

Spring Arbor Dist., PO Box 985 Zip 48106, 772 Airport Blvd Zip: 48104
 Tel 994-4053. Pres. Jim Carlson; Rec., Tape & Vid. Buyer, Gerald Bla-
 lock. (Rec., Tape & Vid. Pgm. OS & I)
 Labels imported: Prase group (Canada)

● **ATLANTA (Area Code 517)**

Rollin' Rock Recs., Box 326-B, Rt. 3, Zip: 49709. Dwner: Don Carsey. (RJ)
 Accessories: Le-Bo

● **AUBURN HEIGHTS (Area Code 313)**

J's Dist'n Serv. Inc., 2163 Avon Industrial Dr. Zip: 48057 Tel: 852 5707
 Dwner Vincent H. Jaeger, Singles, Albums & Tape Buyer Pat Jaeger
 (Rec. & Tape OS & RJ)

● **BRIGHTON (Area Code 313)**

Arc-Jay Kay Dist'g Co. (div. of Handelman Co.), 1289 Rickett Rd Zip 48116
 Tel. 227 2231 Gen. Mgr.: Tom Schlesinger; Sales Mgr. Mike McKenzie,
 Sales Admin. Pauline Fras. (Rec. & Tape D)

● **CADILLAC (Area Code 616)**

B & R Music, 2400 E 30 Rd Zip 49601 Tel: 775 3145 Dwner, Mgr &
 Buyer Roy Newland (Rec. & Tape RJ)

● **DETROIT METROPOLITAN AREA (Area Code 313)**

Ami Dist' Corp., 34411 Industrial Rd., Livonia 48150, Tel 525 7600 Dwner
 & Buyer: Bernard Schwartz (Rec. & Tape D)
 Labels: AA, Ala, Beverly Glen, Boardwalk, Brunswick, Fantasy, Fiesta,
 Gemcom, Jem, Living Language, Malaco, Milestone, Monitor, Motown,
 Prestige, Riverside, Slash/Ruby, Sam, Sugar Hill, Tayster, Venture
 Angott Rec. & Tape Sales, 2616 Puritan St Zip 48238 Tel 341 7053. Dwn-
 ers: Ron Rogers, Allen Walker; Rec. Mgr. & Buyer: Ron Rogers (Rec. &
 Tape OS & RJ)
 Accessories: Le-Bo, Maxell, Memorex, TDK
 Cadet Dist. Co. Inc., 13380 Capitol Ave., Oak Park 48237 Tel 548-3171
 Owners: Harry & Isadore Levin; Buyer: Leo Cheslak. (Rec. & Tape OS),
 (Rec. & Tape RJ as Cornell Recs. Inc.)
 Accessories: Intermagnetics, Memorex, Recoton.
 Capitol Recs., 500 Stephenson Hwy., Suite 204, Troy 48064 Tel 583-9600
 (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
 Cornell Recs. Inc. (Rec. & Tape RJ—see Cadet Dist. Co. Inc.)
 Gospel Int'l Inc., 18945 Livernois, Zip 48221, Tel 345 4915, Pres. Larry T
 Robinson. (Rec. OS)
 Grams'n Dists., 13731 Woodward Ave., Highland Park 48203 Tel 867 4500.
 (Rec. & Tape OS—gospel prod. only)
 Handelman Co., 1055 W. Maple Rd., Clawson 48017, Tel 435-3100 (Corpo-
 rate Headquarters). (Rec. & Tape RJ)
 Dist'n branches: Little Rock, Ark.; Santa Fe Springs (Los Angeles Metro-
 politan Area), Calif.; Denver, Colo.; Tampa, Fla.; Stone Mountain (Atlanta
 Metropolitan Area), Ga.; Elk Grove Village (Chicago Metropolitan Area),
 Ill.; Jessup (Baltimore Metropolitan Area), Md.; North Kansas City (Kan-
 sas City Area), Mo.; Latham (Albany Area), N.Y.; Charlotte, N.C.; Blue Ash
 (Cincinnati Area), Ohio; Youngstown, Ohio; Dkahoma City, Dkwa.; Mem-
 phis, Tenn.; Dallas, Tex.; Kent (Seattle Area), Wash
 Int'l branches: Canada—Calgary, Alta., Moncton, N.B.; Toronto, Ont. S T
 Laurent (Montreal Metropolitan Area), P.Q.
 Inter/Soul Rec. Dists (div of Inter/Soul Ent's Inc.), 18329 W McNichols
 Zip: 48219, Tel 533 1550 Pres., Ernest Kelley. (Rec. & Tape OS)
 Len's Dne Stop, 3415 Chrysler, Zip 48201, Tel: 833-5299. (Rec. & Tape OS
 & E)
 M & H Dist'g Inc., 14500 W Eight Mile Rd., Oak Park 48237 Tel: 968 4560
 Dwns. Mgr. Jack Hillman, Sales Mgr. John Hudson (Rec. D)
 Labels: Albradella, BCS, Bano, Bijluma, Blue Rose, Groove Rime, Im-
 porte/12, Juana, LCA, Marathon, Moby Dick, Nacnudah Int'l, Setting
 Sound of New York, Uno Melodic, VIP Int'l, Watchman
 Martin & Synder Dne Stop Inc., 15401 Treman, Dearborn 48126 Tel 581
 8100. (Rec. OS & RJ, Tape OS)
 Music Peddlers Inc., 1755 E Maple, Troy 48064 Tel 524 2800 Pres. Carl
 Thom, Gen. Mgr. Jerry Adams, Buyers Singles, Albums & Tape, Linda
 Powers, Fred De Coopman, Tom Henderson, Roy Burkhardt, Classical Al-
 bums, Bill Close, Accessories, John Beers. (Rec. & Tape OS)
 Accessories: Allisop, Discwasher, Fuji, Maxell, Memorex, Planstehl,
 Savoy, Service, TDK.
 Piks Corp., Mark Plaza, 21411 Civic Center Dr., Suite 108, Southfield 48076
 Tel 353 3230. (Rec. & Tape D)
 Home office: Cleveland, Ohio.
 Labels: Alfa, Alligator, Applause, Arista, Buddha, CTI, Chi Sound, Chrysa-
 ls, Devaki, Flying Fish, GRP, Jeremiah, Jive, Mega, Music, Nationwide
 Sound, Dur Gang, Passport, Peace Int'l, Posse, Project 3, Quicksilver,
 Ranwood, Rhino, Ruby, Satrii, Sound of Brooklyn, Takoma, Unicorn, Vin
 tage, & others.
 PolyGram Dist'n Inc., 755 W Big Beaver, Suite 508, Troy 48084 Tel 362
 4420, Mgr.: Bill Schulte (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Prime Whse. Ltd., 15018 Grand River Ave, Zip: 48227, Tel 838-3422 Pres.
 Gerald L. Morris; Singles, Albums & Tape Buyer: Michelle Gray (Rec. OS
 & I, Vid. Pgm. & Tape OS)
 Labels imported: CBS (Canada, UK), WEA (UK)
 Progress Rec. Dist'g Inc., 7101 Puritan, Zip: 48238, Tel 342-4464 Mgr
 Curtis Lloyd. (Rec. & Tape D)
 Home office: Highland Heights (Cleveland Metropolitan Area), Ohio. (See
 for prod. distributed)
 R C A & A&M & Assoc'd Labels, 22255 Greenfield, Suite 140, Southfield
 48075, Tel: 569-5980. Mgr.: Joe Wallace. (Rec. & Tape D—see New York,
 N.Y., office for prod. distributed)
 Simpson's Whse. Inc., 16540 James Couzens Hwy, Zip 48221 Tel 341-
 1885, Mgr. Lu Adanandus, Office: 845 Livernois, Ferndale 48220 Tel
 544-9252. (Rec. & Tape OS)

Accessories: BASF, Bib, Le-Bo, Maxell, Memorex, Planstiehl, Recoton, Sony, TDK
Video Trend Inc., 24611 Crestview Court, Farmington 48018 Tel 474 0300
WATS (800) 521 0242 Pres Eugene L Silverman, Sales Mgr Jeffrey N Freedman (Vid. Pgm. OS)
Video program lines: Columbia, Disney, Innovative Concepts, KVC, MCA MGM/CBS, Media, NFL, Paramount, Thorn EMI, 20th Century Fox, VCI, Vid-America, Video Gems, Warner
Accessories: Alltop, Fuji, Le-Bo, Maxell, Savoy, Service, Sony, TDK
Warner/Elektra/Atlantic Corp., 17500 Northland Park Court, No. 2, South field 48075 Tel 569 4822 Sales Mgr Gil Roberts (Rec., Tape & Vid. Pgm. D see Los Angeles, Calif., office for prod distributed)

● **EAST LANSING (Area Code 517)**

Old Fogey Dist'g, PO Box 1795, 541 E. Grand River Zip 48823 Tel 337 7503 Owner & Mgr Stanley Werbin, Singles & Albums Buyer Bob Blackman (Rec. D)
Labels: Adelphi, Alligator, Biograph, Black Saint, Clean Cuts, County, Flying Fish, Fogarty's Cove, Folk Legacy, Folkways, Front Hall, Green Linnet, Greensleeves, Kicking Mule, Philo, Rounder, Shanachie, Solid Smoke, Stash, Sugar Hill, Topic, Yazoo, & others

● **GRAND HAVEN (Area Code 616)**

Tant Ent's Inc., 205 Washington St Zip 49417 Tel 846 6930 Owners Billie & Ellen Thomas, Mgr & Albums Buyer Billie Thomas (Rec. D, I & E)

Labels: Alligator, Barrelhouse, Beehive, Big Band Archives, Black Saint, Blind Pig, Blue Goose, Cowboy Carl, Delmark, Flying Fish, Gatemouth, Green Linnet, Improvising Artists, Interplay, Jazz Archives, Jim Taylor Presents, Joyce, June Appal, Kaleidoscope, Mountain Railroad, Nessa, PM Philo, Phoenix Jazz, Progressive, Radiola, Rambler, Red Onion, 1750 Arch, Sounds of Swing, Slush Steeplechase, Swing Era, Vetco, Yazoo, & others

● **GRAND RAPIDS (Area Code 616)**

Ken One Stop Inc., 41 S Division Ave Zip 49503 Tel 459 2670 (Rec. & Tape OS & RJ)

● **KALAMAZOO (Area Code 616)**

La Val Rec Dist., 1327 Cobb St Zip 49007 Tel 342 5328 Owner: Vic La Val, Mgr & Buyer Vincent Taylor, Promo Harry Whiteld, Val Taylor. (Rec. D)
Labels: Ball, Bay Tone, Boss, Comedian, Doot, Funky Finger, Funny, La Val, Luck, Partee, Soul Set, T&L, Trash, Vic, Weird World
Vinyl Vendors Inc., 7870 Sprink-Rd Zip: 49002 Tel 323 0131 WATS (800) 632 0870 Owner & Sales Mgr Jeff Boyd; Owner, Opns Mgr & Accessories Buyer: Craig Hedden, Owner & Mktg Mgr: Ten Broerse, Buyer: Don Stickroe, Rack Servs: Allan Witte (Rec. & Tape OS & RJ)
Accessories: Alltop, Audio Aids, Bokor Merzon, Discwasher, Maxell, Planstiehl, Savoy, Service, Studio Tape, TDK, Technidyne, Watts.

● **LANSING (Area Code 517)**

Goldenrod Dist'n, 5505 Delta River Dr. Zip 48906. Tel 323-4325. Owner: Terry Grant; Mgr. Denise Nolton. (Rec. D)
Labels: Cassandra, Deep River, Flying Fish, Galaxia, Olivia, Olivia, Pleiades, Redwood, Schroder, Sea Friends.

● **OWOSSO (Area Code 517)**

Rock-A-Rolla Recs. Inc., 200 W. Main, Zip. 48867 Tel: 723-5145, Saginaw Tel (517) 752-8379, Flint Tel: (313) 767-5891. Owners: Thomas E. & Edwin T. Deews; Gen. Mgr.: Thomas E. Deews; Singles, Albums & Tape Buyer: Laura Smedeker; Accessories Buyer: Tom Deews. (Rec. & Tape OS & RJ)
Accessories: Discwasher, Electro-Voice, Le-Bo, Maxell, Memorex, Savoy, Sony, Sound Guard, TDK.

MINNESOTA

● **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Brown Bros. Inc., 3346 Washington Ave. N., Minneapolis 55412 Tel 522 6648. Pres.: Raymond W. Brown. (Rec. OS)
C B S Recs., 6600 France Ave. S., Suite 160, Minneapolis 55435 Tel: 929 4604. Branch Mgr.: Bob Ewald. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
Calico, 1733 Selby Ave., St. Paul 55104. Tel: 644-4155 Owner & Albums Buyer Sherry Longseth. (Rec. D)
Labels: Carolsdatter, Cassandra, Galaxia, Lima Bean, Olivia, Open Door, Pleiades, Redwood, Riverbear, Sea Friends, Terrapin, Urana, Windbag, Capitol Recs., 10800 Lyndale Ave. South Bloomington 55420 Tel 884 0444. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
Dart Recs. Inc., 1815 W. River Rd N., Minneapolis 55411. Tel: 529-9571 Pres. Dick Daly; Buyers: Singles: Irv Gorsen; Albums & Tape: Joel Corryell. (Rec. & Tape OS & RJ)
Dominion Music Corp., 7681 Washington Ave. S., Minneapolis 55435. Tel 941 9600. Sales Dir. Joe Ceram; Mds. Dir.: Steve Prust. (Rec. D)
Labels: Arrival, Commonwealth, Dominion Music, Era, K tel
Gamco, 858 Decatur Ave. N., Minneapolis 55427 Tel: 545-0129. Owner Ira Heilicher, Gen. Mgr. Jan Jordan; Buyer: Melody Sweetin. (Rec. & Tape RJ) (Rec. & Tape OS as Vinyl Solution)
House Dist., 2432 Aldrich Ave. S., Minneapolis 55405. Tel: 374-1656. Mgr. Mark Trehus. (Rec. & Tape D)
Home office: Kansas City, Mo. (See for prod. distributed)
Lieberman Ent's Inc., 9549 Penn Ave. S., Minneapolis 55431. Tel: 887-5300 Bd. Chm. David Lieberman; Pres.: Harold Okimov; VP Opns.: Dick Moerbitz; Nat'l OS Mgr.: Bruce Lowry; Nat'l Buyers: Singles, Wayne Grossman; Albums & Tape, Sylvester Yanyo Local branch: OS Mgr.: Pat Hunziger, Opns Mgr.: Dianne Rasmussen, Buyers: Singles, Sherry Williams; Albums, Pat Weiser. (Rec. & Tape OS & RJ)
Labels: North Hollywood (Los Angeles Metropolitan Area), Calif. (Rec. & Tape RJ); Denver, Colo. (Rec. & Tape OS & RJ); Norcross (Atlanta Metropolitan Area), Ga. (Rec. & Tape RJ); Elk Grove Village (Chicago Metropolitan Area), Ill. (Rec. & Tape OS & RJ); Kansas City, Mo. (Rec. & Tape OS & RJ); Mount Laurel, N.J. (Rec. & Tape RJ); Cleveland, Ohio (Rec. & Tape RJ); Portland, Ore. (Rec. & Tape OS & RJ); Dallas, Tex. (Rec. & Tape OS & RJ)

M C A Dist'g Corp., 4530 W 77 St., Suite 199, Edina 55435 Tel: 835-6020. Branch Mgr.: Bill Pierce. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod distributed)
Pickwick Dist'n Cos., Independent Dist'n Div., 7500 Excelsior Blvd., Minneapolis 55426. Tel: 932-7614. Sr. VP & Gen. Mgr. Jack Bernstein. Local branch: Tel: 932-7595 Mgr.: Michael Meyer. (Rec. & Tape D), (Rec. & Tape RJ) as Pickwick Dist'n Cos., Rack Servs. Div.)
Branches: Burlingame (San Francisco & Bay Area), Sun Valley (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Opa Loca (Miami Metropolitan Area), Fla.; Marietta (Atlanta Metropolitan Area), Ga.; Honolulu, Hawaii; Nashville, Tenn.; Arlington, Houston, Tex.; Tukwila (Seattle Area), Wash
Labels: Alfa, Alligator, Arista, Boardwalk, Buddha, CMH, Chrysalis, Concord Jazz, Eurodisc, Fantasy, Fat City, Flying Fish, GNP, G&P, GRP, Gazy, Gordy, Milestone, Motown, Muse, Pat Aalto, Pausa, Prestige, Project 3, Ranwood, Riverside, Rounder, Savoy, Sugar Hill, Sun, Takoma, Tamia, Troch, Vanguard, Vintage, Windham Hill, & others
Pickwick Dist'n Cos., Rack Servs. Div., 7500 Wayzata Blvd., Minneapolis 55426. Tel: 932-7600 Sr VP & Gen Mgr.: Eric Paulson; Div. VP & Nat'l Opns. Mgr.: Arnie Gross. Local branch: Mgr.: Larry Johnson; Sales Mgr Duane Wachholz; Prod Mgr Ken Faulkner; Opns. Mgr. Skip Abel. (Rec. & Tape RJ), (Rec. & Tape D as Pickwick Dist'n Cos., Independent Dist'n Div.)
Branches: Phoenix, Ariz.; Burlingame (San Francisco & Bay Area), North Hollywood (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Marietta (Atlanta Metropolitan Area), Ga.; Honolulu, Hawaii; Elk Grove Village (Chicago Metropolitan Area), Ill.; Des Moines, Iowa; Somers, Mass.; St Charles (St Louis Metropolitan Area), Mo.; Arlington, Houston, Tex.; Seattle, Wash.

PolyGram Dist'n Inc., 7301 Ohms Ln., Suite 115, Edina 55435. Tel: 831 7847. Mgr. Pete Veiser (Rec. & Tape D)
Home office: New York, N.Y. (See for prod distributed)
Re Mark-Co., 2444 Cavell Ave. S., Minneapolis 55426 Tel 545-1211 Owner & Mgr. J.L. Goldstein, Mail Order & Int'l: Mark Goldstein, Buyer, Joan Y Ostrin (Rec. & Tape OS, RJ, I & E—cuts, overstocks & promotional material)
Scot Around Rec. Dist'n, 2448 34 Ave. S., Minneapolis 55406 Tel 722 7049, 489-8288. Owners: Melissa Miller, Susan Horns, Buyer Susan Horns (Rec. D)
Labels: Adelphi, Advent, Artesian Dream, Augsburg, Banjar, Bay, Cavata, Clairseach, Daagnim, Folk Legacy, Front Hall, Green Linnet, June Appal, Kaleidoscope, Kicking Mule, Mineral River, Minnesota Public Radio, Mountain Railroad, Philo, Progressive, Redbud, Rooster Blues, St Olaf College Choir, Shah, Stash, Swallowtail, Theresa, Thrushwood, Titanic, Train on the Island, Traveler.
Sources Co., 254 First Ave. N., Minneapolis 55401 Tel: 333-1150 Owners: Steven Teachout, Arthur Elliott; Mgr. Singles & Albums Buyer Steven Teachout (Rec. D)
Branch: Leawood (Kansas City Area), Kan.
Labels: ASI, American Gramophone, Audio Directions, Audio Encores, Audio Technica, Chalfont, Clean Cuts, Crystal Clear, Deios, Direct Disc Labs,

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 Twin City Import Recs. Inc., 1451 University Ave., St. Paul 55104. Tel: 645-0227. Owner: John B. Carnahan; Mgr.: Richard Elliott, Buyers: Richard Elliott, Grady Linehan. (Rec. D & I)
 Labels: Bomp, Factory, 415, Frammis, Frontier, IRS, Posh Boy, Ralph, Rhino, Rough Trade, Slash, Twin/Tone, Wax Trax.
 Vinyl Solution (Rec. & Tape OS)—Sales Mgr.: Rick Shedd—see Camco.
 Warner/Elektra/Atlantic Corp., 7107 Ohms Ln., Edina 55435. Tel: 835-7255. Sales Mgr.: Rick Cohen. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Wide Angle Communications, 4720 Lyndale Ave. S., Minneapolis 55409. Tel: 824-1133. Owners: Jerome Sylvers, Walter McLean; Mgrs.: Roy Fried, Jerry Sylvers; Buyer: Jerome Sylvers. (Rec. OS)

MISSISSIPPI

• JACKSON (Area Code 601)

Bennett's Rec. Dists. Inc., 3109 Delta Dr. Zip: 39213. Tel: 981-4328. Owner & Mgr.: James Bennett; Buyers: Sheila Bryant, James Bennett, Debbie Benford, Bama Lewis. (Rec. & Tape OS)
 Playback equip.: Craig
 Accessories: Capitol, Finetone, Planstehel

MISSOURI

• KANSAS CITY AREA (Area Code 816)

Eklund Ent's. Inc., 1915 Truman Rd. Zip: 64127. Tel: 474-7628. Owners: Lee & Jean Eklund; Mgr.: Lee Eklund; Singles, Albums & Tape Buyer: Clifford Moore. (Rec. & Tape OS & RJ)
 Handleman Co., 1137 Saline St., North Kansas City 64116. Tel: 421-0135. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.
 House Dists., 4128 Broadway. Zip: 64111. Tel: 561-2744. Owner Harold S. Brody; Gen. Mgr.: Kevin Papuga; Buyers: Albums & Tape, Kevin Papuga, Rick Henderson. (Rec. & Tape D)
 Branches: Denver, Colo.; Atlanta, Ga.; Chicago, Ill.; Minneapolis, Minn.; Driftwood, Tex.
 Labels: Alligator, American Gramophone, Arhoolie, CMH, Caedmon, Columbia Special Prod., Contemporary, Creative World, Everest, Fantasy, Flying Fish, GNP/Crescendo, Gusto, Hannibal, Jam, Joe Gibbs, Kaleidoscope, Milestone, Omnisound, Philo, Prestige, Rhino, Shanachie, Stax, Sugar Hill, Syntonic Research, Vanguard, Varese Int'l, Waterhouse, Windham Hill, Yazoo, & others.
 Lieberman Ent's. Inc., 6131 Deramus Rd. Zip: 64120. Tel: 231-2470. Mgr.: John Fetto; Dpns. Mgr.: Tony Burasco; OS Mgr.: Mike Clark; Buyers: Singles, Carolyn Brooks; Albums, Terry Donovan. (Rec. & Tape OS & RJ)
 Home office: Minneapolis, Minn.
 Progress Rec. Dist'g Inc., 4340 Rockhill Rd. Zip: 64110. Tel: 531-1048. (Rec. & Tape D)
 Home office: Elk Grove Village (Chicago Metropolitan Area), Ill.—see for prod. distributed.
 Warner/Elektra/Atlantic Corp., Plaza Center Bldg., Suite 323, 800 W. 47 St. Zip: 64112. Tel: 561-5623. Sales Mgr.: Dennis Schone. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Windy Dist. Co. Inc., 13624 E. 50 Hwy Zip: 64138. Tel: 524-8766. (Rec. D)
 Labels: Asian, Birdwing, Bread N Honey, Calvary, Canaan, Dayspring, Good News, Great Circle, Greentree, Heart Warming, Lamb & Lion, Light, Marantha, Messanic, Milk & Honey, Myrrh, New Leaf, Newpax, New Song, Paragon, Peaceable, Seed, Singcord, Solid Rock, Sparrow, Star-song, Word.

• ST. LOUIS METROPOLITAN AREA (Area Code 314)

Great Atlantic & Pacific Music Co., 3310 Lucas Ave Zip 63103. Tel: 531-4644. TWX (910) 761-0487. Pres.: Norman Hauslater; Mgr.: Lester Neal (Rec. & Tape I & E)
 L & R Dist'g Inc., 1901-05 Delmar Blvd. Zip: 63103 Tel: 421-3622 Pres. Lewis Ruben; Singles Buyer: Robert Love (Rec. OS)
 M C A Dist'g Corp., 9666 Olive St., Suite 100. Zip: 63132 Tel: 991-3015. Branch Mgr.: Mike Smith. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 M S Dist'g Co., 2117-B Bellevue, Maplewood. 63143. Tel: 781-2023. Contact: Kevin Spivey. (Rec. & Tape D)
 Home office: Morton Grove (Chicago Metropolitan Area), Ill. (See for prod. distributed)
 Middlewest Rec. Dist. Co., 1911 Washington Ave. Zip: 63103. Tel: 621-8350 Owner: Skip Gorman; Mgr.: Helen Gorman; Buyers: Albums, Skip Gorman; Singles, Kathie Gorman. (Rec. D), (Rec. OS as RPM One Stop Rec. Serv.)
 Labels: BC, Brunswick, Cadet, Century 21, Churchill, DK, Dana, Diversified, Emergency, Enjoy, Gai's Funny, Gold Band, Gusto, ICA, Jewel, K-Ark, Kari, Key, LA, MSK, Malaco, Nashboro, QCA, Savoy, Sound Factory, Sugar Hill, TEC, VR, West End, Wheel
 P-B One Stop Rec. Serv. Inc., 1919-21 Washington Ave. Zip: 63103 Tel: 231-2074. Pres. Perry F. Blunda; Mgr.: John C. Gavin; Buyers: Singles, Albums & Tape, John Gavin, Accessories, Perry Blunda. (Rec. & Tape OS)
 Accessories: Audio Magnetics, Memorex, Planstehel, TDK
 Pickwick Dist'n Cos., Rack Servs. Div., 1600 Heritage Landing, Suite 212-C, St. Charles 63301 Tel: 441-1351 Sales Mgr.: John Rabe. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 Progress Rec. Dist'g Inc., 200 S. Hanley Rd., Suite 517 Clayton 63105. Tel: 727-3886. (Rec. & Tape D)
 Home office: Elk Grove Village (Chicago Metropolitan Area), Ill.—see for prod. distributed.
 R C A & A&M & Assoc'd Labels, 2086 Craigshire, Suite Q Zip: 63141 Tel: 878-5454 Mgr.: Fred Love (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
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man Aldridge; Mgr. & Buyer Morene Thomas. (Rec. OS—religious prod.)

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C J Co., 1006 S Montana St. Zip: 59701 Tel: 792-0747. Owner Craig Foley,
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Accessories: Allsop, Audio Technica, Discwasher, Fuji, Kwi, Le-Bo, Max-
ell, Nortronics, Savoy, Stanton, TDK, TEAC, TVS.
Research Servs. Inc., PO Box 31110, Zip: 68131, Tel: 393-0265. Owner: C.L.
Wintz; Mgr.: R.P. Wintz; Buyer Daniel J. Wintz. (Rec. & Tape RJ)

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• LEBANON (Area Code 603)

World Wide Whse. Dist., 15 Parkhurst, Zip: 03766 Tel: 298-7953. Owner,
Mgr. & Buyer: Earl Heath. (Rec. & Tape D & RJ)
Labels: American Heritage, Country, Jessup, Melody, Pine Tree, Rebel,
Revonah, Rounder, Stoneway.
Playback equip.: AITC, AR, Admiral, Aiko, BSR, Craig, ElectroPhonic,
Emerson, JVC, Juliette, Magnus, Morse, Panasonic, RCA, Sanyko, Sanyo,
Solar, Sony, Sylvania.

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R M E Inc., Simoneau Plaza, 300 Main St. Zip: 03061. Tel: 883-2454. Owner:
Tom Plaut (Rec. & Tape RJ)

NEW JERSEY

• AVENEL (Area Code 201)

Sutton Rec. Co., 22-G Craigwood Rd. Zip: 07001. Tel: 382-7770. Owners:
James & David Sutton; Mgr.: Lou Chase; Buyer: Jeff Sturman. (Rec. &
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Imports & exports cutouts, over-runs, special prods.

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RCA & A&M & Assoc'd Labels, 1101 Kings Hwy. N., Suite G-102, Zip: 08034.
Tel: 779-0920. Mgr.: Art Weissman. (Rec. & Tape D—see New York, N.Y.,
office for prod. distributed)
Schwartz Bros. Inc., 1101 Kings Hwy. N., Suite 104, Zip: 08034. Tel: 482-
2130; Philadelphia Tel: (215) 923-1271. Mgr.: Richie Salvador (Rec. &
Tape D)
Home office: Lanham, Md.
Labels: Alfa, Arista, Atlanta Int'l, Benson, Beverly Glen, Chess, Concord
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Word, & Others.
Accessories: Allsop, Audio-Technica, BASF, Bib, Bowers, Bush, Compre-
hensive Video, Discwasher, Duracell, Dynasound, Empire, Fuji, Innova-
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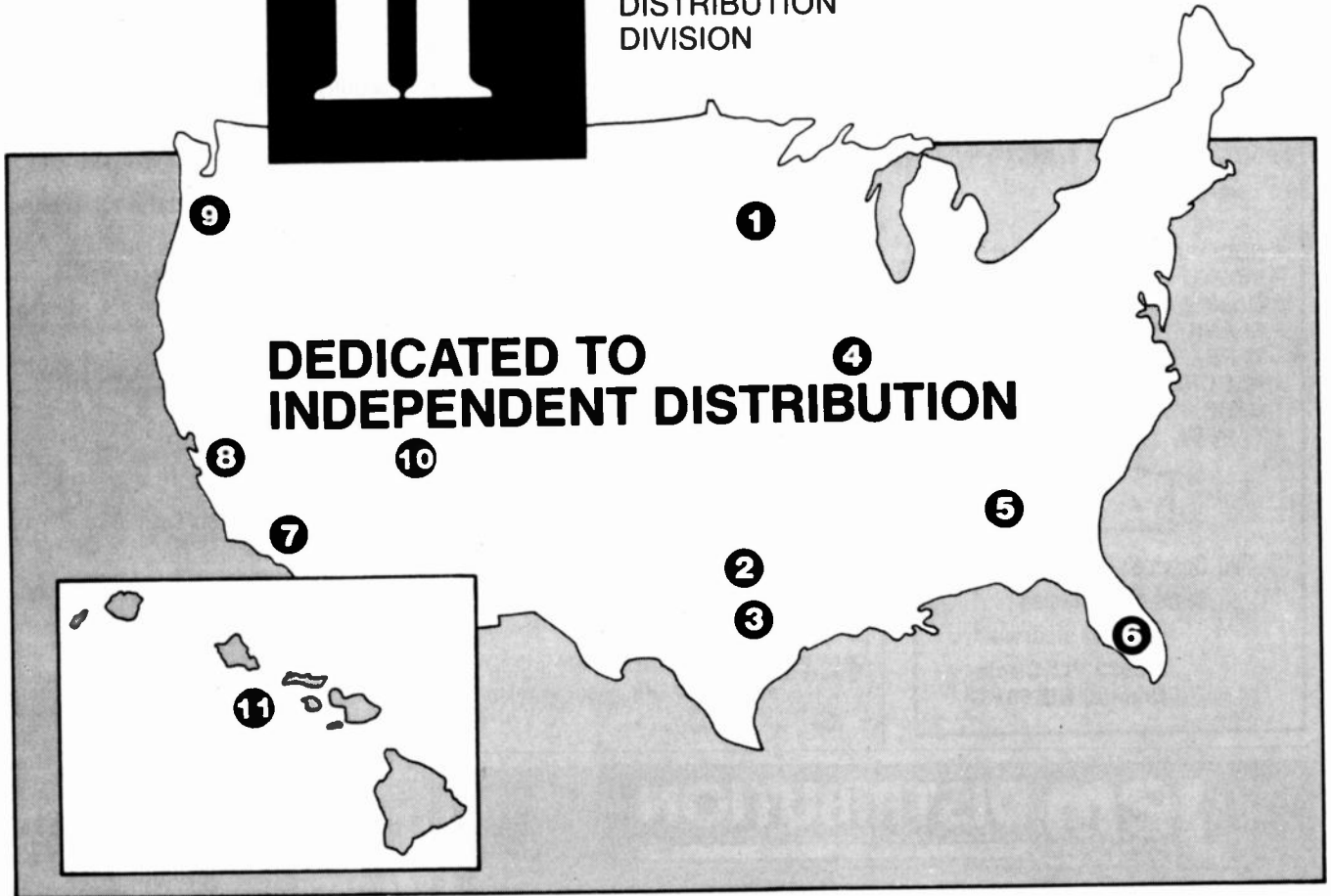
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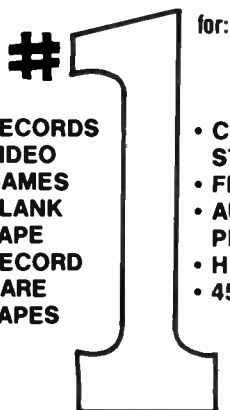
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P R O B Dists. Inc., 742 Hwy. 18. Zip: 08816. Tel: 257-3336. Owners: Powell Gary Saks, Joseph P. Ingegno; Mgr.: Joseph P. Ingegno; Buyer: Powell Gary Saks. (Rec. & Tape D, OS & RJ)

Labels: Arabesque, CMS, Caedmon, Cambridge, Camden, Candide, Chalfont, Citadel, Columbia Special Prods., Delos, Desmar, Desto, Disneyland, Educational Activities, Folkways, Gateway, Golden, MMG, Newbery Award, Pathways of Sound, Peter Pan, Pickwick, Quintessence, RCA Educational, RCA/RVC (Japan), Scholastic, Simon Says, Spoken Arts, Telarc, Titanic, Turnabout, Turn-On, Unicorn (imports), Varese Sarabande, Viking Press, Vox.
Accessories: Maxell, Memorex, Recoton, TDK.

• ENGLEWOOD CLIFFS (Area Code 201)

G L P Int'l (div. of German Language Publ'ns Inc.), 560 Sylvan Ave. Zip: 07632. Tel: 871-1010; NYC Tel: (212) 736-7455. Pres.: Peter J. Perske; Rec. Div. Mgr.: C. Victoria Gavalas; Sales & Mktg. Dir.: James C. Banthos. (Rec. & Tape D, I & E)

Labels imported: Ariola, EMI-Electrola, Eurodisc, Europa, Europa-Klassik, Fontana, Hansa, Jupiter, Maritim, Metronome, Philips, Polydor, RCA, Sonic (all Germany).
Take Home Tunes, PO Box 1314. Zip: 07632. Tel: 567-5524. (Rec. D)
Home office: Beverly Hills (Los Angeles Metropolitan Area), Calif. (See for prod. distributed).

• HILLSIDE (Area Code 201)

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 964-5960. Owner: Sam Weiss; Pres. Sol Glei; Buyers: Singles, Janie Forland; Albums & Tape, Joe Martinez. (Rec. & Tape OS & RJ)
Accessories: Maxell, Memorex, Walco.

• HO HO KUS (Area Code 201)

Shanachie Recs. Corp., Dalebrook Park 07423. Tel: 445-5561. Pres.: Richard Nevins. (Rec. D & I)

Labels: Herwin, Morning Star, Rockers, Shanachie
Labels imported: Affinity (UK), Boot (Canada), CBS Int'l, Charly, Claddagh (Ireland), Flyright (UK), Gael Linn (Ireland), Generation (Canada), Greensteves (UK), MCA (UK), Red Lightnin' (UK), Tara (Ireland), Topic (UK), Trojan (UK), Virgin (UK).

• IRVINGTON (Area Code 201)

Diercks Vending Co. Inc., 1316 Springfield Ave. Zip: 07111. Tel: 371-0777. (Rec. & Tape OS & RJ)
Elmar Assocs., PO Box 301, 45 Oakland St. Zip: 07111. Tel: 399-0119. Principal: Victor Kaplir. (Rec. D)
Labels: Distinct, Dove, Input, Iskra, Ruta.

• LINDEN (Area Code 201)

One Way Recs. of New Jersey, 10 St. Marks Pl. Zip: 07036. Tel: 486-8200. VP & Gen. Mgr.: George Zarembo. (Rec. OS, Tape E)
Branch: Cleveland, Ohio.

Transcontinent of New Jersey, 10 St. Marks Pl. Zip: 07036. Tel: 486-8200. (Rec. & Tape OS & RJ)
Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

• MARLTON (Area Code 609)

Warner/Elektra/Atlantic Corp., PO Box 966, 500 Lincoln Dr. E. Zip: 08053. Tel: 596-1200; Philadelphia Tel: (215) 923-2700. Branch Mgr.: Pete Stocke; Sales Mgr.: Rich Cervino. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

• MOUNT LAUREL (Area Code 609)

Lieberman Ents. Inc., 823 Eastgate Dr., Unit 3. Zip: 08054. Tel: 234-9150. Mgr.: Ken Sattler; Ops. Mgr.: John Holman; Sales Mgr.: Wally Morris; Buyers: Singles, Mark LaSpina; Albums, Mike Brigandi. (Rec. & Tape RJ)
Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ)

• NEWARK (Area Code 201)

Folkraft/Dance Rec. Dists. (div. of Folkraft Publ'g Co. Inc.), 10 Fenwick St. Zip: 07114. Tel: 243-8700. (Rec. D, I & E; Tape E)

Labels: Belco, Blue Star, Bogen, Folkraft, Grenn, Hi Hat, Hooter, J-Bar K, Jewel, Kalox, Kismet, Kolo Festival, MacGregor, Old Timey, Pilgrim, Pulse, Scope, Sets in Order, Square 1, Tikva, Top, Wagon Wheel, Windsor, Xopo, Young People's Recs.

Labels imported: Tanz (Germany); Jugoton, RTB (Yugoslavia).
Exports pre-recorded tape & playback equip.
In-A-Spin Rec. Corp., 204 Vanderpool St. Zip: 07114. Tel: 243-0518. Owner, Singles, Albums & Tape Buyer: Raymond Springer. (Rec. & Tape I & E)

• NEW BRUNSWICK (Area Code 201)

Performance Rec. & Tape Dists., 382 George St. Zip: 08901. Tel: 545-3004. Telex: 642876. Owner: S. Kaplan; Mgr.: A. Marko. (Rec. & Tape I & E—cutouts, overstocks, promos.)

• NORTH BERGEN (Area Code 201)

West Side Sound Dist. Inc., 1405 12 St. Zip: 07047. Tel: 866-5188. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)

• PASSAIC (Area Code 201)

New York Rec. & Tape Dists. Inc. (Rec. D & E, Tape E), see Surplus Rec. & Tape Dist.

Surplus Rec. & Tape Dist./New York Rec. & Tape Dists. Inc., 84-184 Dayton Ave., Bldg. 5-A. Zip: 07055. Tel: 778-0877; NYC Tel: (212) 695-6117. Owners: Manny G. Wells, Merrill Rose; Buyers: Jack Rose, Pete Hyman. (Rec. D & E, Tape E)
Home office: Chicago, Ill.
Distributes cutouts.

• PATERSON (Area Code 201)

Promo Rec. Dist'g Co. Inc., 160 E. Fifth St. Zip: 07524. Tel: 279-2010. Contact: Carl Post. (Rec. & Tape D)
Labels: Emus, Ghent; also distributes overstocks, cutouts, TV prod.

• PENNSAUKEN (Area Code 609)

Richman Bros. Recs. Inc., 6935 Airport Hwy. Ln. Zip: 08109. Tel: 665-8085. Philadelphia Tel: (215) 477-1742. Owners: Jerold, Alan & Richard Richman; Gen. Mgr.: Jerold Richman; Buyers: Singles, Woody Dyer; Albums, Tim Comerford, Ted Neumann, Mike Ferguson; Tape, Sam Cass. (Rec., Tape & Vid. Pgm. D & OS)
Branch: Silver Spring, Md.

Labels: Adelphi, Alligator, Bomp, Contemporary, DB, DRG, Delmark, Discovery, EAT, Factory, Flying Fish, Green Linnet, Hindsight, India Navigation, Kicking Mule, Lost Nite, Nessa, Nighthawk, PM, Philo, Ralph, Rebel, Rhino, Rough Trade, Rounder, Select, Shanachie, Sierra, Solid Smoke, Stash, Steeplechase, Sugar Hill, Synchronic Research, Theresa, & others.
Video Program lines: MCA, Warner.

Accessories: BASF, BMI, Bowers, Discwasher, Gopher, Maxell, Memorex, Norelco, Planstahl, Savoy, Sound Guard, TDK.
Shulman Rec. Co. Inc. 7030 Colonial Hwy. Zip: 08109. Tel: 662-8870. (Rec. & Tape RJ)

• PRINCETON (Area Code 609)

Princeton Rec. Exchange, 20 Nassau St. Zip: 08540. Tel: 921-0881. Owner: Barry Weisfeld; Mgr.: Robert Young. (Rec. E—cutouts, rarities)

• RAHWAY (Area Code 201)

A B A Rec. Dist. Inc., 1467 Pinewood St. Zip: 07065. Tel: 574-0900. Owner, Albums & Tape Buyer: Al Bitensky. (Rec. & Tape D, I & E)
Labels: Everest, Jazz Bird, Kent, Nutmeg, Olympic, Phoenix 10/20, United; also distributes cutouts.

• SOMERVILLE (Area Code 201)

Polka Hits, 331 Triangle Rd. Zip: 08876. Tel: 359-5520. Owner & Buyer: B.L. Goydich; Mgr.: C. Goydich. (Rec. & Tape D, OS & RJ)
Labels: Aishire, Ampol, Bayway, Bel-Aire, Chicago Sound, Data, Dyno, Eastwind, Fantastik, Garden State, Goodwill, Ha-Lo, Jay Jay, Jody, Kerbo, L-Kay, Le Mans, MGM, Maxam, Rave, Rex, Ridge, Rum, Rola, Starr, Steljo, Stella, Tip, Usana, Wam.

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 Labels imported: A&M/A&M Audiophile, Attic (both Canada), Celluloid (France), ECM, Innovative Communications, Metronome, Teidec (all Germany), Albion, Alternative Tentacles, Armageddon, Beggar's Banquet, Cherry Red, Cross, Decca, Don't Fall off the Mountain, EMI, F Beat, Factory, Fetish, 4 AD, Heavy Metal, Mute, RCA, Rough Trade, Secret, Situation 2, Some Bizarre Label, Statistik, Virgin, WEA, Zoo (all UK), Buildog, K-tel, MFP (Music for Pleasure), Pickwick (all UK midline)

● **SPRINGFIELD (Area Code 201)**

Prime Dist., 155 US 22 E Zip 07081 Tel 379 9642 Owners Dave Casey, Ralph Schechtman (Rec. OS)
 Profit Sales Dist. Inc., PO Box 176 Zip 07081 Tel 379 9640 Owners Ralph Schechtman, Dave Casey (Rec. D & RJ)
 Labels: Audio Arts, Creed, Glori, HSE, Inspirational Sounds, Jam Sessions, Jewel, Kenwood, Nashboro, Paula, Pegasus, Reborn

● **TEANECK (Area Code 201)**

Hungaria Recs. Inc., PO Box 2073 Zip 07666 Tel 343-5240 Exec Dir Kalmán Magyar; Prod Mgr Samuel Jackendoff, Gen Mgr Steven Kotansky (Rec. D, I & E)
 Labels: Hungaria, Hungaroton, Magyar, Pepita, Qualiton

● **UNION (Area Code 201)**

All Service One Stop Inc., 950 Greeley Ave. Zip D7083 Tel 686 3500 Pres & Buyer, Frank Di Marsico, Treas Edward Frederick Opns. Mgr John MacGregor (Rec., Tape & Vid. Pgm. OS).
 Accessories: Agia, Memorex

● **WESTVILLE (Area Code 609)**

American Rec. Sales Inc., 1120 Crown Point Rd Zip 08093 Tel 848-1900 Pres & Buyer Bill Buster, VP Antony W Colombet, Mgr Bill Carlin (Rec. OS, I & E-45 rpm oldies)

● **WILLIAMSTOWN (Area Code 609)**

PolyGram Dist'n Inc., 208 Dorset Court Zip 08094 Tel 663-4752 Mgr Jack Iaccher (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod distributed)

NEW MEXICO

● **ALBUQUERQUE (Area Code 505)**

Del Norte Rec. Dists., 1930 Gun Club SW Zip 87105 Tel 877-2070 Owner & Buyer Bennie Martinez; Mgr. Margaret Martinez (Rec. & Tape D & OS-Spanish & Indian prod.)
 Labels: Alta Vista, Apache, Apache Spirit, Buena Suerte, DLB, Del Norte, Hacienda, Hermanos, JBO, Navajo Sundowners, Sunrise
 Hurricane Rec. Dists., PO Box 3547, 1927 San Mateo NE, Zip 87110. Tel 265-4039/3049. Owners: Al, Morrie & B. Sanchez, Mgr Al Sanchez, Buyer: Morrie Sanchez (Rec. & Tape D & RJ)
 Linden Dists., 7400 Osuna Rd. NE Zip 87109 Tel 884 8103 Mgr. Singles & Albums Buyer: L. Blaschke (Rec. & Tape OS)
 Toccino Music Ents., 900 Fourth St. SW Zip 87102 Tel 247-8051 (Rec. & Tape D & OS)
 Labels: Casanova, Cristy, Del Norte, Hurricane, Kiva, Mother Lode
 Accessories: Recoton.

NEW YORK

● **ALBANY AREA (Area Code 518)**

Albany One Stop, 1241 Broadway Zip 12204. Tel: 434-8396. (Rec. & Tape OS)
 Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)
 Bee Gee Dist'g Corp., Shaker Park, Latham 12110. Tel: 785-1122. Pres Lawrence Smith; Exec. Gen. Mgr.: Richard A. Margolis, Mdse. Mgr.: Joe Yanulavich. (Rec. & Tape D & RJ), (Rec. & Tape OS as Leonard Smith Inc.)
 Labels: Alshire, Arabesque, Audio Fidelity, Bert & I, CMS, Cadet, Caedmon, Connoisseur Society, Dana, Disney, Dyno, Everest, Fiesta, First Component, Golden, Greene Mountain, Gusto, Jay Jay, K-Tel-Dominion, Light, Music Minus One, Original Sound, Peter Pan, Pickwick, Plantation, Project 3, Ranwood, Ronco, Starday, Starr, Turnabout, Vox, Word group.
 Accessories: BMI, Dynasound, E V Game, Hartzell, Le-Bo, Maxell, Memorex, Peerless, Recoton, Savoy, Scotch, TDK.
 Handelman Co., 3 Cornell Rd., Airport Park, Latham 12110. Tel: 783-5437. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.
 One-Way Recs. Inc., 12 Commercial Rd. Zip 12205. Tel: 489-3288. Owner David Schlang; Mgr.: Joe Paone; Albums Buyers: David Schlang, Joe Paone. (Rec. & Tape D, I & E-coutouts, overstocks)
 Accessories: Discwasher, Maxell, Memorex, TDK.
 Leonard Smith Inc. (Rec. & Tape OS), see Bee Gee Dist'g Corp.
 Trans World Music Corp., PO Box 11580, Zip 12211; 874 Albany-Shaker Rd., Latham 12110. Tel: 783-5152. Owner & Pres. Robert J. Higgins, Gen Mgr.: Frank Griffin; Buyers: Singles & Accessories, David Roy; Albums & Tape, Dennis Centofranchi, David Roy, Pete Kosakowski. (Rec. D & RJ), (Rec. OS as Upstate Music)
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 Upstate Music (Rec. OS)-Mgr., Singles & Albums Buyer: Dennis Centofranchi-see Trans World Music.

● **AMSTERDAM (Area Code 518)**

Almor Playtime Co. Inc., 140 Guy Park Ave. Zip 12010. Tel 843-3801. Pres.

Albert A. Hyman: Singles, Albums & Tape Buyer Linda Austin. (Rec. & Tape D, OS & RJ)
 Labels: Disneyland, Pickwick Int'l
 Accessories: Discwasher, Le-Bo, Maxell, Memorex, Recoton, Sound Guard, TDK

● **BEDFORD HILLS (Area Code 914)**

Polyphon Rec. Co., PO Box 124, Zip 10507 Tel: 666 5287. Owner Olga Jirakova, Mgr.: Karel B Weiss. (Rec. D & I)
 Labels: Polyphon, Qualiton, Ultraphon.
 Labels imported: Supraphon (Czechoslovakia).

● **BUFFALO AREA (Area Code 716)**

Action Music of Western New York, 355 Harlem Rd. Zip: 14224. Tel 826-9560. Mgr.: Paul Bapsi, Buyers: Singles & Disco LP's, Larry Ver Hagen; Albums & Tape, Jim Primerano. (Rec. & Tape D, also see Transcontinent Rec. Sales)
 Alices One Stop, 110 McKesson Pkwy., Cheektowaga 14225 Tel 685-2405 (Rec. & Tape OS), (Rec. RJ, I & E as Buffalo Ents Inc.)
 Artec Inc., 869 Delaware Ave. Zip: 14209. Tel 886-2177. Contact: Brian Clendenen. (Rec., Tape & Vid. Pgm. OS, RJ, I & E)
 Home office: Shelburne, VT
 Buffalo Ents. Inc. (Rec. RJ, I & E)-Tel: 685-2400-see Alice's One Stop
 Buffalo One Stop, 1790 Main St. Zip: 14208 Tel. 882-0427. Mgr. & Buyer: Larry Ver Hagen. (Rec. & Tape OS), (Rec. & Tape RJ as Transcontinent Rec. Sales)
 Pks Corp., 182 Ashland Zip 14222. (Rec. & Tape D)
 Home office: Cleveland, Ohio (See for prod distributed)
 Progress Rec. Dist'g Inc., 261 Blackstone Blvd., Tonawanda 14150. Sales Mgr. Jim McGowan. (Rec. & Tape D)
 Home office: Highland Heights (Cleveland Metropolitan Area), Ohio. (See for prod distributed)
 Ruda's Dist'g Co., 915 Broadway, Zip. 14212 Tel 852-3121. Owner & Buyer Don Ruda. (Rec. & Tape OS-polita prod.)
 Transcontinent Rec. Sales Inc., 355 Harlem Rd Zip. 14224 Tel 826-9560
 Owner Leonard Silver; VP & Nat'l Buyer, David Colson; Singles Buyer Larry Ver Hagen; Albums & Tape Buyer: Jim Primerano. (Rec. & Tape RJ), (Rec. & Tape OS as Buffalo One Stop), (Rec. & Tape D as Action Music)
 Branches: Baltimore, Md., Transcontinent of Maryland (Rec. & Tape OS); Linden, N.J., Transcontinent of New Jersey (Rec. & Tape OS & RJ); Albany, N.Y., Albany One Stop (Rec. & Tape OS); Rochester, N.Y., Rochester One Stop (Rec. & Tape OS & RJ); Syracuse, N.Y., Syracuse One Stop (Rec. & Tape OS & RJ); Cincinnati, Ohio, Ambat Recs (Rec. & Tape OS & RJ); Cleveland, Ohio, Northern Rec Sales (Rec. & Tape OS & RJ)

● **CARLE PLACE (Area Code 516)**

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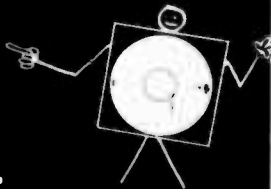
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● FARMINGDALE (Area Code 516)

Import-O-Disc, 855 E Conklin St. Zip: 11735. Tel: 694-4545. Owner: Bob Miller. Mgr.: Kenneth Shankman; Sales: Steve Flaster, Irv Chaffardet, Karen Koch, Elliott Coral; Exports: Glen Craig. (Rec. OS, I & E—disco/dance 12" & LP's)
Imports from Belgium, Canada, France, Germany, Italy, Mexico, Netherlands, UK.

Record Guild of America, 144 Milbar Blvd. Zip: 11735. Tel: 293-5858. Owner: David Shichman. (Rec. & Tape D)
Labels: Deutsche Klassische, Deutschmark, Scrapbook, Simon Says.
Variety Audio (div. of Phoenix Inds. Corp.), 144 Milbar Blvd. Zip: 11735. Tel: 293-5858. Owner: David Shichman; Buyer: Bill Kobrin. (Rec. & Tape RJ)

● FREEPORT (Area Code 516)

Candy Stripe Entertainment, 371 S. Main St. Zip: 11520. Tel: 379-5151/5760; NYC Tel: (212) 895-3930; WATS Outside NY State: (800) 645-3747. Telex: 126851. Owner & Pres.: Bernard Keil; Int'l Sales Mgr.: Errol Murad; Sales Mgr.: Michael Schlackman; Opns. Mgr.: Stephen Keil; Buyers: Singles, Albums & Tape, Tony Cassera; Cutouts, Frank Wade; Accessories, Irving Glasser. (Rec., Tape & Vid. Pgm. D, DS, I & E)
Labels: A&M, Angel, Apple, Arista, Asylum, Atlantic, Blue Note, Casablanca, Columbia, De-Lite, Deram, ECM, Elektra, Epic, Fantasy, Impulse, London, MCA, Mango, Mercury, Milestone, Motown, Polydor, Prestige, RCA, Ranwood, Reprise, Rolling Stones, Rounder, Seraphim, Swan Song, Tamla, Threshold, United Artists, Vanguard, Warner Bros., & others.
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Accessories: Audio Magnetics, BASF, Discwasher, Fuji, Le-Bo, Magnatone, Maxell, Memorex, Recolon/Black Magic, Savoy, Sony, Sound Guard, Stak-It, TDK.

El-Roy Ent's. Inc., 39 St. Mary's Pl. Zip: 11520. Tel: 223-3910. Pres.: Roy Imber; Buyers: Singles, V. Causeman; Albums, M. Lerner, Tape, S. Lerner. (Rec. & Tape RJ)

● GARDEN CITY (Area Code 516)

Rego Irish Recs. & Tapes Inc., 64 New Hyde Park Rd. Zip: 11530. Tel: 328-7800. NYC Tel: (212) 343-6024. Pres.: Paddy Noonan. (Rec. & Tape D, OS & I)
Distributes Tifton Irish Party Series, Irish & Scottish religious prod.

● GREAT NECK (Area Code 516)

Playette Corp., 301 East Shore Rd. Zip: 11023. Tel: 487-3064. Owner: Sidney A. Evans. (Rec. & Tape I)
Labels Imported: Aides (France), Cetra (Italy), Chant du Monde (France), DG (Germany), Festival (France), GMS Disc, Hachette, Hispavox (Spain), Lumen (France), Omnixox (France), Pleiade (France), Visaphon (Germany).

● HAUPPAUGE (Area Code 516)

Big Red Ent's., 40 Oser Ave. Zip: 11788. Tel: 231-7300. Pres.: Lou Sebok; Sales Mgr.: Roger Weimand. (Rec. & Tape D)
Labels: Stereo Gold, also distributes promotional materials.

● ISLAND PARK (Area Code 516)

Dutch East India Trading, 45 Alabama Ave. Zip: 11558. Tel: 432-3500. Telex: 4758099. (Rec. I & E)
Scott Dist'g Corp., PO Box 280, 4217 Austin Blvd. Zip: 11558. Tel: 432-1234. Telex: 221508. Owner: Sidney Kruglick. (Rec. & Tape D, I & E)
Branch: Norfolk, Va.
Distributes promotional recs. & tapes.

● ITHACA (Area Code 607)

Swallowtail Recs., PO Box 843. Zip: 14850. Tel: 844-4535. Owner, Mgr. & Buyer: Phillip Shapiro. (Rec. D)
Labels: Folk Legacy, Front Hall, Philo, Swallowtail, other folk music prod.

● JERICHO (Area Code 516)

Countrywide Tape & Rec. Dist's Inc., 200 Robbins Ln. Zip: 11753. Tel: 433-9550. NYC Tel: (212) 380-3900. Telex: 126316. (Rec. & Tape D, I & E).
Distributes cutouts, overstocks, promotions.
Intercontinental Rec. & Cassette Inc., 200 Robbins Ln. Zip: 11753. Tel: 938-9610. Pres.: Stanley Sirote; VP's: Katherine Koury, Terrance Shand, Nigel Howick. (Rec. & Tape I—worldwide)

Unique Recs. (Rec. E), see Zim Recs.
Zim Recs., PO Box 158, 18 Ivy Dr. Zip: 11753. Tel: 681-7102. Owner: Arthur Zimmerman. (Rec. I & E), (also Rec. E as Unique Recs.)

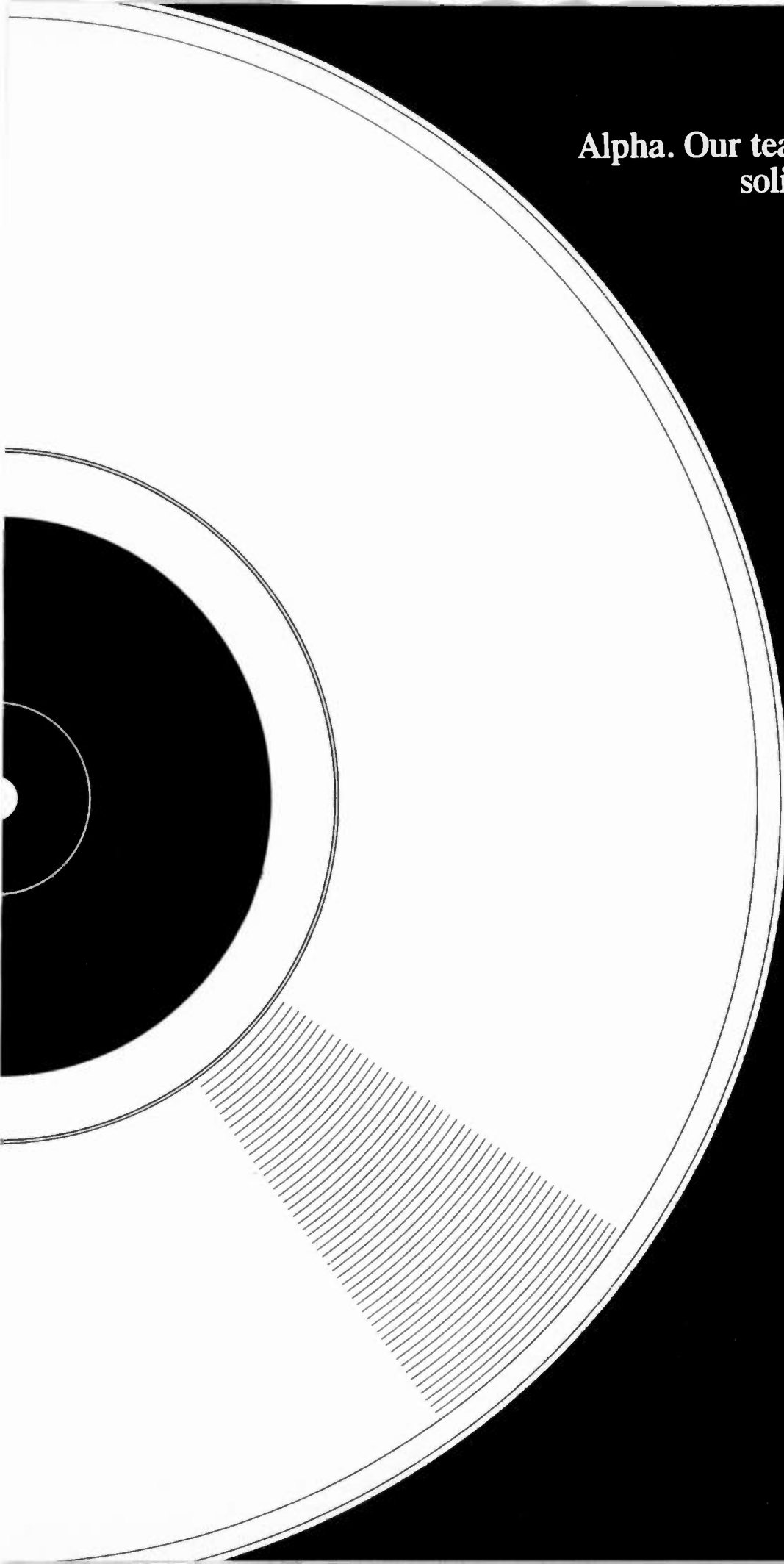
Labels: Jazz Showcase.
Labels Imported: Blue Rhythm (Germany), Caprice (Sweden), Classic Jazz Masters (Sweden), Collectors Classics (Denmark), Dawn Club (Germany), Divergent (Netherlands), Dragon (Sweden), Falcon (UK), Fountain (UK), Foxy (France), Gannet (Netherlands), Gaps (Italy, Netherlands), Gardenia (Italy, Netherlands), Grannyphone (Netherlands), Hep (UK), Hot Dogs (Netherlands), Hurricane (Italy, Netherlands), Jazz Connoisseur (Italy), Jazz Document (Sweden), Jazz Piano (Denmark), Jazz Society (Sweden), Jazz Supreme (Italy), Jazz Unlimited (Denmark), Manhattan (Italy), Metram (Germany), On the Loose (Italy, Netherlands), Panachor (Netherlands), Ramblers Fan Club (Netherlands), Raretone (Italy), Replica (Italy), Retrieval (UK), Rilophon (Germany), Two Flats (Italy, Netherlands), Unique Jazz (Italy), & others.

● LIBERTY (Area Code 914)

Harbor Rec. Export Corp., 10 Chestnut St. Zip: 12754. Tel: 292-3334. Pres.: Jerome Morig. (Rec. & Tape E)

● NEW HYDE PARK (Area Code 516)

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A-1 Rec Sales, 659 10 Ave. Zip 10036. Tel 246-1234/3330. (Rec. & Tape OS)

African Rec. Centre Dist's Ltd. (ARC Dist's.), 1194 Nostrand Ave., Brooklyn 11225. Tel. 493-4500. Pres: R Francis; VP: Roland Francis; Mgr. Robert Thomas; Buyers, Singles, Tevor Davis, Albums, Ralph Johnson (Rec. D & OS), (Rec. I & E as Egbe Omo Nago African Mkt. & Imports)

Branch: Washington, D.C.
Labels: African Music Explosion, Jumbo Caribbean Disco, Kola, Makossa, Makossa Int'l, Makossa Tropical Disco.

All Brands Rec. & Tape Export Corp (Rec. & Tape E), see AAA Rec. Hunter Dist'g Co.

Alpha Dist'g Corp., 20 West End Ave. Zip: 10023 Tel: 397-1920. Pres John Cassetta; Mgr. & Buyer: Murray Viscoso; Sales Mgr. Nick Campanella (Rec. & Tape D)

Branch: Weymouth (Boston Metropolitan Area), Mass.
Labels: Abkco, Antilles, Arista group, Boardwalk, CBS Discos Int'l, Collectables group, Destiny group, Disneyland, Euro-Disc, Faulty, First American, Jazzman, Kid Stuff, Living Language, M&M, M&R, Mango, Motown group, Nautilus Super Disc, Dde, Original Sound, Paid, Passport group, Penthouse, Plantation, Pro-Arte group, Sam, Sesame Street, Sessions, Slash, Stiff, Toch, Vanguard, Venture, & others.

American Album & Tape Corp., 314 W. 53. Zip: 10019. Tel: 247-3188, 246-4980. Telex: 226000 ETLX-UR. Pres. David King; VP: Hope King; Int'l VP: Warren Ashley; Gen. Mgr.: George Curtis. (Rec. & Tape D, I & E - cutouts, closeouts, overstocks)

Antilla Rec. Dist. Inc., 667 10 Ave. Zip 10036. Tel: 582-4546. Mgr: Jose Hernandez. (Rec. & Tape D, OS & RJ)

Labels: Antilla, Arcano, Aro, CBS Int'l, Compas, Fama, Funny, Gema, Maype, Modiner, Drda, Pronto, Rumba, Suave.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City 11103 Tel 721-5599. Pres: Andrej M. Poncic; Sales Mgr.: Donald M. Zemann (Rec. & Tape I)

Labels: Apon, Amadeo, Discapon, Harmonia Mundi, Supraphon.

Archer Int'l, 205 Lexington Ave. Zip: 10016. Tel: 532-2323. VP Sales: Irwin Eisen. (Rec. & Tape I & E) (Vid. Pgm. E. as Cinefol Int'l)

Arovoc Rec. Corp. (Rec. & Tape RJ), see Olympia Rec. Ind. Inc.

Audio Dist. Inc., 1182 Broadway. Zip: 10001. Tel: 725-4570. Pres: Al Antebi; VP: Buddy Antebi. (Rec. & Tape D)

Distributes cutouts

Audiorama Recs. Corp., 658 10 Ave. Zip: 10036. Tel: 246-9858. Owner: Rafael Diaz Gutierrez; Mgr: Hilda Diaz Gutierrez. (Rec. D)

Labels: Accion, Atlas, Audiorama, CBS Int'l, Color, DC, Disco Sur, Duro, Fabuloso, Lad, Legal, Madely, Mercuno, Palante, Preludio, Sono Max, Taurus, Top-Hit, Velvet, Virtuoso.

Ben-El Dist's., 300 E. Fordham Rd., Bronx 10458. Tel: 298-2973. Buyers: Burt Goldstein, Jay Rosenberg. (Rec., Tape & Vid. Pgm. OS)

Berklay Air Servs. Mktg., PO Box 665, Cargo Bldg. 80, JFK Airport, Jamaica 11430. Tel: 656-6066. Telex. 425628. TWX (710) 582-4910. Owner: Bernard Klainberg. (Air transportation servs.)

Branch: Los Angeles, Calif.

Bonaparte Recs. (USA) Inc., 5 Crosby St. Zip: 10013. Tel: 431-1880. Owner: Guy Melhuish. Buyer: Ashley Warren. (Rec. D & I)

Imports from UK.

Brasilia Recs. & Tapes Corp., 29 W. 38 St. Zip: 10018. Tel: 354-5613. Telex: 666794. Pres. Herbert Csasznik; Nat'l Sales Mgr.: Chris Scott. (Rec. & Tape D, I & E)

Labels: Brasilia, Brass, Emergency, Roy B.
Labels imported: AMC, Beverly, Building, Copacabana, EMI/Odeon, Fontana, Marcus Pereira, Philips, Phonogram, Polydor, Polygram, RCA, RGE/Fermata, Sabia, Som, Vision, WEA (all Brazil). Movie-Play, Polygram (both Portugal).

Brilly Corp., 310 W 90 St., Suite 3-A. Zip 10024. Tel: 362-4218. East Coast Rep. Bill Kline. (Rec. I)

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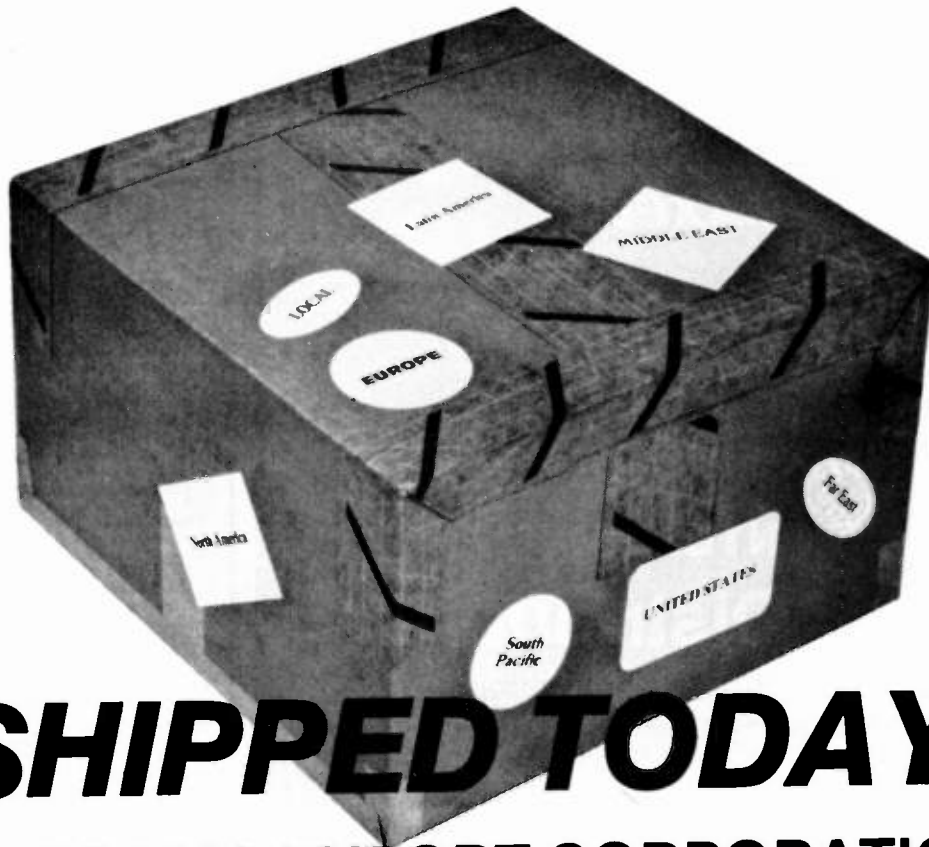
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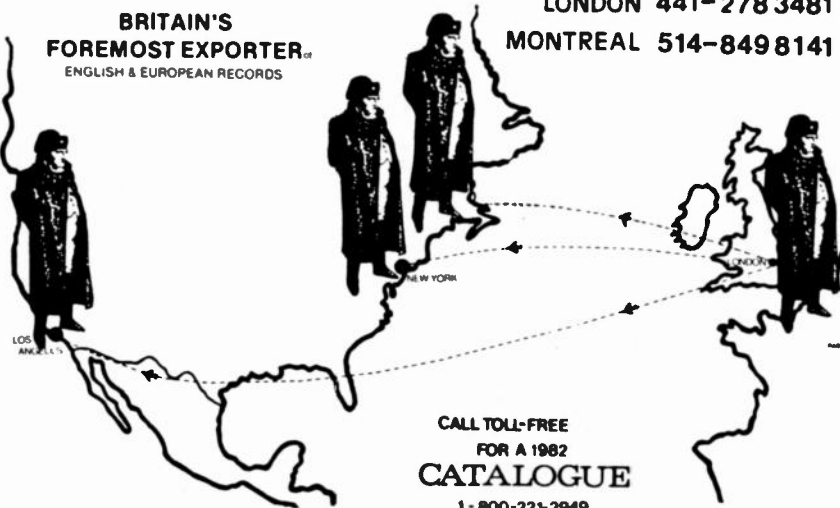
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Capitol Recs., 1370 Ave. of the Americas, Zip. 10019. Tel: 757-7470. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
Cardinal Rec. Dist. & Export Corp., 30-55 Vernon Blvd., Long Island City 11102. Tel: 545-6200. Pres. Arthur Lerner; VP: Charles Lerner; VP & DS Mgr.: Edwin Seligman; E Mgr.: Bernardo Golden; Buyers: Singles & 12", Marc Eiselman; Albums & Tape, Alan Marker. (Rec., Tape & Vid. Pgm. OS & E)

Caroline Imports, 43 Perry St. Zip 10014. Tel: 807-8177. Pres: Charles Dimont.
Caytronics Corp., 401 Fifth Ave. Zip: 10016. Tel: 889-0044. (Rec. & Tape D, I & E)

Branches: Los Angeles, Calif., Cayre Inds. of California Inc.; Miami, Fla., Cayre Dist. of Florida Inc.; Houston, Tex., Cayre Dist. of Texas Inc. (All Rec. & Tape D)
Labels: Arcano, Bethlehem, Caliente, Carino, Caytronics, Free Spirit, Gold Mind, Mericana, Mericana-Melody, Normex, Pronto, RCA, Salsoul, Salsoul-Salsa.

Chin Randy's Recs. Inc., 1342 St. John's Pl., Brooklyn 11213. Tel: 778-9470. Owner: Victor Chin; Mgr.: Monica Chin. (Rec. OS)

Cinetel Int'l Corp. (Vid. Pgm. E), see Archer Int'l
Closeout Recs. Inc., 220 W. 19 St. Zip: 10011. Tel: 691-8884. Telex: 237891. Pres: Joseph Abady; Sec'y: Barry Chay. (Rec. & Tape D—closeouts)
d b a Recs., 875 Ave. of the Americas, Suite 1001. Zip: 10001. Tel: 279-9326. Telex: 237155. Mgr.: Alex Alexander; Singles & Albums Buyer: John Holanka. (Rec. D)

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Daybreak Express Recs., PD Box 250, Van Brunt Sta., 169 Seventh Ave., Brooklyn 11215. Tel: 499-0487. Owner: Singles & Albums Buyer: Jim Eigo. Mgr.: Steve Bosky. (Rec. D, I & E)

Disques Du Monde, PO Box 836, Madison Square Sta. Zip: 10159. Tel: 243-4793. Owner: Crescenzo Capece Jr.; Singles Buyer: Carl Johnson. (Rec. D—mail order)

Labels: Bomp, 415, Jupiter, Keystone Panic, Select, Shake, other independent labels.

Distribuidora Nacional de Discos de New York, 214 W. 96 St. Zip: 10025. Tel: 866-2469. Pres.: L. Raul Bernard; VP & Sec'y-Treas.: Blanca Bernard. (Rec. & Tape D), (Rec. & Tape I & E as Otao Recs. Co. Int'l Ltd.)
Labels: Algo, Banny, Colony, Coqui, Dinsa, Fenix, Kelsa, ORC, Tamo

Dolian Prods. Corp., 307 Fifth Ave. Zip 10016. Tel: 684-6274. (Rec. & Tape E)

Egbe Omo Nago African Mkt. & Imports (Rec. I & E)—Mgr: John Williams—see African Rec. Centre.

Eltron Export Co., 57 Leonard St. Zip: 10013. Tel: 966-4710. Telex 421234. Pres: Werner T. Glaeser. (Rec. & Tape E)

David Eskin Inc., 400 Riverside Dr. Zip: 10025. Tel: 749-4257. Telex: 237460 ESKINUR. Mgr.: R. Eskin. (Rec., Tape & Vid. Pgm. OS; Rec. & Tape E)

Euroclass Rec. Dist. Ltd., 155 Ave. of the Americas, 11th fl. Zip: 10013. Tel: 741-1430. Owner: Marcos Klorman. (Rec. & Tape D & I)
Labels: American Gramophone, Cambridge, Chalfont, Citadel, Delos, Desmar, In Sync Labs, International Piano Archives, Musicmasters, Pelican, Sefel, Starlog, Telarc, That's Entertainment, Titanic, Varese Sarabande, Westwood.

Labels imported: Ensayo (Spain), Rubini (UK), Unicorn (UK)
Faulty Dist'n, 1697 Broadway, Suite 1212 Zip: 10019. Tel: 489-6336. Sales Reprs. Garry Velletri, Carmel Moran. (Rec. D)

Branch: Hollywood (Los Angeles Metropolitan Area), Calif
Labels: Bemisbrain, CTA, Contagion, DB, Fatima, Friends, Frontier, Neutral, Reagan, Smoke 7, Subterranean, Trap, 22, Twintone

507 Export Corp. (Rec. & Tape E), see AAA Rec. Hunter Dist'g Co
G L P Int'l—Tel: 736-7455—also see Englewood Cliffs, N.J., listing

Galiko Music & Film Prod'ns, 241 W. 18 St. Zip: 10011. Tel: 989-7200. Telex: 666754. Owner: Ervin Litke; VP & Dir.: Susan Fichtelberg. Export Mgr.: Jim Riley. (Rec. & Tape E)

German News Co. Inc., 218 E. 86 St. Zip 10028. Tel: 288-5500. (Rec. & Tape D & I)

Labels: Gemini Hall, Leonarda, MDP, OASI, Past Masters.
Labels imported: Acanta (Germany), Baerenreiter (Germany), Brain (Germany), CBS (Germany), Cantale (Germany), Caprice (Sweden), D Sound (Germany), DaCamera (Germany), Discophila (Germany), EMI (UK), EMI-Electrola (Germany), Erato (Germany), Finlandia (Finland), Fontana (Germany), Harmonia Mundi (Germany), MPS (Germany), Metronome (Germany), Pape (Germany), Philips (Germany), Polydor (Germany), Preiser (Germany), RCA (Germany), Schwann (Germany), Telefunken (Germany), Vista (UK), Wergo (Germany), Club 99.

Gospel Rec. One Stop, 42-39 Crescent St., Long Island City 11101. Owner: Dorothy Mitchell; Mgr.: Singles, Albums & Tape Buyer: Louise Harmon. (Rec. & Tape OS)

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N D P Assoc., 2 Pierpont Pl., Brooklyn Heights 11201. Tel: 875-2104. Owner: Bill Klein. (Rec. I; Rec. Tape & Vid. Pgm. E - cutouts, overstocks)
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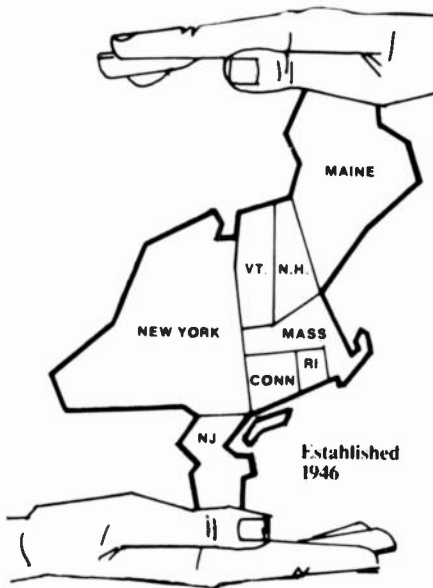
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Surplus Rec. & Tape, Dist.—Tel: 695-6117—see Passaic, N.J., listing.

Tape King Inc., 220 W. 19 St. Zip: 10011. Tel: 675-0800 Telex: 237891. Owner: Joseph Abady; Mgr.: David Abady; Buyers: Singles, David Abady, Michael Luizi, Albums, Joseph & David Abady, David Lubin, Jay Janowski, Tape, David Abady, Hattie Wilson. (Rec. OS & E, Tape OS)

Titan United Corp., 25 W. 43 St. Zip: 10036. Tel: 354-5005. Pres.: Martin L. Roemer. (Rec. & Tape D—military sales only)

Top Ten Hits Recs. Dist's., 641 10 Ave. Zip: 10036. Tel: 489-9428 Owner & Tape Buyer: Anibal Torres; Mgr. & Albums Buyer: Ana T. Torres. (Rec. D, Tape OS)

Labels: Cesta, Citation, Dino, Fonseca, Hacienda, Kim, La Cole, Lassisi, Marvela, New Generation, Rana, Suave, TR, TTH, US.

U S A Music (Rec. I & E—French prod.), see Record Warehouse.

V P Recs., 170-21 Jamaica Ave., Jamaica 11432 Tel: 291-7058. (OS)

Venus Recs., 61 W. Eighth St. Zip: 10011 Tel: 598-4459. Mgr.: Bill Shore (Rec. & Tape OS)

Accessories: Plastic sleeves.

Vital Body Mktg. Co., PO Box 703, Fresh Meadows 11365. Tel: 969-7911. Owner: Jeffrey Charno; Mgr.: Peter Robinson. (Rec. & Tape D, OS & E—new age music only)

Labels: Aquarian Media, Celestial Harmonies, Capitol, Chandi, ECM, Environments, GRD, Global Pacific, Golden Voyage, Halpern Sounds, Iasos, Joel Andrews, Nonesuch, Philo, RCA, Schawkie Roth, Self Realization Fellowship, Unity, Vanguard, Vedic Research, Windham Hill.

Warmid Inc., 203 W. 25 St. Zip: 10001. Tel: 243-0600. Telex: 236941. Pres.: William Medcot; Mgr.: Christian Geldreich (Rec. & Tape I & E)

Warner/Elektra/Atlantic Corp., 1700 Broadway, Zip: 10019 Tel: 757-3939 Branch Mgr.: Mike Holzman; Sales Mgr. Paul DeGennaro. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

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Imports: Deborah Glass. (Rec., Tape & Vid. Pgm. D, OS, RJ, I & E)
 Labels: A&M, Alternative, CBS, Cachalot, Capitol, DRG, Emergency, Fantasy, Faulty, 415, Importe 12, MCA, PVC, PolyGram, Prelude, RCA, Rhino, Rough Trade, Roulette, Sam, Stiff, Subterranean, Vanguard, Varese, WEA, West End.
Labels Imported: Baby (Italy), Balls to Play (Italy), Beggars Banquet (UK), Best (Italy), Black Sun (Canada), CBS (Canada, Netherlands, UK), Celluloid (France), Celsius (Canada), The Company (Netherlands), EMI (UK), Groove (UK), Island (UK), Jive (UK), Matra (Canada), Mute (UK), Phonogram (UK), R&B (UK), RCA (UK), Ramshorn (Netherlands), Red Bus (UK), Riva (UK), Rough Trade (UK), Unidisc (Canada), Uniwave (Canada), Virgin (UK), WEA (Canada, Netherlands, UK).
Video program lines: Chrysalis, Columbia, Film Classics, Gourmet, KVC, MCA, MGM/UA, MGM Disc, Media, Nostalgia Merchant, Paramount, 20th Century Fox, VCI, Vestron, Walt Disney, Warner Bros., Wizard.
Accessories: Amaray, Fuji, Le-Bo, Maxell, Memorex, Recoton, TDK.
 Worldtone Music Inc., 230 Seventh Ave. Zip: 10011. Tel: 691-1934. Mgr.: K. Spear; Ass't Mgr.: N. Spear.
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 Cut Corners Rec. Dist. of New York, 430 Falmouth Rd. Zip: 11704. Tel: 587-7722. Pres. & Buyer Karl Groeger. (Rec. & Tape D, OS, I & E)
 Label: Rhino; also distributes cutouts & overstocks.
- **NYACK (Area Code 914)**
 Harry Warriner, 101 Gedney St. Zip: 10960. Tel: 358-5086. Owner: Harry Warriner. (Rec. & Tape D)
 Distributes cutouts, premiums.
- **PLAINVIEW (Area Code 516)**
 Paramount Recs. Inc., 81 Sheer Plaza. Zip: 11803. Tel: 249-1990. Pres.: Herb Shenkman; Mgr., Singles & Albums Buyer: Andrew Shenkman. (Rec. OS, RJ & E)
 Skydisc Inc., 101-32 Dupont St. Zip: 11803. Tel: 349-0900. Telex: 645578. Mng. Dir.: Neil Smlowitz; Sales Dir.: Kerri Kelly; Prod. Dir.: Tim Kelly. (Rec. & Tape I & E)
- **POUGHKEEPSIE (Area Code 914)**
 Toy House of Hudson Valley (div. of Kustas Bros. Inc.), Manchester Rd. Zip: 12603. Tel: 471-2740. Pres. & Mgr.: Louis J. Kustas. (Rec. & Tape OS & RJ)
 Accessories: Hagerstown, Le-Bo, Recoton, Savoy.
- **REDWOOD (Area Code 315)**
 North Country Disks., Cadence Bldg., 345 Rt. One. Zip: 13679. Tel: 287-2852. Albums Buyer: Larry Raye. (Rec. D, RJ, I & E)

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Kach Klck Inc (Rec. D & OS) - D Mgr Bruce Schaubroeck; OS Mgr Kim Simons; Buyers D Singles, Greg Prevost; OS Singles, Mike Snowcone, Albums, Kim Simons—see House of Guitars Inc.
Mirror Inc. (Rec. & Tape I & E)—Owner & Mgr. Bruce Schaubroeck—see House of Guitars Inc.
Rochester One Stop, 2527 W Henrietta Rd Zip: 14623. Tel: 424 2002 (Rec. & Tape OS & RI)
Home office: Buffalo, N.Y., Transcontinent Rec Sales (Rec. & Tape RI)

• RONKONKOMA (Area Code 516)

R & S Rec Dists., 130 Haven Ave Zip 11779 Tel 588-1744 Owner & Buyer Scott Sheryll. (Rec. & Tape D—cutouts, promotional prod.)
Accessories: Le-Bo

• SYOSSET (Area Code 516)

Larry Sockell Inc., 100 Colony Ln. Zip: 11791 Tel 921-2821. Owner, Mgr & Buyer: Larry Sockell. (Rec. I & E; Tape & Vid. Pgm. E—sales rep.)
Labels: Bruno Walter Soc., CP Squared, Composer's Rec's Inc., CRI Con versa-Phone, Everest, Folkways, GNP Crescendo, Givelo imports, Hind sight, Klavier, Louisville Symp., Lyricord, Michele Audio, Monitor, Ra diola, Request, Roper, Scrapbook, Simon Says, Spectrum, University of Michigan.
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Mage Serv. Mdsq. Inc., 112 Ronnell Dr. Zip: 13219. Tel: 488-2512. Pres: A Orlando; Mgr., Singles, Albums & Tape Buyer: Gerry Orlando. (Rec. & Tape OS & RI)
Morris Dist'g Co. Inc., 1153 W. Fayette St. Zip: 13204 Tel: 475-6531. (Rec. & Tape D & OS)
Labels: Pickwick, RCA, Vox.
Accessories: Le-Bo, Memorex, Recoton, Scotch, Walts
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Labels: CMS, Caedmon, Camden, Disneyland, Disneylandia (Spanish prod.), Folkways, Peter Pan, Pickwick, Sesame Street, Superscope (English, French, Italian, Portuguese & Spanish prod.), Ultra Sound, Wonderland.
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All Rec. Dists. Inc., 44 Bond St. Zip: 11590. Tel: 997-7160. Owners: Charles Nero, Michael Cono, Mgr.: Stan Schneider, Buyers: Singles, Cliff Fenster, Albums, Michael Mangiacapre; Tape, Jerry Mercorella (Rec. & Tape OS & E)
Accessories: Le-Bo, Maxell, TDK.
Polka Towne Music, 211 Post Ave. Zip: 11590. Tel: 334-6228. Owner & Buyer: Teresa Zapolska (Rec. & Tape D & OS)

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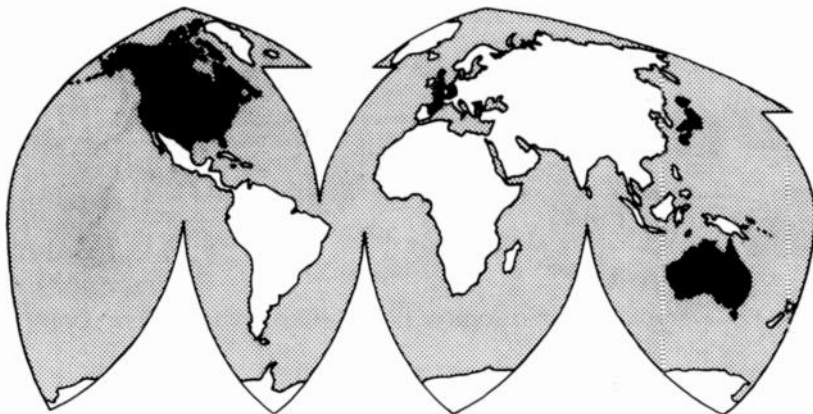
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Labels: Alarm, Alston, Boardwalk, Canaan, Cat, Chimneyville, Creed, Dash, Drive, Glade, Gordy, Gusto, HSE, Heart Warming, Juana, Light, Malaco, Milestone, Motown, Nashboro, Prodigal, Rare Earth, Su-Ann, TK, TMS, Tania, Weird World, Word.

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Home office: Lanham, Md.
Labels: Applause, Arista, Audio Awards, Beach Beat, Benson, Birdie, Bridge, Chess, Concord Jazz, Oestiny, Dolphin, Erect, Fantasy, Hannibal, Jewel/Paula, Kimbo, Laff, Laurie, Lost Night, Peace Int'l, Pearl, Peter Pan/Artist, Pray, Ripete, Robox, Ruby, Savoy, Sesame Street, Sound of Brooklyn, Sound of Gospel, Staff

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Warner/Elektra/Atlantic Corp., 5105 Monroe Dr. Zip: 28212. Tel: 568-0482
Sales Mgr.: Roger Helms. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

• DURHAM (Area Code 919)

Ladyslipper Inc., PO Box 3124, Zip: 27705. Tel: 596-0717. Mgrs. & Albums Buyers: Laurie Fuchs, Sue Brown. (Rec. D)

Labels: Aeolus, Affinity, Ars Pro Femina, Bloodleaf, Cassandra, Cow, Deep River, Dream Machine, Even Keel, Fabulous, Galaxia, Halcyon, Jewel, Ladyslipper, Lima Bean, Mary, Old Lady Blue Jeans, Olivia, Organi, Philo, Pleiades, Redwood, Sea Friends, Sea Wave, Sisters Unlimited, Spinel, Stroppy, Sweater, Sweet Alliance, Urana, Windbag, Women's Wax Works.

• ELIZABETH CITY (Area Code 919)

General Broadcasting Serv., PO Box 1628, Zip: 27909. Tel: 232-2703. (Rec. D)

Labels: American Artists, American Voices, Brevins, Chory Int'l, Flame, GBS, Golden Boots II, Homerun, Jukebox, Moody, Nashville American, Pussycat, Reo, Voice.

• FAYETTEVILLE (Area Code 919)

A A Co. Inc., PO Box 5866, 6232 Bragg Blvd. Zip: 28303. Tel: 867-6111. (Rec. & Tape OS & RJ)

• MOUNT AIRY (Area Code 919)

Stark Recs., 628 South St. Zip: 27030. Tel: 786-2865. Pres.: Paul E. Johnson. (Rec. & Tape OS & RJ)

OHIO

• AKRON AREA (Area Code 216)

Audio Technica US Inc., 1221 Commerce Dr., Stow 44224. Tel: 686-2600.
Pres.: Jon R. Kelly, Sr. VP: Fred W. Nichols. (Rec. D, I & E)

Label: Telarc.
Labels imported: RCA/RVC (Japan), Toshiba-EMI.

Twelgenn Ents. Inc., 2775 Yellow Creek Rd. Zip: 44313. Tel: 836-5591.
Pres.: J. Hugh Macey; Mgr.: Cem Macey; Buyers: Mrs. C. Zavadny. (Rec. D & E—dance labels only)

Photographs: Clinton.
Accessories: Clinton, Grenn, plastic sleeves for 45 rpm's.

• ATHENS (Area Code 614)

Audio Buff Co. Inc., PO Box 2628, 205-A Cclumbus Rd. Zip: 45701. Tel: 593 3014, 592-2689. Owners: Marty & Lee Rubin; Buyers: Marty Rubin, Mary Boyer. (Rec., Tape & Vid. Pgm. OS; Rec & Tape I & E)

Accessories: Jackets, sleeves.

• CANTON AREA (Area Code 216)

Praise Rec'gs, PO Box 8080, Zip: 44711. Pres.: J. Maas. (Rec. D)

Labels: Canaan, Diadem, Heart Warming, Impact, Joyous Melodies, Pick-wick, Praise, Sacred, Singcord, Sword, Teen, Tot, Word.

Stark Rec. & Tape Serv. Inc., PO Box 2169, 8000 Freedom Ave. NW, North Canton 44720-0169. Tel: 494-2282. Owner: Paul David; VP & Buyer: Joe Bressi. (Rec. & Tape RJ)

• CINCINNATI AREA (Area Code 513)

Ambat Recs., 2350 Gilbert Ave. Zip: 45206. Tel: 751-5071. (Rec. & Tape OS & RJ)

Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)
Halper's One Stop, PO Box 37156, Zip: 45222. Mgr.: Saul Halper.

Handleman Co., 4550 Cornell Rd., Blue Ash 45241. Tel: 489-4550. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

OREGON

M C A Dist'g Corp., 10921 Reed Hartman Hwy., Suite 218. Zip: 45242. Tel: 984-2401. Branch Mgr.: Mike Smith. (Rec. & Vide. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
Progress Rec. Dist'g Inc., 230 Northland Blvd., Suite 117 Zip 45246. Tel: 771-4190. Sales Mgr.: Dale Puttett. (Rec. & Tape D)
Home office: Highland Heights (Cleveland Metropolitan Area), Ohio. (See for prod. distributed)
Jimmie Skinner Music, 5825 Vine St. Zip: 45216. Tel: 242-8000. Mgr.: Albums & Tape Buyer: Lou Ukelson. (Rec. & Tape D)
Labels: County, Feathers, Gateway, Old Homestead, Papa Lou, Rebel, Sugar Hill, Vetco.
Warner/Elektra/Atlantic Corp., 34 Trangular Park Dr., No. 3403. Zip: 45246. Tel: 772-5800. Sales Mgr.: Terry Cox. (Rec. & Vide. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● CLEVELAND METROPOLITAN AREA (Area Code 216)

Action Music Sales Inc., 6541 Eastland Rd., Hayes Industrial Park. Zip: 44142. Tel: 243-0300. VP & Mgr.: Dennis Baker; Buyer: Clay Pasternack. (Rec. & Tape D)
Labels: Abkco, Antilles, Audio Fidelity group, Beverly Glen, Brunswick, CMH, Concord Jazz, Contemporary, Disneyland, Fantasy group, Faulty, First American group, GNP Crescendo, Gusto group, Jewel group, Kimbo, Laurie, Living Language, Malaco, Mango, Mobile Fidelity, Nashboro group, Pausa, SF Sounds, SSS group, Sesame Street, Shanachie, Steeplechase, Syntonic, Tellarc, Vanguard group, Varese, Venture, Windham Hill, Word, & others.
Accessories: Audio-Technica, Bib, Maxell, Memorex, Scotch, Sound Guard, TDK, Tracs.
Arrow Dist'g Co., 23690 Commerce Park, Beachwood 44122. Tel: 464-5095. Pres.: Don Weiss; Admin. Mgr.: Jim Freeman; Mds. Mgr.: Jim Ley; Sales Mgr.: Ron Smith; Buyer: Tony Brenner. (Rec. & Tape RJ)
C B S Recs., 23215 Commerce Park Dr., Suite 316, Beachwood 44122. Tel: 464-7020. Branch Mgr.: Jim Hawn. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
Capitol Recs., Commerce Place, 7123 Pearl Rd., Suite 310. Tel: 888-8575. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
Cleveland One Stop Inc., 3822 Prospect Ave. Zip: 44115. Tel: 881-4393. WATS: (800) 321-3600. Mgr.: Singles, Albums & Tape Buyer: Charles Young. (Rec. & Tape OS)
Accessories: Maxell, Memorex, Planstiehl, Sony, TDK.
Cut-House, 5923 Cantwell Dr., Mayfield Heights 44124. Tel: 461-3342. Owner & Mgr.: Sherman Lieberman. (Rec. D)
Labels: Fiesta, Qualitone imports.
Accessories: Planstiehl, Plantone, Savoy.
Lieberman Ent's. Inc., 5613 Cloverleaf Pkwy. Zip 44125. Tel: 524-9750. Mgr.: Darrell Creekmur. Sales Mgr.: Dusty Bowling; Opns. Mgr.: Mike McGowan; Singles & Albums Buyer: Hugh Washeim. (Rec. & Tape RJ)
Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ)
M C A Dist'g Corp., 1435 E. 17 St. Zip: 44114. Tel: 621-9770. Branch Mgr.: Lev Zellman. (Rec. & Vide. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
Man in the Middle, 5923 Cantwell Dr., Mayfield Heights 44124. Tel: 461-3342. Owner & Mgr.: Sherman Lieberman. (Rec. & Vide. Pgm. D)
Label: Everest.
Video program lines: CBS, Columbia, Disney, MCA, MGM, Paramount, 20th Century, VCI, Vestron, Video Gems, Warner Bros.
Accessories: Mid-America, Plantone, Savoy.
Northern Rec. Sales, 1811 E. 40 St. Zip: 44103. Tel: 361-2650. (Rec. & Tape OS & RJ)
Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)
One Way Recs. of Ohio, 1821 E. 40 St. Zip: 44103. Tel: 361-2650. Branch Mgr.: William D. Spaulding. (Rec. OS, Tape E)
Branch: Linden, N.J.
Pks Corp., 2140-50 Hamilton Ave. Zip: 44114. Tel: 696-3155. Owners: Ron Schaefer, Harvey Norman; VP & Gen. Mgr.: Harvey Norman; VP Sales: John Horn; Singles, Albums & Tape Buyer: Ken Antonelli. (Rec. & Tape D)
Branches: Florence, Ky.; Southfield (Detroit Metropolitan Area), Mich.; Buffalo, N.Y.; Columbus, Ohio.
Labels: Aia, Alfa, Alligator, Applause, Arista, Boardwalk, Buddha, CTI, Chi Sound, Chrysalis, Devaki, Flying Fish, GRP, Insight, JEM, Jeremiah, Jive, Laif, Mega, Muse, Our Gang, Passport, Peace Int'l, Posse, Project 3, Quicksilver, Ranwood, Rhino, Ruby, Sam, Satril, Savoy, Sound of Brooklyn, Takoma, Unicorn, Vintage, & others.
PolyGram Dist'g Inc., 14600 Detroit Ave., Suite 450, Lakewood 44107. Tel: 228-6412. Reg'l VP: Frank Peters; Branch Mgr.: K. P. Mattson. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)
Progress Rec. Dist'g Inc., 5500 Avon Park Dr., Highland Heights 44143. Tel: 461-7880. Pres.: Joe Simone; Gen. Mgr.: Brent Marcogusepe; Buyer: Noble Clark. (Rec. & Tape D)
Branches: Detroit, Mich.; Tonawanda (Buffalo Area), N.Y., Cincinnati, Ohio—also see listing in Elk Grove Village (Chicago Metropolitan Area), Ill.
Labels: Agora, Bridge, Chalet, Cream, DRG, Destiny, Dimension, Erect, 415, G&P, Gordy, Gramavision, Hannibal, JAM, Knoll, Lifesong, M&M, Motown, PAID, Palo Alto, Peter Pan, Poshboy, Precision, Prelude, Prunero, Prism, RFC/Quality, Rough Trade, Sloth, Stiff, Sugar Hill, Sunshine, Tamia, Tapestry, Vixxi.
R C A & A&M & Assoc'd Labels, 5000 Rockside Rd., Independence 44131. Tel: 447-1400. Mgr.: Dom Violini. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
S & M Sales, 4353 Cranwood Court, Warrensville Heights 44128. Tel: 662-6153. Owner: Ernest Furst; Gen. Mgr.: Mark Abram; Buyers: Singles, Kim Wallace. Albums & Tape: Ernest Furst. (Rec. & Tape OS & RJ)
Superior Recs. Inc., 11202 Superior Ave. Zip: 44106. Tel: 421-6770. (Rec. & Tape OS)
Warner/Elektra/Atlantic Corp., 4565 Willow Pkwy., Cuyahoga Falls 44125. Tel: 271-3900. Branch Mgr.: Mike Spence; Sales Mgr.: Fred Katz. (Rec. & Vide. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● COLUMBUS (Area Code 614)

Pks Corp., 4314 Astor Ave. Zip: 43227. Tel: 237-7148. (Rec. & Tape D)
Home office: Cleveland, Ohio (See for prod. distributed)
Robert & Co., 1910 Lockbourne Rd. Zip: 43207. Tel: 444-9842. Owner & Buyer: Robert M. Benjamin. (Rec. & Tape OS, including oldies)

● DAYTON AREA (Area Code 513)

A & B Rec. Co. Inc., 671 Miamisburg/Centerville Rd., Centerville 45459. Tel: 439-4898. Pres.: Jeff Goldman; Buyer: Barry Koss. (Rec. & Tape RJ)

Ohio Rec. Rack Dists., 72 S. Main St., Miamisburg 45342. Tel: 866-3629. Owner, Mgr. & Buyer: Chris Kondoff. (Rec. & Tape D, OS, RJ, I & E)
Distributes overstocks, auction close-outs, cutouts, pre-packs.

● NEW ALBANY (Area Code 614)

Mobile Rec. Serv. Co., 7809 Walnut St. Zip: 43054. Tel: 855-7970. Mgr.: Craig S. Gallagher. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.

● NEWARK (Area Code 614)

Utopia Ultra-Sound, 38 & 40 S. First St. Zip: 43055. Tel: 345-9426. Pres. & Tape Buyer: Robert H. Kirk Jr.; Mgr.: Don Shannon. (Rec. & Tape D & RJ)
Labels: GSP, Capitol SM, Gusto, Jessup, Mac, Pickwick, Promo, SAM, UUS, Warner SP.

● PORTSMOUTH (Area Code 614)

Dayton Rec. Serv. Inc., 1020 Seventh St. Zip: 45662. Tel: 353-2115. Pres.: W.A. Carrington; VP, Mgr. & Buyer: Joe Taylor. (Rec. & Tape RJ)

● SANDUSKY (Area Code 419)

M. R. Sand & Co., PO Box 2255, 207-209 W. Water St. Zip: 44870. Tel: 625-0028. Owner, Mgr. & Buyer: Joseph F. Yost III. (Rec. & Tape RJ)

● SOLON (Area Code 216)

Allied Rec. Sales, 34240 Aurora Rd. Zip: 44139. Tel: 248-3090. Pres.: R.A. Burke. (Rec. OS & RJ)

● TOLEDO (Area Code 419)

Northwestern Dists. Inc., 4318 Monroe St. Zip: 43606. Tel: 474-7114. Pres. Mgr. & Buyer: George A. LaCourse. (Rec. & Tape RJ)

● YOUNGSTOWN (Area Code 216)

Discount Recs. & Tapes, 545 Market St. Zip: 44502. Tel: 744-7787. Owner & Buyer: Tony March. (Rec. OS & RJ; Tape OS)
Handleman Co., 625 Bev Rd. Zip: 44512. Tel: 726-8121. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

OKLAHOMA

● BROKEN ARROW (Area Code 918)

Crossroads Dist'g Co., PO Box 283, 1008 N. Hickory. Zip: 74012. Tel: 251-6212. Mgr. & Buyer: Jerry Lepper. (Rec. & Tape D)
Labels: Benson, Calvary, Canaan, Dip, Good News, Greentree, Heart Warming, Image VII, Impact, Jim, Jubilation, KCP, Lamb & Lion, Light, MCA, Maranatha, Milk & Honey, Myrrh, New Life, PTL, Paragon/Newpax, Refuge, Sparrow, Starsong, Takoma, Triangle, Word.

● NORMAN (Area Code 405)

Oklahoma Tapes & Recs. Inc., PO Box 946. Zip: 73070. Tel: 364-5034. Owner: Bill Bodin. (Tape D—Spanish prod. & budget lines)

● OKLAHOMA CITY (Area Code 405)

All Recs. Inc., 520 Classen Blvd. Zip: 73106. Tel: 235-3381. Mgr. & Buyer: Bill Hill. (Rec. & Tape OS)
Bromo Dists. Inc., PO Box: 60709, 2500 N. Walker. Zip: 73146. Tel: 521-0301. Buyer: Buster Bassett. (Rec., Tape & Vide. Pgm. OS & RJ)
Video program lines: Disney, Magnetic Video, Media, Nostalgia, Sportsworld.
Handleman Co., 4118 Will Rogers Pkwy. Zip: 73108. Tel: 946-1410. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.
Phil's One Stop Recs., PO Box 60349, 1736 Linwood Blvd. Zip: 73106. Tel: 235-9671. (Rec. OS)

● TULSA (Area Code 918)

Bill's T Recs., 19 N. Harvard. Zip: 74145. Tel: 834-6305. Owner: John Rogers. (Rec. OS)
Doc's One Stop, 820 E. 36 St. N. Zip: 74106. Tel: 425-2643. Owner, Singles & Albums Buyer: Larry Eck. (Rec. & Tape OS)

● EUGENE (Area Code 503)

Middle Man Dists., 4232 W. Seventh Ave. Zip: 97402. Tel: 484-0434. Co-owner & Mgr.: Karl Manseth; Co-owner & Buyer: John Marshall. (Rec. & Tape D—cutouts)
Precision Sound Mktg. Ltd., 1687 Willamette. Zip: 97401. Tel: 345-0377. Mgr.: Chuck Useedom. (Rec. D & E)
Home office: Bothell (Seattle Area), Wash. (See for prod. distributed)

● PORTLAND (Area Code 503)

E A M S Disco & Video USA, 6443 SW Beaverton Hwy. Zip: 97221. Tel: 297-5812. TWX: (910) 464-4792.
Imports disco/dance labels.
Lieberman Ent's. Inc., 3014 N. Wygant. Zip: 97217. Tel: 283-1293. Mgr.: Ron Peterson; OS Mgr.: Joe Maita; Singles, Albums & Tape Buyer: Bob O'Neill. (Rec. & Tape OS & RJ)
Home office: Minneapolis, Minn.
Sea-Port Rec. One Stop Inc., 7911 NE 33 Dr., Suite 120. Zip: 97211. Tel: 287-0868. Owner: Tom Choate; Buyers: Singles, Gina Esmino; Albums, Marge Bond, Vicki Stephenson. (Rec. & Tape OS)
Branch: Tukwila (Seattle Area), Wash.
Sound/Video Unlimited, 5761 NE Columbia Blvd. Zip: 97218. Tel: 249-8397. Mgr.: Al Strutz.
Home office: Niles (Chicago Metropolitan Area), Ill.
Video program lines: All lines.
Accessories: Audio & video lines.

PENNSYLVANIA

● BETHLEHEM (Area Code 215)

Capitol Recs., 2980 Ave. B, Lehigh Valley Ind'l Park, No. 1. Zip: 18017. Tel: 868-1401. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
Rave, 415 Buchanan St. Zip: 18015. Tel: 865-1941. Owner & Mgr.: Joe Timmer. (Rec. & Tape D—polka & ethnic)

● HARMONY (Area Code 412)

Jesus Music Dists., Box 218, RR 2. Zip: 16037. Tel: 452-5556. Owner: Louis P. Hancherick. (Rec. & Tape D—contemporary Christian prod.)
Labels: AB, Airborne, Dharna, Good News, Greentree, Lamb & Lion, Loverock, MCA Songbird, Mars Hill, Messianic, Myrrh, New Song, Solid Rock, Sunrise, Sparrow, Spirit, Star Song, White Horse.

● HARRISBURG (Area Code 717)

A I M Dists. Inc., 4911 Jonestown Rd. (Rear). Zip: 17109. Tel: 652-8097. Owner & Buyer: Endo Corsetti. (Rec. & Tape RJ—budget lines, cutouts)
D & H Dist'g Co., 2525 N. Seventh St. Zip: 17105. Tel: 236-8001. Mgr.: Don Levine; Buyers: Singles, Rick Prayer; Albums & Tape: Ginny Fry. (Rec. & Tape OS & RJ)

● JOHNSTOWN (Area Code 814)

Page Rec'g Co., 604 Broad St. Zip: 15906. Tel: 539-8117. Owner & Mgr.: Al Page. (Rec. & Tape D)
Labels: Bel-Are, Chicago Polkas, Dyno, Fiesta, Greyko, Hymntone, Jay Jay, Marjon, Nashville, Page, Power-Pak, Rave, Request, Sacred, Silverbell, Sing, Skyline, Sword, Tambura, Word.
Playback equip.: Granada, Sharp.

● LEHIGHTON (Area Code 717)

Barnes Rec. Dists., Box 103, RD 2. Zip: 18235. Tel: 645-2321. Owner & Mgr.: William H. Barnes. (Rec. & Tape OS & RJ)

● LEWISTOWN (Area Code 717)

Mobile Rec. Serv. Co., 104 Logan St. Zip: 17044. Tel: 248-6442. Mgr.: John Houser. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.

● MILTON (Area Code 717)

Musik Box, 205 Broadway. Zip: 17847. Tel: 742-7101. Owner: Dale L. Reedy. (Rec. & Tape D)

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(Also see New Jersey listings)

Almacenes Asturias (Rec. & Tape D), see Villanueva Asturias Corp.
Asturias (Rec. & Tape OS), see Villanueva Asturias Corp.
Norman D. Cooper Inc., 1 Winding Dr. Zip: 19131. Tel: 878-9591. Pres.: Norman D. Cooper; Buyers: Records, David Brown; Video: Mick Zane (Rec., Tape & Vid. Pgm. OS)
Heller's Rec. Buyer Exporter, 3149 Kensington. Zip: 19134. Tel: 634-5663. Owner: Robert Heller, Mgr.: G. Heller. (Dealer in rec. & tape collections)
Richard Kastner Co. Inc., 130 S. Easton Rd., Glenside 19038. Tel: 884-5592. Pres.: Richard Kastner; Sales Mgr.: Michael Mosko (Rec. & Tape D & E—cutouts)
M C A Dist'g Corp.—Tel: 922-5659—also see Collingswood, N.J., listing.
National Rec. & Tape Co. Inc., see Serv-Rite
Record Rendezvous Inc., 134 S. 20 St. Zip: 19103. Tel: 561-7340 (Rec. D, OS, RJ, I & E; Tape OS & RJ)
Labels: Cimitch, MVH, Oldies But Goodies, Pet-Rat, Psychephonic, Rendezvous, Rockin' Richie, sub-distributes Montgomerys, Scorpio, Tasty Licks, Times Square.
Richman Bros.—Tel: 477-1742—also see Pennsauken, N.J., listing.
A. I. Rosenthal Assocs. Inc., 1035 Louis Dr., Warminster 18974. Tel: 441-8900. WATS: (800) 523-2472. Pres.: Alfred Rosenthal; VP Sales: Hugh Boyle. VP Ops: James Eldridge III.
Accessories: Audio (Audio Technica, Recoton), batteries (Duracell, Eveready), blank tape (Audio Magnetics, BASF, Fuji, Maxell, Memorex, Sony, TDK 3M), cartridges & styli (Audio Technica, Pickering, Recoton, Shure), headsets (Audio Technica, Pickering, Power Drive), rec. & tape care prods. (Audio Technica, Discwasher, Memorex, Recoton, Sound Guard), tape cases (Amaray, Dynasound, Innovative Concepts, Savoy), video (Cable Works, Discwasher, Recoton, Video Specialists)
Schwartz Bros. Inc.—Tel: 923-1271—also see Cherry Hill, N.J., listing.
Scorpio Music Dists. Inc., PO Box 391, Cornwells Heights: 2933 River Rd., Croydon 19020. Tel: 698-7707, 785-1541. Telex: 843366. Pres.: Michael Adler; VP: John T. Gervasoni; Gen. Mgr.: Steve Parelman (Rec. D, OS, RJ & E)
Distributes overstocks, close-outs, promotional materials.
Serv-Rite Rec. & Tape Co./National Rec. & Tape Co. Inc., 515 Andrews Rd., Treviso 19047. Tel: 364-1370. Mgr.: Sylvan Gross; Albums & Tape Buyers: Sylvan Gross, Steve Weed (Rec. & Tape RJ—cutouts)
Slotkin Recs., 111 Forrest Ave., Narberth 19072. Tel: 667-1870. Owner, Singles, Albums & Tape Buyer: Herbert Slotkin (Rec. & Tape OS)
Smith Rec. Sales Inc., 1904 W. Columbia Ave. Zip: 19121. Tel: 232-1054. Owner: Ulysses C. Smith; Mgr. & Buyer: Bill Scott (Rec. & Tape D & OS)
Labels: August, Behina's, Bilesse, Daystar, Dynamic, Pearl, Pulpit, Redeemed, Sendus, Sweet Rain, Tryscot, UCS.
Third Street Jazz & Rock, 10 N. Third St. Zip: 19106. Tel: 627-3366. Owner, Singles & Albums Buyer: Jerry Gordon (Rec. RJ—cutout & overstock)
Universal Rec. Dist'g Corp., 919 N. Broad St. Zip: 19123. Tel: 232-3333. Owner: Harold Lipsius; Mgr.: Len Rakliff; Buyers: Singles & 12", Cathy Walsh; Albums & Tape: Bob Perloff (Rec. & Tape D & OS)
Labels: AVI, Abkco, Ala, Antilles, Applause, Audio Fidelity, BC, Boardwalk, Brunswick, CMH, Chrysalis, Disneyland, Fantasy, Faulty, First American, GNP, Crescendo, Galaxy, Laff, Laurie, Mango, Milestone, Muse, Ode,

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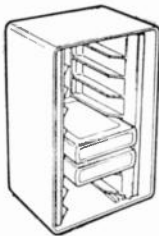
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 Mgr. & Buyer: Jack Villanueva (Rec. & Tape D), (Rec. & Tape E as VAC Dial). Local branches: Almacenes Asturias, 2331 N. Front St. Zip: 19133. Tel: 426-9810. Mgr. & Buyer: Maria Villanueva (Rec. & Tape D)—Asturias, 1200 N. Fourth St. Zip: 19123. Tel: 236-4545 Mgr. Carlos Villanueva, Buyer: J. Villanueva. (Rec. & Tape OS)
 Labels: Alma Hispana, Clubman Dial, VA.
 Accessories: EV Game.
 Vintage Recs. Inc., PO Box 251, Quarry & Hamilton Sts. Darby 19023 Tel: 586-5200. Pres.: Murray Graber (Rec. & Tape D & E)
 Warner/Elektra/Atlantic Corp.—Tel. 923-2700—also see Marton, N.J., listing.
 William's One Stop, 817 N. Broad St Zip: 19123. Tel: 232-2020. Dwner: Sid Williams. (Rec. OS)

• **PITTSBURGH METROPOLITAN AREA**
(Area Code 412)

A & C Recs. & Tapes Inc., 1031 Forbes Ave. Zip: 15219. Tel: 391-4676
 Owner: John R. Hoebler; Mgr.: Domenic Gentikore; Buyers: Singles, Norm Kirsch, Albums & Tape, Anthony Piotrowski, Gary Noftz. (Rec., Tape & Vid. Pgm. OS & RJ)
 Video program lines: MCA, Warner Bros.
 Accessories: All lines.
 Balkan Rec. Dist'g Co., RD 2, Concord Church Rd., Beaver Falls 15010 Tel: 843-1962 (Rec. & Tape D)
 Home office: Berwyn (Chicago Metropolitan Area), Ill.
 Labels: Balkan Int'l, Czech, Delta Int'l, Greyko, Marjone, Monitor
 East Coast Dist's., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Owner & Mgr.: Nick Lomakin. (Rec. D, OS & RJ; Tape OS & RJ)
 Labels: Argos, Audiotape, Borderline, Contemporary, Dial, Dictation Disc, Dooto, Evergreen, GNP Crescendo, G1J, Golden Crest, Humorsonic, K&H, Mardi Gras, Music Minus One, Russell Dance, Spottite, Switchcraft.
 Mobile Rec. Serv. Co., PO Box 2879. Zip: 15230; 2716 Penn Ave. Zip: 15222. Tel: 391-8182. Bd. Chm.: Maurice F. Dseroff; Pres.: Harvey Campbell; Sound Specialists: Jim Dseroff, Mananne Smith, Joseph McNally; Sales Mgr.: Ted Howell; Sales Programming: Don Bray. (Rec. OS—singles only)
 Branches: Tallahassee, Fla., Evansville, Fort Wayne, Ind.; New Albany, Ohio; Lewistown, Pa.
 Northcountry Music Dist's., 4864 McKnight Rd. Zip: 15237 Tel: 367-3464. Owner: C.W. Abbott. (Rec. D)
 Labels: Adelphi, Arhoolie, Blackbird, Blind Pig, Carotsdatter, Clean Cuts, County, Delmark, Flying Fish, Green Hays, Green Linnet, Greensleeves, Heartbeat, June Appal, Kaleidoscope, Kicking Mule, Mulligan, Night-hawk, Philo, Rebel, Ridge Runner, Rounder, Shanachie, Solid Smoke, Sugar Hill, Wildebeest
 One Stop Inc., 518 Chartiers Ave., McKees Rocks 15136. Tel: 771-0700
 Pres.: Bill Lawrence; VP Mds.: Michael Fortunato; VP: William Blair; Div. Mgr.: Chris Lawrence. (Rec. & Tape OS & RJ)
 Record World-One Stop, 1332 Fifth Ave. Zip: 15219. Tel: 391-7429. Dwner: Barney Stein; Buyers: Singles & Tape, Barney Stein; Albums, Evelyn Stein. (Rec. & Tape OS & RJ)
 Sounds Dist'g Corp., 3701 Bigelow Blvd. Zip: 15213. Tel: 681-7611. Pres: Norton L. Kalinsky, VP: Richard Zimmer; Buyers: George Kalinsky, Rich Thomas. (Rec. & Tape OS & RJ)

• **WILKES-BARRE (Area Code 717)**

Gallery of Sound, Wyoming Valley Mall. Zip: 18702. Tel: 829-3603. Pres. & Mgr.: Joe Nardone; Buyers: Single & Tape, Rich Chisak; Albums, Joe Nardone. (Rec. & Tape OS)

PUERTO RICO

• **HATO REY (Area Code 809)**

Carrillo Dist's. (Tape D & I)—Tel: 763-4595—see San Francisco Dist's. Inc
 San Francisco Dist's. Inc., 340 Barbosa St. Zip: 00919 Tel: 764-3481. Cable SAFRA. (Tape D & I), (also Tape D & I as Carrillo Dist's.)

• **SAN JUAN (Area Code 809)**

Caribe Audio Dist. Inc., PO Box 5833. Zip: 00906. Tel: 725-3158. Dwner: Fernando Gallardo; Mgr.: Jose A. Benitez; Buyers: Rec. & Tape, Francisco Alonso; Equip. & Accessories, Jose A. Benitez. Branch: Stereo Warehouse, Plaza Carolina Mall, Carolina. Tel: 752-8982. Mgr.: Edwin Hernandez. (Rec. & Tape D)
 Labels: American Gramophone, MCA, Original Master, Polydor, Sheffield, Telarc, Telefunken.
 Phonographs: Audio Control, Concorc, Marantz, Stanton, Teac, Yamaha.
 Playback equip.: Bose, JBL, Marantz, Teac, Yamaha
 Accessories: Audio-Technica, Discwasher, Fidelitone, Maxell, Monster Cable.
 Casa Fragoso Inc., PO Box 2774. Zip: 00903. Tel: 725-8842, 723-0504. (RJ)
 Distribuidora Nacional de Discos Inc., 606 Calle Cerra, Pda. 15. Zip: 00907. Tel: 724-4964. Pres. Gilberto Gonzalez Arenas; Gen. Mgr.: Juan Guzon; Singles, Albums & Tape Buyer: Aida M. Gonzalez. (Rec. & Tape OS & RJ)
 Int'l branch: Dominican Republic, Distribuidora Dominicana de Discos.
 Mena Ent's. Inc., 606 Hipodromo Ave., Santurce 00909. Tel: 723-1764/2300. Owner: Ignacio Mena; Mgr.: Singles, Albums & Tape Buyer: Daniel Mena. (Rec. & Tape D)
 Labels: Chemo, Discuba, Disneyland Vista, Fuentes, Musart, Peerless, Promus.
 San Francisco Discount Inc., 302 San Francisco St., Dld San Juan 00901. Tel: 725-4661. (Rec. & Tape OS)
 Top Ten Hits Recs. Dist's., 622 Calle Cerra, Pda. 15, Santurce 00907. Tel: 724-6891. Mgr.: Singles & Albums Buyer: Pedro Merced. (Rec. D)
 Labels: Cesta, Citation, Dino, Fonseca, Hacienda, Kim, La Cole, Lassis, Marvela, New Generation, Rana, Suave, TR, TTH, US.

RHODE ISLAND

• **PROVIDENCE (Area Code 401)**



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Beacon Shops Inc., 821 N. Main St. Zip: 02904 Tel: 861-7500. (Rec. & Tape OS)

● **SMITHFIELD (Area Code 401)**

New England Rec. & Tape Dist. Inc., 10 Industrial Dr. Zip: 02917 Tel: 231-0485. Owner: Angelo G. De Pardo; Singles, Albums & Tape Buyer: Robert Beneduce. (Rec. & Tape RJ)

● **WARWICK (Area Code 401)**

Rhody Rec. & Tape Serv. Inc., 65 Meadow St. Zip: 02886 Tel: 738-8003. Pres.: Rubin Zeidman; Buyer: Joseph Agny. (Rec. & Tape OS)

SOUTH CAROLINA

● **MYRTLE BEACH (Area Code 803)**

Myrtle Beach Stereo Tape Center, 6203 N. Kings Hwy. Zip: 29577 Tel: 449-3056. (Tape RJ)

● **PIEDMONT (Area Code 803)**

Cooper's One Stop, Rt. 1, Hwy. 86. Zip: 29673 Tel: 845-6862 Owner: George Cooper; Mgr. & Buyer: George Cooper III. (Tape RJ)

TENNESSEE

● **HENDERSONVILLE (Area Code 615)**

New Day Christian Dist. Inc., 110 Trousdale. Zip: 37075 Tel: 822-3633. Owners: Dottie Leonard, Ray Lorrin. (Rec. D & OS) Labels: Dawn, Jim, Skyline, Supreme, Voice Box.

● **JOHNSON CITY (Area Code 615)**

Appalachian Bible Co. Inc., 604 Rolling Hills Dr. Zip: 37601. Tel: 926-0128. Owner: H. Thomas Torbett; Buyer: Robbie Edgar. (Rec. D) Labels: Benson, Singpiration, Sparrow, Voice Box, Word, Zondervan

● **KNOXVILLE AREA (Area Code 615)**

Smoky Mountain Rec. Co., PO Box 208, Concord 37720. Tel: 693-0068. Owner & Singles Buyer: David M. Mize. (Rec. RJ) Tucker's Rec. Shop Inc., 25 Market Square Mall. Zip: 37902. Tel: 522-9300. Pres. Singles & Albums Buyer: Martin Tucker Robertson. (Rec. & Tape OS)

● **MARYVILLE (Area Code 615)**

Michael Ginsburg Dist'n, 908 Montgomery Ln. Zip: 37801. Owner: Michael Ginsburg. (Rec. D, OS & I) Labels: Adelpia, Blind Pig, County, Flying Fish, Front Hall, Greenhays, Green Linnet, June Appal, Kaleidoscope, Kicking Mule, Rambler, Rebel, Rounder, Shanachie, Sierra/Briar, Sugar Hill, Windham Hill. Labels imported: Gael-Linn, Tara, Topic.

● **MEMPHIS (Area Code 901)**

Audio Rack Serv. Inc., 1809 Bartlett Rd. Zip: 38134. Tel: 372-5771. Pres. James Hurley. Mgr.: Singles, Albums & Tape Buyer: Bob Hurley. (Rec. & Tape RJ)

Boss Ugly Bob Recs. & Tapes (BC Ents. of Memphis Inc.), 726 E. McLemore. Zip: 38106. Tel: 947-2553. Pres.: Bob Catron Jr.; VP: Claudette Catron. Buyers: Singles, Byron Catron; Albums & Tape: Claudette & Bob Catron. Local branches: 2440 Chelsea. Zip: 38108. Tel: 458-7230-1416 Airways. Zip: 38114 Tel: 323-7289-4234 S. Third. Zip: 38109. Tel: 785-5151-47 S. Main. Zip: 38101. Tel: 527-8492-167 N. Tillman. Zip: 38114 Tel: 327-2740. (Rec. & Tape OS) Branch: West Memphis, Ark.

Accessories: Duotone, Fidelitone, Arthur Fullmer, Le-Bo, Shure Handiman Co., 3412 Jackson Ave. Zip: 38122. Tel: 324-6686. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

Hot Line Rec. Dist. Inc., PO Box 3351, 421 S. Main St. Zip: 38103. Tel: 525-0756. (Rec. & Tape D & OS), (Rec. & Tape RJ as Record Dept. Mdrs.)

Poplar Tunes One-Stop, 308 Poplar Ave. Zip: 38122. Tel: 525-6348. Local branches: Pop Tunes-East, 4195 Summer Ave. Zip: 38122. Tel: 324-3855-Pop Tunes-South, 4622 Faronia. Zip: 38116. Tel: 346-7172. (Rec. & Tape OS)

Pop Tunes, see Poplar Tunes.

Record Dept. Mdrs. Inc., 511 S. Main St. Zip: 38103. Tel: 526 0567. (Rec. & Tape RJ), (Rec. & Tape D & OS as Hot Line Rec. Dist. Inc.)

Select O-Hi Recs., 605 Chelsea Ave. Zip: 38107. Tel: 523-1190. (Rec. & Tape D & OS)

Labels: AVI, Audio Arts, Audio Fidelity, Black, Brunswick, Church Door, Creed, DK, GME, Golden Ear, Groove Time, HSE, J&B, Jewel, Kent, Lyon, Modern, Nashboro, Posse, Randy, Sam, Scorpio, Sounds of Gospel, Sparrow, Specialty, Sugar Hill, Tempo, United

Accessories: Audio Magnetics, BASF, Fidelitone, Recoton, Rivertone, Robbers.

Six Sisters Dist., 1899 S. Third. Zip: 38109. Tel: 774-5689. Owners: Michal, Bobby & Myrna Cole; Mgr. Dorothy McGowan; Buyers: Dorothy McGowan, Bobby & Michal Cole. (Rec. & Tape D), (Rec. & Tape OS as Michal's OS Rec.)

Labels: Beantown, CRS, Crossfire, Crusade, D-Vine, Fame, Folkway, Gospel Express, Hub City, Michal, Phila Sounds, Retta's, Sendus, Soul Beat, Soul Toun, Tossan.

Accessories: Transcriber.

● **NASHVILLE (Area Code 615)**

Benson Co., 365 Great Circle Rd. Zip: 37228. Tel: 259-9114. (Rec. D) Labels: Ariel, Benson, Greentree, Heart Warming, Impact, Jim, Lamb & Lion, Milk & Honey, New Dawn, Newpax, Paragon, Pilgrim America, Refuge, Starsong, Triangle

Capitol Recs., 29 Music Square E. Zip: 37203. Tel: 244-7770. (Rec. & Tape

D—see Los Angeles, Calif., office for prod. distributed)

Central South Rack Inc., 3730 Vulcan Dr. Zip: 37211. Tel: 833-5960. WATS (800) 251-3052. Pres.: Sidney R. Melvin. (Rec. & Tape RJ)

Branch: Stone Mountain (Atlanta Metropolitan Area), Ga.

Fischer & Lucius Inc., 50 Music Square W. Zip: 37203. Tel: 329-2278. Owner: Bobby Fischer. (Rec. & Tape D)

Labels: F&L, Ridgetop, Sound Factory, Tanglewood.

Jimmy's One Stop, 113 17 Ave. S. Zip: 37203. Tel: 256-1604. Owner: Larry Blackwell Sr.; Singles, Albums & Tape Buyer: Larry Blackwell Jr. (Rec. & Tape OS)

M C A Dist'g Corp., 50 Music Square W., Suite 205. Zip: 37203. Tel: 327-3466. Branch Mgr.: Barry Yarbrough. (Rec. & Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Music City Rec. Dist. Inc., 25 Lincoln St. Zip: 37202. Tel: 255-7315. Pres.: Ted Adams; Albums: Ted Adams, Hayes Carlock; Tape: Ted Adams. (Rec. & Tape D, OS, RJ & E)

Labels: Abel, Alarm, Camden, Chimneyville, County, Creed, Dore, Excelllo, Flying Fish, Gusto, HSE, Heart Warming, Impact, Jewel, Kayvette, Kenwood, Malaco, Mankind, Nasco, Nashboro, Old Homestead, Paula, Rebel, Ronn, Rounder, Rural Road, Sound City, Specialty, Su-Ann, TK, TMS, Vanguard, Vetco, Vista, Wicked

Accessories: Allisop, Discwasher, Empire, Hagerstown, Maxwell, Memorex, Peerless, Planstiehl, Savoy, Sound Guard, TDK, Tracs, Watts.

Music-Town Rec. Dist. & Promo Co., 62 Music Square W. Zip: 37203. Tel: 327-4538. Pres.: Cliff Ayers Ostermeyer; VP: Connie L. Wright; Buyers: Singles, Chris Ostermeyer; Albums, Clark Ostermeyer. (Rec. D)

Branches: Martinez (San Francisco & Bay Area), Calif.; Pompano Beach, Fla.; Flushing (New York Metropolitan Area), N.Y.

Pickwick Dist'n Cos., Independent Dist'n Div., 42 Music Square W., Suite B. Zip: 37203. Tel: 256-2647. (Rec. & Tape D—sales only, see Atlanta, Ga., office for prod. distributed)

Home office: Minneapolis, Minn.

Ernest Tubb Rec. Shops Inc., 417 Broadway. Zip: 37203. Tel: 255-7503. Owner: Ernest Tubb; Mgr.: Singles & Albums Buyer: David McCormick. (Rec. & Tape D, I & E—country prod.)

TEXAS

● **AMARILLO (Area Code 806)**

Western Mdrs. Inc., PO Box 32270, 421 E. 34 St. Zip: 79120 Tel: 376-6251. Pres.: Sam Marmaduke; Sr. VP: R. H. Williamson; Exec. VP: Bob Schneider; Retail VP: John Marmaduke; Buyer: Steve Marmaduke. (Rec. & Tape OS & RJ)

Branches: Denver, Colo. (Rec. & Tape OS & RJ), (Rec. & Tape D as WM Dist'g), Manhattan, Kan. (Rec. & Tape RJ); Houston (Rec. & Tape OS & RJ), Irving (Dallas Area), Tex. (Rec. & Tape RJ)

● **ARLINGTON (Area Code 817)**

Largo Music Corp., 803 Ave. E, Suite 307. Zip: 76011 Tel: 640-8991. Contact: Henry Moeller. (Rec., Tape & Vid. Pgm. OS & RJ)

Home office: Columbia (Baltimore Metropolitan Area), Md.

Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, RCA, WEA

Pickwick Dist'n Cos., Independent Dist'n Div., 2200 E. Randol Mill Rd. Zip: 76011. Tel: 261-4281. Mgr.: Don Gillespie; Buyer: Tom Middleton. (Rec. & Tape D), (Rec. & Tape RJ as Pickwick Dist'n Cos., Rack Servs. Div.)

Home office: Minneapolis, Minn.

Labels: Abkco, Applause, Arista, Arista, Beverly Glen, Boardwalk, Buddha, CMH, Chrysalis, Concord Jazz, Eurodisc, First American, GRP, Jive, Made in Texas, Muse, PVC, Passport, Pausa, Philly World, Prelude, Project 3, Ranwood, Rhino, Savoy, Sesame Street, Stiff, Stotol, Synkonic Research, Takoma, Troch, Upstart, Vintage, Visa, Windham Hill, & others.

Pickwick Dist'n Cos., Rack Servs. Div., 2200 E. Randol Mill Rd. Zip: 76011. Tel: 261-4281. Mgr.: Ray Chambers, Buyer: Jim Newhouse. (Rec. & Tape RJ), (Rec. & Tape D as Pickwick Dist'n Cos., Independent Dist'n Div.)

● **AUSTIN (Area Code 512)**

Austin Rec. Dist., PO Box 312. Zip: 78767 Tel: 474-0975. Owner: Susan Jarrett. (Rec. & Tape D)

Labels: Amazing, Arhoolie, Armadillo, Bellaire, CBS imports, Charly imports, County, Crazy Cajun, Delta, Fabie, Fate, Folklyric, Jackalope, Lisa, Longhorn, Longneck, MCA imports, Old Timey, Rainlight, Rat Race, Red Lightnin' imports, Rinconada, Roy, Shasta, Stiff, Texas Re-Cord, Texas Soul, WWB

Tom Bishop Co., 6144 Hwy. 290 W. Zip: 78735 Tel: 892-1573. Owner, Mgr. & Buyer: Tom Bishop. (Rec. & Tape OS & RJ)

Important Rec. Dist. Tel: 454-1417 Contact Philip Page. (Rec. & Tape D & I)

Home office: New York, N.Y. (See for prod. distributed)

● **CONROE (Area Code 713)**

Marketing Professionals, 144 Melmont Zip: 77302. Tel: 273 3356. Owner & Mgr.: George B. Reed. (Rec. & Tape D)

Labels: Audio Source, Delos, RealTime, Sheffield Lab

● **CORPUS CHRISTI (Area Code 512)**

House of Music, 1026 S. Port. Zip: 78405 Tel: 882-2191. Owner, Mgr. & Buyer: John W. Herrera. (Rec. & Tape OS)

● **DALLAS AREA (Area Code 214)**

(Also see Arlington listings)

Big State Dist'g Corp., 4830 Lakawana, Suite 121. Zip: 75247 Tel: 631 1100. Owners: H.W. & Oon Dailey, Billy Emerson; Mgr.: Billy Emerson. Buyer: Mike Emerson. (Rec. & Tape D), (Rec. & Tape OS as Big State One Stop), (Rec. & Tape RJ as Records of Dallas)

Branch: Denver, Colo. Big State Denver

Labels: Alfa, Alligator, Antilles, Bainbridge, Becket, Delta, Destiny, O'menson, Fantasy, Faulty, Gordy, Jeremiah, Kik-R, Kimbo, Laff, Lifesong, Living Language, Malaco, Milestone, Motown, Nashboro, Paid, Prestige, Roulette, Rounder, Sam, San Francisco Sound, Stoneway, Sugar Hill, Sun, Sutra, Tania, Vanguard, Venture, Word, & others.

Bromo Dist. of Dallas Inc., 3373 Garden Brook Zip: 75234 Tel: 247 7302. (Rec. OS)

C B S Recs., 8700 Stemmons Fwy., Suite 309. Zip: 75247. Tel: 634-1700. Branch Mgr.: Danny Yarbrough. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Capitol Recs., 6730 Oakbrook Blvd. Zip: 75235. Tel: 637-1890. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)

H & W One Stop Recs. Inc., 3109 Grand Ave. Zip: 75215. Tel: 421-7396. (Rec. & Tape OS)

Handleman Co., 2931 Irving Blvd., No. 106. Zip: 75247. Tel: 631-2943. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

Lieberman Ents. Inc., 9801 Chartwell Dr. Zip: 75231. Tel: 349-2520. Mgr.: Jim Sinclair; Opns. Mgr.: Robert Smith; Sales Mgr.: Rick Underberg; OS Mgr.: David Nichols; Buyers: Singles, Susan Elder; Albums & Tape, Jim Coffin. (Rec. & Tape OS & RJ)

Home office: Minneapolis, Minn.

M C A Dist'g Corp., 11212 Gemini St. Zip: 75229. Tel: 241-8646. Reg'l Dir.: Rod Tremblay; Branch Mgr.: Dan Purcell. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

PolyGram Dist'n Inc., 14200 Midway Rd., Suite 125. Zip: 75240 Tel: 387-2797. Reg'l VP: Paul Luck. (Rec. & Tape D)

Home office: New York, N.Y. (See for prod. distributed)

R C A & A&M & Assoc'd Labels, 4232 Spring Valley Rd. Zip: 75234. Tel: 661-3739. Reg'l Sales Dir.: Jim Yates; Branch Sales Mgr.: Jerry Silhan. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Records of Dallas (Rec. & Tape RJ), see Big State

Sound City Dist. S., 8305 Sovereign. Zip: 75247. Tel: 630-7151. Pres. Thomas P. Sims; Exec. VP: Dwaine Niemyer; Opns. Mgr.: Walter Hanna. (Rec. & Tape OS—cutouts, overruns)

Sound/Video Unlimited, 1350 Manufacturing St., Suite 110. Zip: 75207. Tel: 698-9300. Mgr.: Jack Parker.

Home office: Niles (Chicago Metropolitan Area), Ill.

Video program lines: All lines.

Accessories: Audio & video lines.

Triple S One Stop Recs., 2827 Cedar Crest Blvd., Oak Cliff 75203. Tel: 375-1111. Buyer: Jim Sanders. (Rec. & Tape OS)

Warner/Elektra/Atlantic Corp., PO Box 3567, 1909 Hereford Or., Irving 75061. Tel: 255-2141. Branch Mgr.: Paul Sheffield; Sales Mgr.: Jim McLuiffie. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Western Mdrs. Inc., PO Box 470286, 2200 Regency Dr., Irving 75247. Tel: 438-8112. Mgr.: P. Pagliara. (Rec. & Tape RJ)

Home office: Amarillo, Tex. (Rec. & Tape OS & RJ)

Westex Recs. & Reels, 3151 Commonwealth. Zip: 75247. Tel: 637-1810. Owner: Eddie Childres; Buyers: Debrae & Eddie Childres. (Rec. & Tape OS & RJ)

● **DRIFTWOOD (Area Code 512)**

House Dist. S., Box 14-W, Rt. 1. Zip: 78619. Tel: 858-7409. Mgr.: Charlie Wrobbel. (Rec. & Tape D)

Home office: Kansas City, Mo. (See for prod. distributed)

● **EL PASO (Area Code 915)**

Krupp Dist'g Co., 311 S. Santa Fe St. Zip: 79901. Tel: 532-4961. (Rec. & Tape OS)

● **FORT WORTH AREA (Area Code 817)**

Victor Hotho & Co., PO Box 9738. Zip: 76107 Tel: 335-1833. (Rec. & Tape RJ)

Richey Recs., 7121 W. Vickery, Unit 118. Zip: 76116. Tel: 731-7375. Owner & Mgr.: Slim Richey; Buyers: Singles, Jim Colegrove, Albums, Bob Jones. (Rec. & Tape D), (Rec. I & E as Sell 'Dem Recs.)

Labels: Alligator, American Heritage, Broadway Intermission, County, Delmark, Flying Fish, Flying High, Grass Mountain, HDS, Kaleidoscope, King, Old Homestead, United, Physical, Plantation, Power Pak, Priority, Puritan, Ramblin', Rebel, Revonah, Ridge Runner, Rounder, Rural Rhythm, SSS Int'l, Sonyatone, Starday, Sun, Texas Re-Cord, Vetco Sell 'Dem Recs. (Rec. I & E)—see Richey Recs

● **FRANKSTON (Area Code 214)**

Mills Specialty Whse., 4-2 Three Points Ext. Zip: 75763 Tel: 876-3816. Owner, Mgr. & Buyer: E. A. Mills. (Rec. OS & RJ)

● **GRAHAM (Area Code 817)**

Boase Dist'g Inc., 1317 Edgewood Zip: 76046. Owner Jim Boase, Mgr. & Buyer: Janice Boase. (Tape RJ)

● **HOUSTON AREA (Area Code 713)**

Acme Dist'g Co., 3743 University Blvd. Zip: 77005 Tel: 665-0741. Owner: Singles, Albums & Tape Buyer: Kenneth Parish. (Rec. & Tape RJ)

Alamo Rec. Dist. Inc., PO Box 9627 Zip: 77013. Tel: 453 7128. (Rec. & Tape RJ—Spanish prod.)

Home office: San Antonio, Tex.

Cayre Dist. of Texas Inc., 6702 Lyons Ave., Suite 4 Zip: 77020. (Rec. & Tape D)

Home office: New York, N.Y. (Rec. & Tape D, I & E—see for prod. distributed)

H W Daily, 3409 Brinkman. Zip: 77018 Tel: 861-9251. Owners: H W & Don Daily, Mgr.: David Bennett, Buyers: Rec & Tape, Richard Billingsley

Vid.: David Bennett, Accessories: David & Don Osley. (Rec. & Vid. Pgm. OS)

Video Program lines: CBS, Chrysalis, Oisney, Family Home, King of Video Media, NFL, Nostalgia, Paragon, 20th Century, UA, VCI, Vestron, Wizard

Accessories: BMI, Bib, Duracell, GC, Maxwell, Memorex, Mid America Planstiehl, Pflantone, Savoy, Scotch TDK

G P Recs & Tapes Dist., PO Box 21100, 2601 Navigation Zip: 77003 Tel: 228-7426. Owner: Gaston C. Ponce. (Rec. D)

Labels: Bonito, Exito Regional, Firmamento, Gapoca, Hit, Novavox, Sabroso

Lotassco, PO Box 10860. Zip: 77292. 1634 Wakefield Dr. Zip: 77018 Tel: 686-1155. Owner, Albums & Tape Buyer: Maxine Eickenhorst. (Rec. & Tape OS & RJ)

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008 Tel: 862-7077. Owner: N F Merrbach. (Rec. D)

Labels: Bee Sharp, Blue Star, Bogan, Dance Ranch, E. Z. Lore, Rockin' (A), Swinging Square. (All square dance labels)

Music Serv. Co., 5631 Old Clinton Rd. Zip: 77020 Tel: 675-7581. Owner & Mgr.: Harry Rossmann, Buyer: Tom Meyer. (Rec. & Tape RJ)

Pickwick Dist'n Cos., Independent Dist'n Div., 6400 W. Park, Suite 465. Zip

77057. Tel: 780-7650. (Rec. & Tape D—see Arlington office for prod. distributed)
 Home office: Minneapolis, Minn.
 Record Specialty's Co., 14528-A Hempstead Hwy. Zip 77040 Tel: 939-1031. Owner, Singles & Albums Buyer: Harvey V. Hood (Rec. & Tape RJ)
 South West Whole. Recs. & Tapes Inc., 8566 Katy Fwy. No 123 Zip 77024 Tel: 464-6507. Mgr. & Buyer: R. G. Guilleman. (Rec. & Tape OS, RJ & E)
 Home office: San Antonio, Tex., South Texas Whole
 Accessories: Discwasher, Duracell, Planstiel, Savoy
 United Rec. Dist., 1613 St. Emanuel St. Zip 77003. Tel: 228-8151. Owner: Jack Kirby; Mgr.: Gee Saldana; Buyers: Singles, Diana Nunez; Albums & Tape, Jerry Wilkie. (Rec. & Tape OS)
 Warner/Elektra/Atlantic Corp., 5750 Bentliff, Suite 200 Zip 77036. Tel: 789-5920. Sales Mgr.: Alan Shapiro (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Western Mdsrs. Inc., PO Box 2384 Zip 77001; 520 W 38 St Zip 77018. Tel: 688-7783. Mgr.: John Sobieszki; Buyer: Pat C. Deckard. (Rec. & Tape OS & RJ)
 Home office: Amarillo, Tex

• LUBBOCK (Area Code 806)

Recordand USA Inc., 3126 34 Zip 79410 Tel 792-3277 Dwner, Allan Rosen; Buyers: Singles, Terry Duval, Albums & Tape, Carl Keel, Accessories, Gene Goodwin (Rec. & Tape OS)

• McALLEN (Area Code 512)

Alamo Rec. Dist. Inc., 1412 Beaumont. Zip 78501 Tel 687-4282. (Rec. & Tape RJ—Spanish prod.)
 Home office: San Antonio, Tex
 House of Falcon Inc./ARV Rec. Sales, 821 N. 23. Zip 78501. Tel: 686-5851 Mgr. & Buyer: Ramiro Perez. (Rec. & Tape D, OS & RJ)
 Labels: ARV Int'l, Falcon, Ric.

• SAN ANTONIO (Area Code 512)

Alamo Rec. Dist. Inc., 401 Isom Zip: 78216 Tel 344-1515. (Rec. & Tape RJ—Spanish prod.)
 Branches: Houston, McAllen, Tex.
 E & R One Stop, 301 S. Main Ave. Zip: 78204. Tel: 222-0911. 226-8129. Owner, Mgr. & Buyer: Ethel Schram. (Rec. & Tape OS)
 Musical Recs. Co./Musical Tapes Inc., 135 Braniff Dr. Zip: 78216 Tel: 349-1433 Mgr. Ruben Espinosa. (Rec. & Tape D, OS & RJ)
 Home office: Miami, Fla. (See for prod. distributed)
 Music Merchants Inc., 119 E. Rhapsody Dr. Zip: 78216. Tel: 349-1267. Owners: Bill McGehee, John Gonzalez; Albums & Tape Buyer: Janet Pogues-Hans. (Rec. & Tape OS)
 Rangel Music Co. Inc., PO Box 5524, 809 Fredericksburg Rd Zip 78201. Tel: 735-6111. Mgr.: Manuel E. Rangel (Rec. D, OS & RJ; Tape D)
 Labels: ARV, Big Star, Cara, Falcon, Fama, Fireball, Nuevo, Profano, SRP
 South Texas Whole. Recs. & Tapes Inc., 724 Lexington. Zip: 78212 Tel 224-0754. Mgr. & Buyer: R.W. Powers. (Rec. & Tape OS, RJ & E)
 Branch: Houston, Tex., South West Whole
 Accessories: Discwasher, Duracell, Le-Bo, Planstiel, Savoy
 U S Sound Dist. Inc., 1924 Fredericksburg Rd. Zip. 78201. Tel: 633-6377 Pres.. Alvaro Fajardo, Mgr.: Rey Gonzales. (Rec. & Tape RJ & E)

• SAN BENITO (Area Code 512)

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd Zip: 78586. Tel: 399-5377. Mgr. & Buyer: John F. Phillips. (Rec. & Tape D & OS)
 Playback equip.: Marantz, Pioneer, RCA, Sony, Zenith.
 Accessories: BASF, Scotch.

• WACO (Area Code 817)

Landmark Dist'g Co., 501 Lake Air Zip 76710. Tel 772-9770. Nat'l WATS (800) 433-3120. Texas WATS: (800) 792-3061. Mgr.: Charles Tindell, Buyer: Richard Henderson. (Rec. & Tape D, RJ & E—religious prod. only)

UTAH

• LAYTON (Area Code 801)

K S G Dist'g, 330 N. Main. Zip: 84041. Tel: 544-0861. Owner: Kevin Garn, Mgr.: Greg Sanders; Albums & Tape Buyer: Kevin Garn. (Rec. & Tape RJ)

• SALT LAKE CITY (Area Code 801)

Alta Dist'g Co., Intermountain Div., PO Box 26856, 2270 Bridger Rd. Zip: 84126. Tel: 972-3800. VP & Gen. Mgr.: Joe Sasich, Sales & Mktg. Mgr.: Howard Miller; Retail Div. Gen. Mgr.: Nick Sasich; DS Mgr.: Gene Stevens; Buyers: Singles, Alice Hale; Albums, Layne Kresser; Tape, Ron Nicks, Accessories, Gene Stevens. (Rec. & Tape D, OS & RJ)
 Labels: Abkco, Ala, CMH, Caedmon, Chalfont, Chrysalis, Denon, Discwasher, Disney, Excelsior, GNP, Crescendo, Lafl, Living Language, Original Sounds, Pickwick, Pro Arte, Quintessence, Ranwood, Sesame Street, Sundbr, Takoma, Varese Sarabande
 Accessories: Ampex, Certron, Discwasher, Duracell, Dynasound, Fidelitone, Gould, Jasco, Le-Bo, Maxell, Memorex, Recoton, Savoy, Scotch, TDK, Tracs.
 Cordova's Importers & Dist's., PO Box 16065, 543 W. 400 North. Zip: 84116 Tel: 355-1914. Owner & Mgr.: Carl C. Cordova (Rec. & Tape D & I)
 Labels: ARV, Alto, Arriba, Falcon, Gas, Hurricane, Joey, Jov, Keylock, Loren, Melody, Mericana, Musart, Nova Vox, Orfeon, Peerless, Pronto, RJG, Reyna, Rio Bravo, Roybal, Sound Mex, Viza
 Western Toy & Hobby Inc., 327 W. Second South. Zip: 84101. Tel: 364-6593. (Rec. D & RJ)
 Rec. labels: Disneyland, Pickwick.
 Phonographs: Fisher-Price.

VERMONT

• SHELBURNE (Area Code 802)

Artec Inc., Pine Haven Shore Rd. Zip: 05401. Tel: 985-8401. Pres. Martin F.

Gold; Sales Mgr. Billy Northup; Mktg. Coord.: Bill Perrault, Buyer. Dave Fatta (Rec., Tape & Vid. Pgm. OS, RJ, I & E)
 Branches: Boston, Mass.; Buffalo, N.Y.
 Video Program lines: CBS-Fox, Columbia Pictures, Walt Disney, Family Home Entertainment, KVC, Kenyon Video, MCA, MGM/UA, Media, Nos. taiga Merchant, Pacific Arts, Paragon, Paramount, Quality X, Select Essex, VCI, VCK, Vestron, Vid America, Video Gems, Warner, Wizard, Won derful World of Video
 Accessories: Fuji, Maxell, Memorex, Recoton, Studio Tape, TDK.

• WATERBURY (Area Code 802)

Silo Inc., PO Box 429. Zip: 05676. Tel: 244-8657 Owner, Mgr., Singles. Al bums & Tape Buyer: Joan Pelton. (Rec. D & I)
 Labels: Alligator, Avoca, Bert & I, Blackbird, CMH, CMS, Caedmon, Casandra, County, Everest, F&W, Flying Fish, Folkways, Fretless, Front Hall, Gramavision, Green Years, Green Mountain, Hindsight, June Appal, Kicking Mule, Living Folk, Living Music, Mineral River, Mountain Railroad, Neword, Pacific Cascade, Philo, Rainbow Morning, Rooster, Ro senshantz, Rounder, Shanachie, Sugar Hill, Titanic
 Labels imported: BRG (Canada), Dingle (UK), Elephant (Canada), Fallside (UK), Fogarty's Cove (Canada), Highway (UK), Leader (UK), Plant Life (UK), Temple (UK), Topic (UK), Tutu (Faroe Islands)

VIRGINIA

• McLEAN (Area Code 703)

Telemark Dance Recs., PO Box 55. Zip: 22101 Tel 356-9113. Owners & Mgrs: Dick & Sheila Mason. (Rec. & Tape D, I & E)
 Labels: Dance Along, Grem, Hi-Hat, Hoctor, Al Pierson, Roper, Telemark
 Labels imported: Anolia (Germany), Danson, Europa (Germany), IDTA, Mambelle, Pye, Sidney Thompson, Telemark (UK), Tema.

• NORFOLK (Area Code 804)

Scott Dist'g Corp., 3418 Azalea Garden Rd. Zip: 23513. Tel 855-0188. Buyer: Robert Kruglick. (Rec. & Tape D)
 Home office: Island Park, N.Y.
 Accessories: Blank tape.
 Tidewater Dne Stop, 1910 Granby St Zip 23517 Tel 622-8663. Mgr Charles Faison. (Rec. & Tape OS)
 Home office: Lanham, Md., Schwartz Bros. Inc. (Rec. & Tape D).

• RICHMOND (Area Code 804)

Dean's Dne Stop Ltd., PO Box 26205. Zip: 23260 Tel: 321-7515 Pres Dean Hogue; VP: Robert Marshall; Buyers: Dean Hogue, Robert Marshall (Rec. & Tape OS & RJ)

• ROANOKE (Area Code 703)

Record Depot Dist's., PO Box 3057. Zip: 24015 Tel 343-5355 Dwner David Freeman; Mgr. Chet Rhodes; Buyers: Albums, Barry Poss; Tape, David Freeman. (Rec. & Tape D)
 Labels: Adelphi, Alligator, American Heritage, Altetram, CMH, County, Flying Fish, Front Hall, Grassound, Green Lunnet, June Appal, Kicking Mule, Leather, Mountain, Old Homestead, Outlet, Philo, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shanachie, Shiloh, Sugar/Briar, Sun yatone, Starday/King, Sugar Hill, Troubadour, Yetco, Wango
 Turner Candy Co., 516 Rorer Ave. SW. Zip: 24008 Tel. 342-0500 Dwner, Mgr. & Buyer: A.L. Turner Jr. (Rec. & Tape RJ)

• ROCKY MOUNT (Area Code 703)

Outlet Rec. Dist's., Box 594, 118 Main St. Zip: 24151. Tel: 483-0689 Owner Rod Shively. (Rec. & Tape D)
 Labels: American Heritage, CMH, County, Goldtone, Heritage, Leather, Mount, Mountain, Old Homestead, Outlet, Power Pak, Prime Time, Rebel, Revonah, Ridge Runner, Rounder, Starday/King, Sugar Hill

• VIRGINIA BEACH (Area Code 804)

Eurpac East, PO Box 5686, 1421 Diamond Springs Rd Zip 23455 Tel 460-1060. Music Div. Mgr. Donn Irby
 Largo Music Corp., 3472 Glen Arden Rd Zip: 23464 Tel 427 7327 Contact Louis Rice. (Rec., Tape & Vid. Pgm. OS & RJ)
 Home office: Columbia (Baltimore Metropolitan Area), Md
 Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetec Video, Paramount, RCA, WEA.

WASHINGTON

• BELLINGHAM (Area Code 206)

Praise Inds Corp., 1308 Meador St. Unit C5 Zip: 98225 Tel 671 9562 (Rec. & Tape D)
 Labels: Country Oak, Faith, Fisher Folk, Herald, Horizon, Little People, New Born, Praise, Starsong, Tunessmith.

• SEATTLE AREA (Area Code 206)

Rick Ballard Imports, 1800 Warren Ave. N. Zip: 98109. Tel: 283-7134 Sales Rep.: Gary Bannister. (Rec. D, I & E)
 Home office: Berkeley (San Francisco & Bay Area), Calif (See for prod. distributed)
 California Rec. Dist's Inc., 6011 S. Roxbury. Zip: 98118. Tel 723 0900 Sales Mgr.: George Bigley, Promo. Mgr.: Ted Higashihoko. (Rec. D)
 Home office: Glendale (Los Angeles Metropolitan Area), Calif
 City Hall Recs., 46 W. Etruria, Apt. O. Zip 98119. Tel. 282-4820. Reg'l Sales Mgr.: George Romansch. (Rec. & Tape D, I & E)
 Home office: San Francisco, Calif. (See for prod. distributed)
 Danjay Music Inc., 1041 Industry Dr., Tukwila 98188. Tel: 575-0675. Mgr. Mike Boyle, Buyer Bill Green. (Rec. & Tape OS)
 Home office: Denver, Colo
 Disc City One Stop, 1540 Fourth Ave. S. Zip: 98134. Tel 622-4005. Dwner Larry Dolgoff; Mgr. & Buyer: Bill Dolgoff. (Rec. & Tape OS)

General Rec. Serv. Inc., 6565 Seventh Ave. S. Zip: 98108. Tel 767-7444 Pres. & Gen. Mgr. Paul H. Portteus; Mgr., Singles, Albums & Tape Buyer Russ Portteus; Sales Mgr. Tom Tomlin. (Rec. & Tape RJ)
 Genevieve Prods, PO Box 3263. Zip: 98114 Tel 324-1878 Owners Christine Hunter, Patricia Mead. (Rec. & Tape D, OS, RJ & I)
 Labels: Beauty, Galaxia, Olivia, Philo, Pleades, Redwood, & others
 Labels imported: Generation, Mother of Pearl, Vancouver Folk, & others (Canada)
 Handlemen Co., 22425 76 Ave. S., Kent 98031. Tel: 872-8077 (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.
 Kiner Ent's., PO Box 724, Redmond 98025-0724 Mgr. L.F. Kiner, Buyers: M.E. & S.F. Kiner. (Rec. D & E)
 Labels: Aircheck, Pelican, Radio Archives, Spokane, Totem, Westwood
 M C A Dist'g Corp., 2633 Eastlake Ave. E., No. 301 Zip. 98102. Tel: 322-3100. Branch Mgr.: Jim Reymann. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Major Dists. Inc., 18292 Andover Park W., Tukwila 98188. Tel: 575-0081. Owner: R.G. Anderson; VP Rec. Div. Gary Clark; Buyers Singles, Inge Wood, Albums, Jim Nackle, Monica Moore, Tape, Gary Davis, CE Sales Mgr. Mike Ellis. (Rec. & Tape RJ)
 Branches: Livermore (San Francisco & Bay Area), Calif., Honolulu, Hawaii

Phonographs: BSR
 Playback equip.: Commodore, Hip Pocket, Hitachi, Mitsubishi, Panasonic
 Accessories: BASF, Duracell, Maxell, Memorex, Recoton, Savoy, Transcriber
 Pacific Rec. & Tape Dist's Inc., 5612 Sixth Ave S Zip 98108. Tel 762-1056 Mgr. Ed Richter. (Rec. D)
 Home office: Oakland (San Francisco & Bay Area), Calif (See for prod. distributed)

Pacific Rec. Serv. 678 Industry Dr., Tukwila 98188 Tel 575 3110 Pres Jim Huffine, Sales Denny Vaughn (Rec. & Tape D)
 Labels: Disneyland, Excelsior, Living Language, Peter Pan, Pickwick, Pro Arte, Quintessence, Sesame Street, Telarc, also distributes cutouts
 Accessories: Rec. tape & video lines

Pickwick Dist'n Cos., Independent Dist'n Div., 573 Industry Dr., Tukwila 98188 Tel 575-0470 Field Sales Mgr. Maury King. (Rec. & Tape D—sales only, see Los Angeles, Calif., office for prod. distributed) (Rec. & Tape RJ as Pickwick Dist'n Cos., Rack Servs. Div.)
 Home office: Minneapolis, Minn
 Pickwick Dist'n Cos., Rack Servs. Div. 9860 40 Ave S Zip: 98118. Tel 725-2500. Mgr. Al Zangrillo, Buyer Kathy Doolin (Rec. & Tape RJ)
 Home office: Minneapolis, Minn

PolyGram Dist'n Inc., 1018 Industry Dr Zip 98188. Tel 575 3830. Mgr Gerry Kockezy (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Precision Sound Mktg. Ltd., 24310 Second Pl W., Bothell 98011. Tel 483-1222 Mgr. Singles & Albums Buyer Frank Klammer. (Rec. D & E)
 Branch: Eugene, Ore.

Labels: ASI, Accord (Belgium), American Gramophone, Audio Encore, CBS, Chalfont, Concord Jazz, Dark Orchid, Delos, Denon (Japan), Direct Disk Lab, Discwasher, Firstline, JVC (Japan), MCA, Mobile Fidelity, Nau tilius, Drinda, Propurus (Sweden), RCA (Japan), Realtime, Sefel, Sheffield, Sound 80, Sweet Thunder, Telarc, Trend, Varese Sarabande, Japanese im ports

Accessories: Decca, Permatat
 R C A & A&M & Assoc'd Labels, 925 Industry Dr., Tukwila 98188 Tel 575-1410. Mgr. Bonnie McCassey (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 Roundup Music Dist's., 18300 Midvale Ave N Zip 98133 Tel 542 7551 (Rec. & Tape RJ)
 Sea Port Rec. One Stop Inc., 582 Industry Dr. Tukwila 98188 Tel 575-3131. Sales: Bob Hanit, Edie Mitchell (Rec. & Tape OS)
 Home office: Portland, Ore
 Warner/Elektra/Atlantic Corp., 1156 Industry Dr., Tukwila 98188 Tel 575-0190 Sales Mgr. Jack Shue (Rec., Tape & Vid. Pgm D—see Los Angeles, Calif., office for prod. distributed)

• VANCOUVER (Area Code 206)

Crown Prods Inc., 1405 NE 88 St Zip 98665 Tel 574 5331 Dwner Mgr & Buyer Vernon H. Haas (Rec. & Tape D)
 Labels: Avant Garde, Benson, Bread N Honey, Calvary, Columbia Hope, KCP, Lillenas, Manna, New Life, Pickwick, RCA, Rainbow Sound, Ran wood, Singcord, Skylite, Sparrow, Star Song, Tempo, Word

WEST VIRGINIA

• CHARLESTON (Area Code 304)

Elkins Rec. Shop, 1127 Central Ave Zip 25302 Tel 343 7833 (Rec. OS)
 3-D Electronics Inc., 1541 W Washington St Zip 25312 Tel 342 8707 Pres Dave Ferrell, Mgr. Roger Fields, Buyers Singles, Taus McCleanahan, Albums & Tape, Richard Fisher (Rec. & Tape D & RJ)
 Labels: A&M, BMH, Capitol, Capricorn, Casablanca, Columbia, Country, GRT, Heart Warming, Jim, King Bluegrass, MCA, Mercury, Pickwick, Poly gram, RCA, RSD, Rebel, Salsoul, Sire, 20th Century, WEA, Word
 Phonographs: BSR, Garrard, Marantz
 Playback equip.: Emerson, Marantz, Pioneer of America, Superscope
 Accessories: Arista, Le-Bo, Memorex, Philmore

• HUNTINGTON AREA (Area Code 304)

Music Man Inc., 2519 Fourth Ave Zip 25703. Tel 522 7551 (Rec. & Tape OS)

WISCONSIN

• BURLINGTON (Area Code 414)

Music Mart, 84 McHenry St Zip 53105 Tel 763-3361 Owner Nancy Bas sett, Mgr. Carol Kestell
 Video program lines: RCA.

(Continued on page 160)

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A C A, see American Composers Alliance.

A E S, see Audio Eng'g Society.

A F M, see American Federation of Musicians.

A F T R A, see American Federation of Television & Radio Artists.

A G A C, see American Guild of Authors & Composers.

A G V A, see American Guild of Variety Artists.

A I M P, see Ass'n of Independent Music Publ'rs.

A M U, see American Musicians Union.

Academy of Country Music, PO Box 508, 6255 Sunset Blvd., Suite 915, Hollywood, Calif. 90028. Tel: (213) 462-2351. Exec. Dir.: Bill Boyd; Exec. Sec'y: Fran Boyd.

Affiliate Artists Inc., 155 W. 68 St., Suite 35-F, New York, N.Y. 10023. Tel: (212) 580-2000. Pres.: Richard C. Clark.

Afro-American Music Opportunities Ass'n Inc., 2809 Wayzata Blvd., Minneapolis, Minn. 55405. Tel: (612) 377-3730.

Amateur Chamber Music Players Inc., PO Box 547, Vienna, Va. 22180. Tel: (703) 281-1230. Sec'y: Ruth McGregor.

American Academy & Institute of Arts & Letters, 633 W. 155 St., New York, N.Y. 10032. Tel: (212) 368-5900. Pres.: Arthur Schlesinger Jr.; Admin.: Margaret M. Mills.

American Choral Directors' Ass'n, PO Box 5310, Lawton, Okla. 73504. Tel: (405) 355-8161.

American Choral Foundation Inc., 130 W. 56 St., New York, N.Y. 10019. Tel: (212) 246-3361. Admin. Dir.: Sheldon Soffer.

American College of Musicians, PO Box 1807, 808 Rio Grande, Austin, Tex. 78767. Tel: (512) 478-5775.

American Composers Alliance (ACA), 170 W. 74 St., New York, N.Y. 10023. Tel: (212) 362-8900. Pres.: Francis Thorne; Exec. Mgr.: Lynda Dunn.

American Council for the Arts, 570 Seventh Ave., New York, N.Y. 10018. Tel: (212) 354-6655. Pres.: W. Grant Brownrigg.

American Dance Therapy Ass'n Inc., 2000 Century Plaza, Columbia, Md. 21044. Tel: (301) 997-4040.

American Federation of Musicians (AFM), 1500 Broadway, New York, N.Y. 10036. Tel: (212) 869-1330.

American Federation of Television & Radio Artists (AFTRA), 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 265-7700. Nat'l Exec. Sec'y: Sanford I. Wolff.

American Guild of Authors & Composers (AGAC), 40 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-8833. Cable: SONGRITE. Pres.: George David Weiss.

American Guild of Music, PO Box 3, Downers Grove, Ill. 60515. Tel: (312) 968-0173. Pres.: Leonard Master; Exec. Sec'y: E.D. Herrick.

American Guild of Musical Artists (AFM-CID), 1841 Broadway, New York, N.Y. 10023. Tel: (212) 265-3687. Nat'l Exec. Sec'y: DeLloyd Tibbs.

American Guild of Organists, 815 Second Ave., New York, N.Y. 10017. Tel: (212) 687-9188. Pres.: Edward A. Hansen; Exec. Dir.: Daniel N. Colburn II.

American Guild of Variety Artists (AGVA), 184 Fifth Ave., New York, N.Y. 10010. Tel: (212) 675-1003.

American Harp Society Inc., 6331 Quebec Dr., Los Angeles, Calif. 90068. Tel: (213) 463-0716. Pres.: Patricia Wooster; Exec. Sec'y: Dorothy Remsen.

American Music Center Inc., 250 W. 54 St., Suite 300, New York, N.Y. 10019. Tel: (212) 247-3121. Pres.: Donald Erb; Exec. Dir.: Margaret F. Jory.

American Music Conference, 1000 Skokie Blvd., Wilmette, Ill. 60091. Tel: (312) 251-1600. Pres.: James W. Johnson.

American Musicians Union (AMU), 8 Tobin Court, Dumont, N.J. 07628. Tel: (201) 384-5378.

American Recorder Society, 13 E. 16 St., 7th fl., New York, N.Y. 10003. Tel: (212) 675-9042. Pres.: Shelley Gruskin.

American Symphony Orchestra League, PO Box 669, Vienna, Va. 22180. Tel: (703) 281-1230. Chief Exec. Officer: Catherine French; Research & Reference Dir.: Lisa Gonzalez.

American Theatre Ass'n, 1000 Vermont Ave. NW, Washington, D.C. 20005. Tel: (202) 628-4634. Admin. Ass't: Cecile Greif.

Amusement & Music Operators Ass'n, 2000 Spring Rd., Oak Brook, Ill. 60521. Tel: (312) 654-2662. Exec. VP: Leo A. Droste.

Association for Recorded Sound Collections Inc., PO Box 1643, Manassas, Va. 22110. Wash. D.C. Tel: (202) 523-3294. Exec. Sec'y: Les Waffan.

Association of College, Univ. & Community Arts Admin'rs Inc., 6225 University Ave., Madison, Wis. 53705. Tel: (608) 233-7400. Exec. Dir.: William M. Dawson; Programs Dir.: Toni Fountain Sikes.

Association of Independent Music Publishers (AIMP), 6253 Hollywood Blvd., Suite 807, Hollywood, Calif. 90028. Tel: (213) 466-3834. Pres.: Martin Cohen; VP: Marshall Robbins; Exec. Dir.: Molly Hyman.

Association of Professional Vocal Ensembles, 1830 Spruce St., Philadelphia, Pa. 19103. Tel: (215) 545-4444. Nat'l Exec. Sec'y: Janice F. Kestler.

Audio Engineering Society Inc. (AES), Lincoln Bldg., Rm. 2520, 60 E. 42 St., New York, N.Y. 10017. Tel: (212) 661-8528. Telex: 620298. Exec. Dir.: Donald J. Plunkett.

B M A, see Black Music Ass'n.
Black Music Ass'n (BMA), 1500 Locust St., Suite 1905, Philadelphia, Pa. 19102. Tel: (215) 545-8600. Exec. Dir.: George Ware; Admin. Ass't: Sandra Early.

Bluegrass Club of New York, 380 Lexington Ave., Suite 1119, New York, N.Y. 10017. Tel: (212) 687-9000.

Louis Braille Foundation for Blind Musicians, 215 Park Ave. S., New York, N.Y. 10003. Tel: (212) 982-7290. Exec. Dir.: Shel Freund.
Broadcasting Foundation of America, 404 Park Ave. S., New York, N.Y. 10016. Tel: (212) 679-3388. Cable: BRODFOUNAM.

Bruckner Society of America Inc., PO Box 2570, Iowa City, Iowa 52244. Tel: (319) 338-0313. Pres.: Charles L. Eble.

C A M E D (Creative Audio & Music Electronics Org.), 10 Delmar Ave., Framingham, Mass. 01701. Tel: (617) 877-4651.

C M A, see Country Music Ass'n.
Central Opera Serv., Metropolitan Opera-Lincoln Center, New York, N.Y. 10023. Tel: (212) 799-3467.

Chamber Music America, 1372 Broadway, 14th fl., New York, N.Y. 10018. Tel: (212) 221-0270. Pres.: Michael Jaffe; Exec. Dir.: B.J. Buckner.

Chautauque Institution, Chautauque, N.Y. 14722. Tel: (716) 357-5635.

College Band Directors Nat'l Ass'n, c/o Baylor Univ. Bands Waco, Tex. 76798. Tel: (817) 755-3571. Pres.: William Foster; Pres. Elect: M. Robert Reynolds; VP: Don Hunsberger; Sec'y-Treas.: Richard L. Floyd.

Composers & Lyricists Guild of America Inc., 13542 Ventura Blvd., Sherman Oaks, Calif. 91423. Tel: (213) 986-4203. Pres.: Richard Lewis Warren.

Country Music Ass'n Inc. (CMA), PO Box 22299, Zip: 37202; 7 Music Circle N., Nashville, Tenn. 37203. Tel: (615) 244-2840. Cable: CMANAS. Telex: 786528. Bd. Chm.: Rick Blackburn; Pres.: Ken Krager; Exec. Dir.: Jo Walker-Meador; Assoc. Exec. Dir.: Ed Benson; Exec. VP: Tandy Rice.

Country Music Foundation Inc., 4 Music Square E., Nashville, Tenn. 37203. Tel: (615) 256-1639.

Country Music Foundation of Colorado, PO Box 19435, Denver, Colo. 80219. Tel: (303) 936-7762. Pres. & Exec. Dir.: Gladys Hart.

Creative Audio & Music Electronics Org., see CAMEO.

Dance Films Ass'n Inc., 125 E. 23 St., New York, N.Y. 10010. Tel: (212) 598-9138. Pres.: Susan Braun.

Dance Notation Bureau Inc., 505 Eighth Ave., New York, N.Y. 10018. Tel: (212) 736-4350. Exec. Dir.: Muriel Topaz.

E I A, see Electronic Inds. Ass'n.
Electronic Inds. Ass'n (EIA), 2001 I St. NW, Washington, D.C. 20006. Tel: (202) 457-4900. Bd. Chm.: Sidney Topol; Pres.: Peter F. McCloskey.

Euro-American Music Society, 617 Seventh St., Oregon City, Ore. 97045. Tel: (503) 656-5230. Pres.: Charlotte Vaughn-Lesser. (Ass'n for Independent Labels)

F E D A P T, see Foundation for the Extension & Development of the American Professional Theatre.

F I C A P, see Federation of Int'l Country Air Personalities.
Federation of Int'l Country Air Personalities (FICAP), 1201 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-0115.

Foundation for the Extension & Development of the American Professional Theatre (FEDAPT), 165 W. 46 St., Suite 310, New York, N.Y. 10036. Tel: (212) 869-9690.

G M A, see Gospel Music Ass'n.
Gospel Heritage Foundation, PO Box 1358, Placerville, Calif. 95667. Tel: (916) 622-9369. Pres. & Music Dir.: Max J. Mace.

Gospel Music Ass'n (GMA), PO Box 23201, Nashville, Tenn. 37202. Tel: (615) 242-9303. Pres.: Frances Preston; Exec. Dir.: Donald W. Butler Sr.

The Hymn Society of America Inc., Wittenburg Univ., Springfield, Ohio 45501. Tel: (513) 327-6308.

I A A M, see International Ass'n of Auditorium Managers.
I T A, see International Tape/Disc Ass'n.

Institute of Audio Research Inc., 64 University Pl., New York, N.Y. 11566. Tel: (212) 677-7580.

International Ass'n of Auditorium Managers (IAAM), 500 N. Michigan Ave., Suite 1400, Chicago, Ill. 60611. Tel: (312) 661-1700.

International Ass'n of Organ Teachers USA, 7938 Bartram Ave., Hammond, Ind. 46324. Tel: (219) 844-3395. Admin. Dir.: Jack C. Greig.

International Fan Club Org. (div. of Tri-Son Inc.), PO Box 177, Wild Horse, Colo. 80862. Tel: (303) 962-3543.

International Federation of Children's Choirs, PO Box 677, 125 S. Fourth St., Connelville, Pa. 15425. Tel: (412) 628-8000. Pres.: Francis Delvin; Sec'y Gen.: John B. Shallenberger.

International Platform Ass'n, 2564 Berkshire Rd., Cleveland Heights, Ohio 44106. Tel: (216) 932-0505. Bd. Chm.: Dan T. Moore.

International Society of Performing Arts Admin'rs, c/o Columbia Music Festival Ass'n, 1520 Senate St., Columbia, S.C. 29201. Tel: (803) 771-4870. Treas.: Leon Harrison.

International Tape/Disc Ass'n, 10 Columbus Circle, Suite 2270, New York, N.Y. 10019. Tel: (212) 956-7110. Exec. VP: Henry Brief.

J C O A, see Jazz Composer's Orchestra Ass'n Inc.
Jazz Composer's Orchestra Ass'n Inc. (JCOA), 500 Broadway, 4th fl., New York, N.Y. 10012. Tel: (212) 925-2121.

Kappa Kappa Psi, Nat'l Honorary Band Fraternity, Oklahoma State Univ., 122 Setalet Center, Stillwater, Okla. 74078. Tel: (405) 372-2333.

M A A, see Music Assocs. of America.
Masterwork Music & Art Foundation Inc., 300 Mendham Rd., Morristown, N.J. 07960. Tel: (201) 538-1860. Development Dir.: Arthur E. Ravander.

Memphis Rec'g Prod'rs Ass'n, Commerce Tower, Suite 1590, 1 Commerce Square, Memphis, Tenn. 38103. Tel: (901) 523-0533. Cable: HAMCAST. Sec'y-Treas.: Harold C. Streibich.

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Pressing capacity: 45-10,000 units/shift; LP-30,000 units/shift
Columbia Rec. Prod'ns, 1801 Century Park W., Century City 90067. Tel. 556-4700. (Sales office only)

Plants: Terre Haute, Ind., Pitman, N.J., CBS Recs. Inc.

Custom Recs., see Cadet Recs

Fidelatone Mfg. Co. Inc., 12848 Weber Way, Hawthorne 90250. Tel: 678-4346. Pres.: Richard L. Artz; Sales Mgr.: Rosemary Harrison.

Finebit Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood 90038 Tel: 466-9511
Cable: COEXPORT. Telex: 698393. Pres. Alwin P. Schmid; VP & Tape Sales Mgr.: Joseph Bouzaglou; Sales Mgr.: Manuel Munoz. (Plating & pressing only)

K M Recs. Inc., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres. Glade Merkle; VP Custom Servs.: Jim Auchterlonie, VP Audiophile Sales Mike Malan, Mktg. & Adv. Mgr. Bruce Leek. (Pressing only)

Kdisc (sub of Keycor Century Corp.), 6550 Sunset Blvd., Hollywood 90028 Tel. 466-1323 Pres.: Richard B. Keycor; Gen. Mgr.: Bill Lightner.

Plant: Saugus, Calif.

Korelich Eng'g & Mfg. Co., 6331 Santa Monica Blvd., Hollywood 90038 Tel 462 2545 (Pressing only)

Pressing capacity: 45-5,000 units/day, LP-2,000 units/day

James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena 90247. Tel: 321-2187 (Plating & processing only)

Monarch Rec. Mfg. Corp. (sub. of ElectroSound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352. Tel: 767-8833 VP & Gen. Mgr.: Bob Barone; VP Sales: Nate DuRoff

Home office: Holbrook, N.Y., ElectroSound Group Inc.

Pressing capacity: 45-30,000 units/day; LP-100,000 units/day

P R C Rec'g Co (div of Richmond Rec'g Corp.), 18700 Laurelpark Rd., Compton 90220. Tel: 979-8545. Pres. Hugh Landy, VP Sales: David Grant

Home office: New York, N.Y.

Pressing capacity: 45-50,000 units/day, LP-60,000 units/day

P W Rec. Mfg. Corp (div of the Bestway Group), 12848 Weber Way, Hawthorne 90250 Tel: 678-4346 Pres. Howard A. Massier, Sales Mgr.: Jim Doyle

Home office: Mountainside, N.J., Bestway Prods. Inc.

Pressing capacity: 45-15,000 units/day, LP-30,000 units/day

R C A Recs., 6363 Sunset Blvd., Hollywood 90028 Tel 468 4039 (Sales office only)

Home office: New York, N.Y.

Plant: Indianapolis, Ind.

Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica 90440 Tel: 829-3476 TWX (910) 343-7420 Pres. Jack G. Brown, Prod'n Supervisor Steve Sheldon

Pressing capacity: 45-25,000 units/day, LP-50,000 units/day

Virco Rec'g Inc., 700 S. Date Ave., Alhambra 91803 Tel 283 1888.

● SAUGUS (Area Code 805)

Kdisc (sub of Keycor Century Corp.), 26000 Springbrook Ave Zip: 91350 Tel 259-2360 Pres.: Richard B. Keycor, Gen. Mgr.: Bill Lightner (45 & LP)

Office: Hollywood (Los Angeles Metropolitan Area), Calif

CONNECTICUT

● HAMDEN (Area Code 203)

Record Prods of America Inc., 700 Sherman Ave. Zip 06514 Tel 248-6371 Pres. Stanley Roczynski, VP & Sales Mgr. Steve Suzanski (Plating & processing only)

● NORWALK AREA (Area Code 203)

Cook Labs Inc., 375 Ely Ave., South Norwalk 06854 Tel 853 3641 Pres Emory Cook (45 & LP)

FLORIDA

● CLEARWATER (Area Code 813)

Eva-Tone Soundsheets Inc., PO Box 7020, Zip 33518 Tel 577 7000 Pres Dick Evans; Sales Mgr.: Jack Miller, Adv. Mgr. Paul S. Cooper (Flexible disk pressing only)

● FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313 Tel 587 6011. Pres. Dick Smith, Sales Mgr. Mike Muller (45 & LP)

● MIAMI METROPOLITAN AREA (Area Code 305)

Allison-Alhambra Recs. Inc., 4380 NW 128 St. Dpa Locka 33054 Tel 685-8396 Telex 522178

Caribbean Recs. Mfg. Corp., 3081 NW 24 St Zip 33142 Tel 633 4322/9963 Telex 441453 (Pressing only)

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015 Tel 558 9211 (Plating & processing only)

● ORLANDO (Area Code 305)

Magnetix Disc Corp., 700 W Bay St., Winter Garden 32787 Tel 656 4494 Pres. John Lory

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• **ATLANTA METROPOLITAN AREA
(Area Code 404)**

Georgia Rec. Pressing, PO Box 811, 905 Bankhead Hwy. SE, Mableton 30059. Tel: 948-4138. Gen. Mgr.: Keith Fields

ILLINOIS

• **CHICAGO METROPOLITAN AREA
(Area Code 312)**

Columbia Rec. Prod'ns, 630 N. McClurg Court. Zip: 60611. Tel: 944-6000 (Sales office only) Pressing only
Planks: Terre Haute, Ind.; Pitman, N.J.
The Diskwerks, 1244 Remington Rd., Schaumburg 60195. Tel: 885-1330
Contacts: Michael Freeman, Iain Burgess, John Peluso
Kiderian Recs. Prod'ns, 4926 W. Gunnson St. Zip: 60630. Tel: 545-0861.
Pres.: Raymond Peck; Gen. & Sales Mgr.: George Peck
Musical Prods. Inc., 521 W. 26 St. Zip 60616. Tel: 225-9117
Sound Studios, 230 N Michigan Ave. Zip. 60601. Tel: 853-0550. (Pressing only)

INDIANA

• **INDIANAPOLIS (Area Code 317)**

R C A Recs, 6550 E. 30 St. Zip: 46219 Tel: 267-5000.
Home office: New York, N.Y.

• **RICHMOND (Area Code 317)**

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374.
Tel: 962-9511. Pres.: Hugh Landy; VP Sales: David Grant.
Home office: New York, N.Y.
Pressing capacity: 45-200,000 units/day; LP-150,000 units/day.

• **SHELBYVILLE (Area Code 317)**

ElectroSound Midwest Inc. (sub. of ElectroSound Group Inc.), PO Box 476, 1805 W. Rt. 44. Zip: 46176. Tel 392-4161. Chief Exec.: Jeff Mellentine.
Home office: Holbrook, N.Y., ElectroSound Group Inc.

• **TERRE HAUTE (Area Code 812)**

Columbia Rec. Prod'ns, 1400 Fruitridge Ave. Zip 47805. Tel: 466-8111. VP Mgt.: Disk & Tape: Ken Lemry. (Pressing only)
Sales offices: Century City (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.

LOUISIANA

• **VILLE PLATTE (Area Code 318)**

Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip 70586. Tel 363-2104.
Pres.: J. Floyd Soileau. Sales Mgr.: Ronnie Soileau.

MICHIGAN

• **DETROIT (Area Code 313)**

Archer Rec Pressing Co., 7401 E. Davison. Zip 48212 Tel 365-9545

MISSISSIPPI

• **JACKSON (Area Code 601)**

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W Northside Dr. Zip. 39213.
Tel: 982-4522. (Pressing only)

MISSOURI

• **ST. LOUIS METROPOLITAN AREA
(Area Code 314)**

Midwest Custom Rec. Pressing, PO Box 92, 6 Grandview Park Dr., Arnold 63010 Tel 464-3013. Pres. Richard Schaumberger; Sales Mgr.: Lisa T. Weske
Pressing capacity: 45-40,000 units/week; LP-75,000 units/week
Technisonic Studios Inc., 1201 S. Brentwood Blvd Zip 63131 Tel: 727-1055.

NEW JERSEY

• **ANCORA (Area Code 609)**

Presswell Recs. Mfg. Co., White Horse Pike & Ehrke Rd Zip 08037 Tel 561-5250.

• **CRANBURY (Area Code 609)**

Hub-Servali Rec Mfg. Corp., Cranbury Rd Zip 08512 Tel 655-2166 (Pressing only)

• **ELIZABETH (Area Code 201)**

Lened Int'l Corp., 489 Henry St Zip 07201 Tel 354-5205 Telex 138767

• **HAWORTH (Area Code 201)**

Trutone Recs., 163 Terrace St. Zip 07641 Tel 385-0940

• **MOUNTAINSIDE (Area Code 201)**

Bestway Prods. Inc., 1105 Globe Ave Zip 07092 Tel 232 8383. Pres. & Sales Mgr Howard Massler (Pressing only)
Pressing capacity: 45-75,000 units/day; LP-55,000 units/day

• **NEWARK (Area Code 201)**

Peter Pan Inds., 145 Komorn St. Zip 07105 Tel 344 4214 Pres Martin Kasen; Sr. VP Donald Kasen. Nat'l Sales Mgr James Monaghan, Sales Admin'r Dee Stiempler Local branch: 88 St Francis St Zip 07105 Tel 344 4214. (Pressing only)

Sun Plastics Co Inc., 900 Passaic Ave., East Newark 07029 Tel 482 6749. NYC (212) 349-0977. Pres Jerry Salerno, Sales Mgr Rocco Salerno.

• **NORTH PLAINFIELD (Area Code 201)**

Peerless Audiophile Rec Corp (div of the Bestway Group), 333 North Or Zip 07060 Tel 755-7000 (Audiophile Rec Mfg)
Home office: Mountainside, N.J. Bestway Prods Inc
Pressing capacity: LP-9,000 units/day

• **PITMAN (Area Code 609)**

CBS Recs Inc., Woodbury-Glassboro Rd Zip 08071 Tel 589-8000 (Pressing only)

Sales offices: Century City (Los Angeles Metropolitan Area), Calif., Chicago, Ill.; New York, N.Y.

• **SOMERDALE (Area Code 609)**

Superior Rec Pressing Corp., 900 Kennedy Blvd Zip 08083. Tel 784-6600 (Pressing only)

Tracy-Val Corp., Somerdale Ind'l Park, 201 Linden Ave. Zip: 08083. Tel: 627-3000. Pres.: James A. Miller; Sales Mgr.: Joan Miller. (Plating only)

• **WOODBURY (Area Code 609)**

Sound Makers Rec. Mfg. Co. Inc., PO Box 601. Zip: 08096. Tel: 456-0119 (Pressing only—45 & LP)

NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**

Bill Hunter's Rec'g Serv., 118 Alcazar NE. Zip: 87108. Tel: 268-8442 (Pressing only)

NEW YORK

• **CLARENCE (Area Code 716)**

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip: 14031. Tel: 759-2600. (Plating & processing only)

• **HAUPPAUGE (Area Code 516)**

Hauppauge Rec. Mfg. Ltd., 15 Gilpin Ave. Zip: 11788. Tel: 234-0200. TWX: (510) 227-8553. Exec. VP: Donald L. Diesen; Prod'n Control Mgr.: Charles Stein. (Pressing only)

• **HOLBROOK (Area Code 516)**

Electrosound Group Inc., 725 Broadway Ave. Zip: 11741. Tel: 567-3700. Corporate Pres.: Richard H. Burkett; Pres. Music Div.: Dick Mexner; Nat'l Sales Mgr.: Ron Roberto. Local plant: Goldisc Rec'g Inc., Veterans Hwy & Broadway. Zip: 11741. Tel: 589-0462; NYC (212) 581-5641. Pres.: Richard Meamer; Sales Mgr.: John Finnegan; Adv. Mgr.: Rich Renda. Plants: Sun Valley (Los Angeles Metropolitan Area), Calif.; Monarch Rec. Mfg. Co.; Shelbyville, Ind.; Allentown, Pa.; Allentown Rec. Co. Inc.

• **HOLTSVILLE (Area Code 516)**

Donora Mfg. Co. Inc., 658 Blue Point Rd. Zip: 11742. Tel: 654-1110; NYC (212) 895-1955. Pres.: Ray Kessel.

• **HUNTINGTON STATION (Area Code 516)**

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090.

• **NEWBURGH (Area Code 914)**

Larchwood Music Co. Inc., 639 Broadway. Zip: 12550. Tel: 561-6888. (Pressing only)

• **NEW YORK METROPOLITAN AREA (Area Code 212)**

Apexon Rec. Pressing, 44-27 Purves St., Long Island City 11101. Tel: 937-4038.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City 11103. Tel: 721-5599. Pres.: Andrew M. Poncic; Sales Mgr.: Roman Krawcw; Adv. Mgr.: Don Zemann. (Pressing only)

Audio Matrix Inc., 915 Westchester Ave., Bronx 10459. Tel: 589-3500. Local sales office: 1290 Ave. of the Americas. Zip: 10019. Tel: 247-8289. (Plating & processing only)

Bestway Prods., see listing under Mountainside, N.J.

Columbia Rec. Prod'ns, 49 E. 52 St. Zip: 10022. Tel: 975-4321 (Sales office only).

Plants: Terre Haute, Ind.: Pitman, N.J.: CBS Recs. Inc.

Delta Rec'g Corp., 16 W. 46 St. Zip: 10036. Tel: 840-1350. (Plating & processing only)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390

Electrosound Group Inc., 1290 Ave. of the Americas. Zip: 10019. Tel: 581-5641. (Sales office only)

Home office: Holbrook, N.Y.

Plants: Sun Valley (Los Angeles Metropolitan Area), Calif.; Monarch Rec Mfg Co., Shelbyville, Ind.; Holbrook, N.Y.; Goldisc Rec'g Inc.: Allentown, Pa.; Allentown Rec. Co. Inc.

Europadisk Ltd., 75 Varck St. Zip: 10013. Tel: 226-4401. Cable: EURDPA-DISK. TWX: (710) 581-2034. Pres.: James P. Shelton; VP: Christian S. Lach; Prod'n Mgr.: (Ms) Pat Rosiello (Audiophile Rec. Plating & Pressing)

Mastercraft Rec. Plating Inc., 609 W 51 St. Zip: 10019. Tel: 265-6040 (Plating & processing only)

The Music Connection, 350 W. 55 St. Zip: 10019. Tel: 586-3537. Pres. Rich Rallon; VP Sales: Fred Levy. (Pressing only)

P R C Rec'g Co. (div of Richmond Rec'g Corp.), 1185 Ave. of the Americas. Zip: 10036. Tel: 997-1250. Pres.: Hugh Landy; VP Sales: David Grant. (Executive & Sales Offices only)

Plants: Compton (Los Angeles Metropolitan Area), Calif.; Richmond, Ind Quintole Inc., 40 W. 27 St. Zip: 10001. Tel: 689-9100. Pres. Michael Halpern.

R C A Recs., 1133 Ave. of the Americas. Zip: 10036. Tel: 930-4000 (Sales office only)

Sales offices: Los Angeles, Calif.; Nashville, Tenn

Plant: Indianapolis, Ind

R G H Rec. Mfg. Corp., 750 Eighth Ave. Zip: 10036. Tel: 354-4336. (12" Pressing only)

Romaba Rec. Pressing Corp., 33-34 St., Brooklyn 11232. Tel: 499-3060.

Pres.: Theodore Kolsky. (Standard & Picture Disc Pressing)

Pressing capacity: 45-20,000 units/day; LP-10,000 units/day

Sony Corp. of America, 9 W 57 St. Zip: 10019. Tel: 371-5800. Telex: 0147212. 424595. (Manufacturing of Laser/Optical Videodisks only)

Sound Technique Inc., 130 W. 42 St., Zip: 10036. Tel: 869-1323. Pres.: Gladys Hopkowitz.

Video Disc Tech. Labs Inc., 750 Eighth Ave., Suite 205. Zip: 10036. Tel: 997-0063. Pres.: David Moldauer.

• **STILLWATER (Area Code 518)**

Wildwood Entertainment, 48 Hillside Colony. Zip: 12170. Tel: 664-3377. Pres.: Vincent Meyer Jr.; Sales Mgr.: Erich Borden (Plating & Processing only)

• **UTICA (Area Code 315)**

Dneda Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski. (Pressing only)

• **WYANDANCH (Area Code 516)**

P R I Rec. Pressing, 410 Long Island Ave. Zip: 11798. Tel: 643-3353.

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Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. (Plating & processing only)
Q C A Custom Pressing Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr.: Keith Myers; Plant Mgr.: Ken Martin
Pressing capacity: 45-4,000 units/shift; LP-5,000 units/ shift
Rate Rec. Prod'ns Inc., 9745 Mangham Dr. Zip: 45215. Tel: 733-5533. Owner Carl J. Burkhardt; Pres.: Philip M. Burkhardt; VP Prod'n: Lan A. Achley; VP Graphics: Kenneth O. Keith Jr.; Sales Mgr.: Dan Burton
Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: B. Hyrne.

- **CLEVELAND (Area Code 216)**
Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie
Pressing capacity: 45-1500 units/day; LP-1500 units/day.
- **COLUMBUS (Area Code 614)**
Mus-i-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander. (Pressing only)

PENNSYLVANIA

- **ALLENTOWN (Area Code 215)**
Allentown Rec. Co. Inc. (sub. of ElectroSound Group Inc.), 1002-10 Walnut St. Zip: 18102. Tel: 433-7405.
Home office: Holbrook, N.Y., ElectroSound Group Inc.
Sales office: New York, N.Y., ElectroSound Group Inc.
- **MECHANICSBURG (Area Code 717)**
Baldwin Sound Prod'ns Inc., 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0787. (Pressing only)
- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277, NYC (212) 966-3185. Pres.: Morris Ballen; VP: Paul Deny. (Pressing only)
Hodge Rec. Mfg. Co., 1314-24 S. Howard St. Zip: 19147. Tel: 334-5662. (Pressing only)
Plastic Ents. Corp., 1360 Industrial Hwy., Southampton 18966. Tel: 355-7555. Pres.: Joe Stewart.
Valley Exports Int'l Inc., PO Box 8, Marion Sta. Zip: 19066. Tel: 473-0108. Contact: Larry Ballen. (Designer & builder of pressing plants)
- **SCRANTON AREA (Area Code 717)**
Specialty Recs. Corp., 1400 E. Lackawanna Ave., Olyphant 18447. Tel: 383-2471. TWX: (510) 671-4580.

PUERTO RICO

- **SAN JUAN (Area Code 809)**
Rio Piedras Recs. & Discos Borinquen, GPO Box 4785. Zip: 00936. Tel: 790-2188/2186/2142. Pres.: Oario Gonzalez; Gen. & Sales Mgr.: Benito Valdes. (Pressing only)

TENNESSEE

- **KINGSPORT (Area Code 615)**
Phonodisc Labs., PO Box 3950, 2006 E. Center St. Zip: 37664. Tel: 246-2610. Pres.: Richard A. Salyer; Gen. Mgr.: Sharon Salyer.
- **MEMPHIS (Area Code 901)**
Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 276-7160. (Pressing only)
- **MURFREESBORO (Area Code 615)**
Volunteer Rec. Pressing, 1142 Haley Rd. Zip: 37130. Tel: 890-3222/3234, 244-3535. Co-Owners: Jimmy & Debbie Lenahan. (Pressing only)
Pressing capacity: LP-6,000 units/day.
- **NASHVILLE (Area Code 615)**
Chumley Prod'ns., PO Box 100823, 2802 Foster Ave. Zip: 37210. Tel: 833-6184. Pres.: P.E. Chumley.
Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. (Sales office only) (Pressing only)
Plombs: Terre Haute, Ind.; Pitman, N.J.; CBS Recs. Inc.
Dixie Rec. Pressing Inc., 631 Hamilton Ave. Zip: 37203. Tel: 256-0922. (Pressing only)
M F P Inc., 453 Chestnut. Zip: 37203. Tel: 256-6161. (Plating & processing only)
Nashville Album Prod'ns Inc., 1114 Gallatin Rd. N., Madison 37115. Tel: 883-2153. (Pressing only)
Nashville Phono Matrix Inc., 310 Chestnut St. Zip: 37210. Tel: 244-2405. Pres.: Betty J. Kemp; Gen. Mgr.: Michael Kemp; Sales Mgr.: Thomas E. Kemp. (Plating & processing only-45 & LP)
Nashville Rec. Prod'ns, 469 Chestnut St. Zip: 37203. Tel: 259-4200.
Precision Rec. Pressing Inc., 70 Visco Court. Zip: 37210. Tel: 256-8978. VP: Ronnie Yearwood. (Pressing only)
R C A Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880.
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Sound of Nashville Inc., 305 11 Ave S. Zip: 37203. Tel: 244-1124.
Southern American Rec. Pressing Co. Inc.-Tel: 256-2521-see Sound of Nashville.
Joe Talbot & Assocs., 2 Music Circle S., Zip: 37203. Tel: 244-7954.
United Rec. Pressing Inc., 453 Chestnut St. Zip: 37203. Tel: 259-9396. (Pressing only)

TEXAS

- **AUSTIN (Area Code 512)**
M B A Prod'ns, 8914 Georgian Dr. Zip: 78753. Tel: 836-3201/3194. Pres.: Roy J. Montgomery Sr.; VP: Shirley A. Montgomery.
P S G Rec'g Studio, PO Box 1482, 4322A N. Lamar Blvd. Zip: 78767. Tel: 454-5653. Pres.: Pedro S. Gutierrez. (Pressing only)
- **DALLAS (Area Code 214)**
Rainbow Rec. Pressing, 2721 Irving Blvd. Zip: 75207. Tel: 630-6401. Pres.: Bob Cline; VP Sales: Phil Kalan. (Pressing only)
Pressing capacity: 45-30,000 units/week; LP-40,000 units/week.
- **HOUSTON (Area Code 713)**
Houston Recs. Ltd., PO Box 21243, 3300 Jensen Dr. Zip: 77226. Tel: 223-5971. Pres.: Gasper Puccio; Sales Mgr.: Gary Puccio. (Pressing only-45 & LP)
- **SAN ANTONIO (Area Code 512)**
Joey Recs., 6703 W. Commerce. Zip: 78227. Tel: (512) 432-7893.

Texas Rec. Mfg. Inc., 1422 W. Poplar, Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee, Sales Mgr., Jeannie Hill.

● **SAN BENITO (Area Code 512)**

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Sales Mgr. John F. Phillips. (Pressing only)

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● **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres. Ray Alexander, Sales & Adv. Mgr., Georgia Alexander.

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● **YUMA (Area Code 602)**

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ARKANSAS

● **LITTLE ROCK (Area Code 501)**

Blaze Org. Ltd., Music Mktg. Div., 913 Bedford St. Zip: 72202. Tel: 376-9379. Pres. Abdul Hameed Mustafa; Exec. VP: Gregory L. Hardy. (Rec. Promo & Public Relations)
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CALIFORNIA

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

Agee, Stevens & Acree Inc., 3815 W. Olive St., Burbank 91505. Tel: 841-4746. (Public Relations)
Alfie Recs. (div. of Sound Syndicate), 7769 Melrose Ave. Zip: 90046. Tel: 653-4818. Pres.: Al Durand, Sales Mgr.: Dick Gordon
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Apple Juice Prod'ns, 6769 Lexington. Zip: 90038. Tel: 464-2482.
Art Benson Promos./Creative Minds, 1560 N. La Brea, Suite M, Hollywood 90028. Pres. Arthur H. Benson; Sales Mgr.: Howard Wormser.
Fred Benson Promo., PO Box 14856, Long Beach 90803. Tel: 433-5735, 463-9311. Pres. Fred Benson.
Blue Island Entertainment, 1446 N. Martel, Suite 3. Zip: 90046. Tel: 851-3161. Pres. Bob Gilbert, Sales Mgr.: Fleming Colgate. (Rec. Promo & Public Relations)
Bly/Hakim Org. Inc., 19301 Ventura Blvd., Suite 202, Tarzana 91356. Tel:

907-0324. Contacts: Stan Bly, Jack Hakim. (Rec. Promo & Public Relations)

Broadway/Hollywood Recs./Broadway Baby Recs., Box 10051, Beverly Hills 90213-3051. Tel: 998-9839. Pres. Doris Chu Yeko.
Carman Prod'ns, 15456 Cabrito Rd., Van Nuys 91406. Tel: 873-7370. Pres.: T.R. Skeeter.

Bobbi Cowan & Assocs., 236 1/2 S. Robertson Blvd., Beverly Hills 90211. Tel: 858-8686. (Public Relations)

Creative Minds Inc., see Art Benson
Endless Music Promos./Prod'ns, 12854 Landale St., Studio City 91604. Tel: (213) 760-1979. Pres. Rusty Garner.

The Entertainment Group, 1626 N. Wilcox, No. 704. Zip: 90028. Tel: 851-0800. Pres.: Thad Anders, Sales Mgr.: Dean Cloud. (Rec. Promo & Public Relations)

Lu Fields Promos Inc., PO Box 4200, Hollywood 90028. Tel: 469-7101. Owner & Pres.: Lu Fields; Gen. Mgr.: Vicki Rappee.

Don Graham Promos Ltd., 2768 La Cuesta Dr. Zip: 90046. Tel: 874-8334. Pres.: Don Graham. (Rec. Promo & Public Relations)

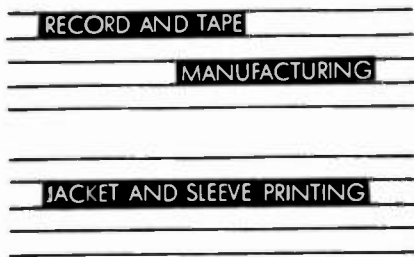
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Hinton & Swendsen Promos, 6255 Sunset Blvd., Suite 603, Hollywood 90028. Tel: 462-6808.

Branch: Cleburne, Tex.
Kosh & Co., 1584 Crossroads of the World, Hollywood 90028. Tel: 766-0441.

Ray Lawrence Ltd., PO Box 1987, Studio City 91604. Tel: 874-1931.
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Tel: 550-3922. (Public Relations)
Branch: New York, N.Y.

A. D. Muscolo Promos., 4441 Beck St., North Hollywood 91602. Tel: 760-0383.

Parallel Promos. 6253 Hollywood Blvd., Suite 612, Hollywood 90028. Tel: 463-9500.

Bruce Fortmann & Assocs., 18009 Keswick St., Reseda 91335. Tel: 345-5739.

Tony Richland Promo., 1942 N. Normandie Ave. Zip: 90027. Tel: 668-1032.
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Kenny Ryback/Promo., PO Box 69332. Zip: 90069. Tel: 656-2300. Owner & Pres.: Kenny Ryback; Retail & College Mgr.: Dallas Kelly; Adm. Ass't: Melissa Thompson. (Rec. Promo. & Publicity—ADR only)

Solters/Roskin/Friedman Inc., 9255 Sunset Blvd. Zip: 90069. Tel: 278-5692. (Public Relations)
Home office: New York, N.Y.

Judy Stearns Promo., 6447 Drange St. Zip: 90048. Tel: 653-7715. (Adult Contemporary)

Nina Stern Public Relations, 2163 Vista del Mar. Ave., Hollywood 90028. Tel: 462-3539. (Public Relations)

Tar Prod'n Co. Inc., 12029 Ventura Blvd., Studio City 91604. Tel: 985-3560.

Nick Therry Rec. Promo., 3008 Belden Dr. Zip: 90068. Tel: 469-2719. Pres.: Nick Therry.

Norman Winter & Assocs., 6255 Sunset Blvd., Suite 714, Hollywood 90028. Tel: 462-7453. Pres.: Norman Winter. (Public Relations & Publicity)

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Pres.: August G. Blume; VP: Nancy D. Blume; Northern Calif. Promo. Mgr.: Susie Davis.

Cathy Furniss & Assocs., 680 Beach St., Suite 445. Zip: 94109. Tel: 885-2807.

Cathryn Hrudicka, 2478 Fulton St. Zip: 94118. Tel: 668-6397.

Sylvia White, 2383 Union St., No. 4. Zip: 94123. Tel: 567-6935.

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Tea Pot Prod'ns. 135 NE 202 Terr. N., Zip: 33179. Tel: 653-0742. Pres.: Kai Fagan.

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Stan Green & Assocs., 110 Spring St. Zip: 30303. Tel: 233-1333, 524-4566.
Pres.: Stan Green; Gen. Mgr.: Keith Winslow.
Nationwide Music-Rec. Inds., see CDE
Wade Pepper Promos., 1195 Mount Paran Rd. NW. Zip: 30327. Tel: 233-5167.

Pro-Talent Consultants, PO Box 29543. Zip: 30359. Tel: 424-1684. Pres.: J. Richard Eckert; Sales Mgr.: Glen Elliott. (Rec. Promo. & Public Relations)

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Home office: Singapore.

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Pres.: R.C. Hillsman; Sales Mgr.: Frank Howard Jr.; Adv. Mgr.: Howard Pittman.

Howard Bedno & Assocs. Inc., 549 W. Fullerton Pkwy. Zip: 60614. Tel: 883-0100.

Chicago Intk, 520 N. Michigan Ave., No. 610. Zip: 60611. Tel: 661-1616
Tel: 724389. Pres.: Walter Paas. (Rec. Promo. & Public Relations).

M. M. Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip

60611. Tel: 787-0804. Cable: MMCDLE. Pres: Shepard Stern; Sales Mgr.: J.C. Cole; Adv. Mgr.: Mike Stern

Tony Gideon Promos., PO Box 21460, 1024 W. 87 St. Zip: 60620. Tel: 874-5619. Pres.: Tony Gideon.

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Pres.: Raymond Peck; Gen. & Sales Mgr.: George Peck.

Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.

National Radiophone, PO Box 235, Highland Park 60035. Tel: 395-1331
Pres.: David J. Dahl.

Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346. Zip: 60620. Tel: 778-8760. Pres. & Gen. Mgr.: Vytautas Beleska; Sales Mgr.: Rudy Markus; Special Projects Mgr.: D. Jaras

PolyCom Prod'ns, 201 E. Erie St. Zip: 60611. Tel: 337-6000. Pres.: Richard Jablonski; Dpns. Mgr.: Dave Bertz; Sales Mgr.: Carmen Trombetta. (Rec. Promo. & Public Relations).

Press Relations Inc., PO Box 375, Wilmette 60091. Tel: 975-0205. Dwner: Cary Baker. (Rec. Promo. & Publicity)

Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Ron Schwartz.

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Mar-Kay Rec. Co., 1 Scotch Pine Dr. Zip: 62234. Tel: 344-4443. Pres.: Hubert Joyce; VP & Sales Mgr.: Ron Allen; Gen. Mgr.: Phyllis Neely. (Rec. Promo. & Public Relations)

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Dperation Music Ents., 233 W. Woodland Ave. Zip: 52501. Tel: 682-8283.
Pres.: Nada C. Jones. (Rec. Promo. & Public Relations)

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Charles Martignette Mgmt., PO Box 9295. Zip: 02114. Tel: 734-5400. Pres.: Charles Martignette Jr.; Adv. Mgr.: Dudley Winchester.

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Branch: Eastchester, N.Y.

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Pres.: Leo Cheslak.

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. Pres.: R.G. Heppard. (Rec. Promo & Public Relations)

R M T Prod'ns, 6227 Potomac Circle, West Bloomfield 48033. Tel: 585-8887, 661 5167. Pres: Bob Szajner; Sales Mgr: Laura Holiday (Rec. Promo & Public Relations)

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Int'l branch: Canada, 7 Province Dist'g
International Spotlite Promos Inc., 1100 E. Bridger St. Zip: 89101. Tel: 386-4806/5945. Pres.: Lonnie Lee.
Music Artist Promos., 2010 E. Charleston Blvd., Suite 102. Zip: 89104. Tel: 382-2086. Pres.: Tommy DeVito; Promo. Dir.: Ciro Graziano.

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Pres.: Robert Schumann; Gen. Mgr. Charlie Roberts; Sales Mgr.: Linda Charamonte. (Rec. Promo. & Public Relations)

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• MONTCLAIR (Area Code 201)
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E-Mc Rhythm Ltd Inc., PO Box 10167. Zip: 07101. Tel: 676-1375. Pres. & Sales Mgr.: Eric R. McPherson Jr.

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Sol Abrams Assocs. Inc., 331 Webster Dr. Zip: 07646. Tel: 262 4111. Pres: Sol Abrams. (Publicity, Public Relations)

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Bill Hunter's Rec'g Serv., 118 Alcazar NE. Zip: 87108. Tel: 268 8442
Sun Concerts, 457-J Washington SE. Zip: 87108. Contact: R.J. Lamo

• BELEN (Area Code 505)
Little Richie Johnson Agency, 610 Dales Ave. Zip: 87002. Tel: 864-7441
Pres.: Little Richie Johnson

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• ARDSLEY (Area Code 914)
Blue Chek Music Inc., PO Box 74. Zip: 10502. Tel: 592-3479.

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American Renaissance Music Int'l (ARM), PO Box 1124. Zip: 13902. Tel: 754-5748. Pres.: A.R. Moss. (Rec. Promo. & Public Relations)

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• CLARENCE (Area Code 716)
Mark Custom Rec'g Inc., 10815 Bodine Rd. Zip: 14031. Tel: 759-2600

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Home office: Brockton, Mass.

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A. D. Adams Advertising Inc., 9 E. 38 St. Zip: 10016. Tel: 685-9060. Pres: A.D. Adams. (Rec. Promo. & Public Relations)
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B B Publicity, 3025 Ocean Ave., Brooklyn 11235. Tel: 646-0352. Pres.: Bob Bank. Sales Mgr.: Ellen Lerner; Promo Dir.: Ron Michaels.
Int'l branch: Canada.

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J Bingo Prod'ns Inc., 1456 Dhm Ave., Bronx 10465. Tel: 829-9117. Pres: Joe Bingo; Sales Mgr: Claire Franko. (Rec. Promo. & Public Relations)

Bert Bogash & Assocs., 322 W. 57 St. Zip: 10019. Tel: 397-0989. (Public Relations & Marketing)

Budd Prod'ns, 157 W. 57 St. Zip: 10019. Tel: 247-4896. Pres.: Budd Hella well (Public Relations, Rec. Promo & Publicity)

Lee Canaan Assoc. Ltd., 51 E. 42 St. Zip: 19117. Tel: 682-4155. Pres.: Lee Canaan (Public Relations)
Contact Publicity Inc., 1904 Glenwood Rd., Brooklyn 11230. Tel: 434-8881

Pres. Jo Ann Abrams.
 Copy-Art Photographers (div of James J. Kriegsmann Inc.), 165 W. 46 St.
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 D I S Co., 151 E. 81 St., Suite 3C Zip: 10028. Tel: 794-1417. Dir. David
 Salidor. (Public Relations & Publicity)
 Disc Communications Ltd., 743 Fifth Ave. Zip: 10C23. Tel: 371-0390
 Juggy Gayles Inc., 67-45 E. 190 Ln., Fresh Meadows 11365. Tel: 454-6593
 Pres.: Juggy Gayles.
 Richard Gerth Assocs. Inc., 200 W. 57 St. Zip: 10019. Tel: 757-1101. (Public
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 Glenn Prods & Promos., 157 W. 57 St. Zip: 10019. Tel: 265-6585. Pres.
 Ben Arrigo.
 Ren Grevall Assocs. Ltd., 200 W. 57 St., Suite 907 Zip: 10019. Tel: 582-
 0252. Pres.: Ren Grevall.
 Bernie Ilson Inc., 65 W. 55 St. Zip: 10019. Tel: 245-7950. (Public Relations)
 Steven Leeds Promo. Consultants, 234 W. 56 St. Zip: 10019. Tel: 489-1731.
 Pres.: Steve Leeds.
 Levinson Assocs. Inc., PO Box 595, Murray Hill Sta. Zip: 10016. Tel: 595-
 3336.
 Home office: Los Angeles, Calif.
 Lippin & Grant Inc., 46 E. 61 St. Zip: 10021. Tel: 838-6140. VP Corp. Affairs
 Daniel Leinweber; VP Entertainment: Evelyn Shriver.
 Home office: Los Angeles, Calif.
 Mahoney/Wasserman & Assocs. Inc., 110 E. 59 St. Zip: 10022. Tel: 751-
 2060. (Public Relations)
 Home office: Los Angeles, Calif.
 Music Mktg. Systems Co., 150 W. 58 St. Zip: 10019. Tel: 977-4166. Telex
 (domestic) 968003. (Int'l) 238790. Pres.: Roy A. Norman; Mktg. Dir.
 Marcia W. Bitterman.
 Music Resources Int'l Corp., 21 W. 39 St., 5th fl. Zip: 10018. Tel: 869-2299
 Pres.: Andy Hussakowsky; Sales Mgr.: Gene O'Brien. (Rec. Promo & Pub-
 lic Relations)
 Nostalgia Lane Inc., 200 W. 57 St. Zip: 10019. Tel: 582-5390. Pres.: Lee
 Halper; Sales Mgr.: Wally Russel.
 Myrna Post Assocs., 145 E. 49 St. Zip: 10017. Tel: 935-7122
 Potnick Prods Int'l, 2067 Broadway, Suite 27. Zip: 10023. Tel: 799-9190.
 Cable: POTNICKINT. Pres.: Carl D. Potnick. (Rec. Promo. & Public Rela-
 tions)
 Daniel H. Price Inc., 420 Lexington Ave. Zip: 10170. Tel: 986-1092. Acct.
 Exec.: Mitchell Price.
 Programming Aids For Progressive Radio, 80-24 257 St., Floral Park 11004.
 Tel: 347-1208. Pres.: Jay Rosen Adv. Mgr.: Jim Cohn.
 Promedeus Arts Inc., 1776 Broadway. Zip: 10019. Tel: 586-3770. Pres.: Lew
 Morris; Sales Mgr.: Jerry Present.
 Raleigh Group Ltd., 250 W. 57 St., Suite 2507 Zip: 10019. Tel: 265-4160.
 Pres.: Raleigh Pinsky; VP: Jessica Josell. (Public Relations)
 Rave, 134 E. 70 St. Zip: 10021. Tel: 734-4000. (Demo Placement)
 Rockbill Inc., 130 W. 57 St. Zip: 10019. Tel: 977-9680. Pres.: Jay I. Coleman.
 Exec. Dir. Joshua C. Simons.
 Richard H. Roffman Prods., 697 West End Ave. Zip: 10025. Tel: 749-3647
 Bd. Chm. Richard Roffman, Gen. Mgr. John Bowman; Sales Mgr.: Mal-
 vyna Cohn, Asst. Sales Mgr. Louise Sanders. (Rec. Promo. & Public Rela-
 tions)
 Ben Rosner Rec. Promo., 888 Eighth Ave. Zip: 10019. Tel: 765-2342. Owner
 Ben Rosner
 Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541 Zip: 10017

Tel: 490-2787. Pres. Jasper Samuel. (Rec. Promo. & Public Relations)
 Howard Sherman Public Relations, 682 Broadway. Zip: 10012. Tel: 777-
 4711. Pres. Howard Sherman. (Public Relations)
 Billy Smith Public Relations, PO Box 130. Zip: 10024. Tel: 787-8111. Pres
 Billy Smith. (Rec. Promo. & Public Relations)
 Solters/Roskin/Friedman Inc., 45 W. 34 St. Zip: 10001. Tel: 947-0515.
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 Fred Stuart Assocs., 45 E. 66 St. Zip: 10021. Tel: 988-4619. Pres: Fredric R
 Stuart; VP: Nancy Sanderson. (Rec. Promo. & Public Relations)
 Harriet Wasser, 250 W. 57 St., Suite 1527 Zip: 10019. Tel: 582-1960. (Pub-
 lic Relations)
 Morton Dennis Wax & Assocs., 200 W. 51 St. Zip: 10019. Tel: 247-2159.
 Cable: MORTWAX. Telex: 226000. Pres.: Morton Dennis Wax. (Rec.
 Promo. & Publicity)
 ● **SPRING VALLEY (Area Code 914)**
 Pro/Creatives, 25 W. Burda Ln. Zip: 10977. Pres., Sales & Adv. Mgr.: David
 Rapp. (Rec. Promo. & Public Relations)
 ● **STILLWATER (Area Code 518)**
 Wildwood Entertainment, 48 Hillside Colony. Zip: 12170. Tel: 664-3377.
 Pres.: Vincent Meyer Jr.; Sales Mgr.: Erich Borden. (Rec. Promo. & Public
 Relations)
 ● **UTICA (Area Code 315)**
 Onera Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel
 735-6187. Pres.: Stanley Markowski.
 ● **WOODBURY (Area Code 516)**
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 11797. Tel: 692-5044.
 Home office: New York, N.Y.

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 ● **MOORESVILLE (Area Code 704)**
 Colt Promos., PO Box 978. Zip: 28115. Tel: 663-4892. Pres & Sales Mgr.
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 ● **SOUTH MILLS (Area Code 919)**
 Amphion Prods., PO Box 307. Zip: 27976. Tel: 338-6512. Pres. Lee Mi-
 chaels; Sales Mgr.: Morris L. Manning.

OHIO

● **CINCINNATI (Area Code 513)**
 Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip 45211. Tel
 661-8810.
 Julie Godsey Independent Rec. Promo. 265 Jupiter Dr. Zip: 45238. Tel: 451-
 5793. Pres.: Julie Godsey.
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 793-8191. Pres.: Roosevelt Lee. Sales Mgr.: Ronald Lee (Rec. Promo. &
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 Dave Segel Promos. of Ohio, 1304 Cranwood Square S. Zip: 43229. Tel: 885-
 2789. Owner: Dave Segel.
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 lations)
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 Universal Audio Corp., 6540 E. Lafayette Blvd., Scottsdale 85257 Tel 949-7577.
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 Audio: Cassette, open reel, Audiscan & LaBelle cartridges.
 Video: 1" helical, 1/2" U-matic cassette, 1/4" Beta & VHS cassette

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A G I (Album Graphics Inc.), 424 N. Larchmont Blvd. Zip: 90004, Tel: 462-0821. (Sales office only) (PKG-audio & video)
 Home office: Melrose Park (Chicago Metro Area), Ill.
 A S R Rec'g Servs. Inc., 8960 Eton Ave., Canoga Park 91304, Tel: 341-1124.
 VP Sales: Bill Dawson, Prod'n Mgr.: Mike Wirrick. (PKG)
 Home office: Glen Rock, N.J.
 Audio: 8-tr., cassette.
 A T & T (Able Turntable & Tape) Rec'g Inc., 725 N. Highland Ave., Hollywood 90038 Tel: 933-5701 Pres Ted Gardner; Sales Mgr.: Carol Dbeq; (PKG-audio only)
 Audio: 8-tr., cassette, open reel.
 Video: 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Abbey Tape Dupl'r's Inc., 5358 Cartwright Ave., North Hollywood 91601, Tel: 985-3136. Pres.: Norman C. Cooke. (PKG)
 Audio: Cassette (standard & micro-computer), open reel.
 Able Turntable & Tape, see AT&T
 Album Graphics Inc. see AGI.
 Audio Encounter, 9614 Cozycroft Ave., Unit H, Chatsworth 91311, Tel. 998-7455.
 Audio: Open reel
 Bert-Co. Ents. Inc. (div. of the Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026, Tel 665-5137. (PKG only)
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 Columbia Rec. Prod'n, 1801 Century Park West, Century City 90067, Tel: 556-4700 (Sales office only)
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 E M C Corp., 6855 Santa Monica Blvd., Hollywood 90038, Tel: 463-3282. (Sales office only) (PKG)
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 Audio: Cassette, open reel.
 Excalibur Video Systems Inc., 4015 Wiishire Blvd. Zip: 90010, Tel: 384-5175. Pres. Benton Wilcoxon; Sales Mgr.: Jack Mauk. (PKG-audio & video)
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 The High End, PO Box 3117, Manhattan Beach 90266, Tel: 374-2709. Pres.: Greg Stager. (PKG)
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 Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave. Zip: 90058, Tel: 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr - Arthur Kern. (PKG only)
 J & I Cassette, 23947 Ventura Blvd., Calabasas 91302, Tel: 992-6200. (PKG-audio & video)
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 M C A Whitney Rec'g Studios Inc., 1516 W. Glendoaks Blvd., Glendale 91201 Tel: 245-6801. VP & Gen. Mgr.: Brent Albright; Tape Dupl'g Mgr.: Ted Glover.
 Audio: Cassette, open reel.
 M L Tape Dupl'g, 6935 Valjean, Van Nuys 91406, Tel: 988-2737. Pres.: Bill Ball; VP: Carol Ball; Gen. Mgrs.: Mike Hathaway, Nancy Parrish. (PKG)
 Audio: Cassette.
 Master Digital Inc., 202 Main St., Venice 90291, Tel: 399-7764. Pres.: Roger Pryor; Exec. VP: Arne Frager, Nat'l Sales Mgr.: Paul Addis. (PKG)
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 Note: Real-time audiophile cassette dupl'g from digital masters.
 Modern Album of California (div. of Pontille Inc.), 3116 Vanowen St., Bur-bank 91505, Tel: 845-7655. TWX: (910) 498-2714. Pres. William S. Pine. (PKG-audio & video)
 Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.
 Monarch Rec. Mfg. Corp. (sub. of ElectroSound Group Inc.), 9545 San Fer-rando Rd., Sun Valley 91352, Tel: 767-8833. VP & Gen. Mgr.: Bob Bar-one; VP Sales: Nate DuRoff.
 Home office: Holbrook, N.Y., ElectroSound Group Inc
 Audio: Cassette
 Montclair Studios, 13755 Bayliss Rd. Zip: 90049. Owner & Pres Wallace Todd; Studio Mgr & Chief Eng. Mirvan Todd. (PKG)
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 Video: 1/4" Beta & VHS cassette
 North American Tape Dupl'g Co., 15414 Cabrito Rd., Van Nuys 91406, Tel 781-7650. (PKG)
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 Professional Cassette Equip., 2909 Ocean Park Blvd., Santa Monica 90405 Tel 450-4499 (PKG)
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 Audio: 8-tr., cassette.
 Radio Central Recorders & Tape Dupl'g, 548 S Spring St., No. 815 Zip 90013 Tel: 626-9891. Pres. David Sigler; Sales Mgr - C Hampson. (PKG)
 Audio: Cassette, open reel
 Martin Roberts & Assocs Inc., 270 N. Canon Dr., Suite 103, Beverly Hills 90210, Tel: 273-0381. (PKG)
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 Ruggies-Reber & Assocs., 4324 Promenade Way, Suite 311, Marina del Rey 90291, Tel: 822-3189, 545-9591. Partners: Wesley Ruggles Jr., Gary Re-ber.
 Video: 1/4" Beta & VHS cassette (stereo audio available)
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 Video: 2" quad.
 U S Video, 1136 N. Highland Ave., Hollywood 90038 Tel: 464 7579
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 Valley Video, 4209 W. Burbank Blvd., Burbank 91505. Tel: 841-2387. Dwner & Chief Eng.: Robert Simonton, Sales Mgr.: Craig Abraham.
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
 Video Record Albums of America, Number 8471, Universal City 91608. Tel: 462 1099.
 Pres.: Troy Cory, Sales Mgr.: Lynn Mann
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 Vidtronics, Video Cassette Div., 855 N. Cahuenga Blvd., Hollywood 90038
 Tel: 856-8200
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette, 1/2" CVC cassette
 Virco Rec'g Inc., 700 S. Date Ave., Alhambra 91803. Tel: 283-1888.
 Audio: Cassette, open reel
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 Audio: Cassette, open reel
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette

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 Audio: Cassette

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 Coast Rec'rs, 1340 Mission St. Zip 94103. Tel: 864-5200. (PKG)
 Audio: Cassette, open reel
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 Audio: Cassette (standard & digital), open reel
 Cathy Furniss & Assocs., 680 Beach St., Suite 445. Zip: 94109. Tel: 885-2807
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 Audio: Open reel
 Highland Labs., 840 Battery St. Zip 94111 Tel: 981-5010. (PKG)
 Video: 2" quad & 1" helical open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
 Mann Endless Cassette Inds. Corp., PO Box 1347 Zip 94101 Tel: 221-2000. Pres.: Donald Mann; VP: Joseph Lee, U.S. Sales: Robert Kline, Foreign Sales & Licensing: John Bell
 Audio: Cassette (endless type)
 Harry McCune Sound Serv. Inc., 951 Howard St. Zip 94103 Tel: 777-2700 (PKG—audio only)
 Branch: Anaheim, Calif.
 Audio: Cassette, open reel
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette
 Recortec Inc., 475 Ellis St., Mountain View 94043. Tel: 962-0220. TWX (910) 379-5022. Pres.: Dr. Lester H. Lee, Sales Mgr.: Ron R. Troxell. (PKG)
 Audio: Cassette.
 Video: 1/2" Beta & VHS cassette
 Sonic Arts Corp., 665 Harrison St. Zip 94107. Tel: 781-6306. Pres.: Leo de Gar Kulkha; Gen. Mgr.: Herbert P. Haas. (PKG—audio & video)
 Video: 1" helical, 1/2" U-matic, 1/2" Beta cassette
 Stanford Int'l, 569 Laurel St., San Carlos 94070 Tel: 592 5958 Pres. & Sales Mgr.: Fred Dobbs, Dpns. Mgr.: Jan Dillard (PKG)
 Audio: Cassette
 Mark Starr Corp., 1609 64 St., Emeryville 94608. Tel: 658-0109 Pres. Gary W. Wood (PKG)
 Audio: Cassette
 Television Assocs. Inc., 2410 Charleston Rd., Mountain View 94043-1683 Tel: 967-6040. Pres.: Ed Carlstone; Sales Mgrs.: Ted Warhola, Ann Callahan. (PKG)
 Video: 2" quad, 1" type C open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
 Westape, see listing under Campbell, Calif

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 Audiodyne Co., PD Box 825. Zip: 95106. Tel: 287-3520 Pres.: Louis R. Chiaramonte.
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 M J S, 2514 Seaboard Ave. Zip 95131 Tel: 262 5544
 Audio: Cassette.

● **SANTA CLARA (Area Code 408)**
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● **SANTA CRUZ (Area Code 408)**
 Batish Rec'g Ents., 1310 Mission St. Zip: 95060 Tel: 423-1699 Pres.: S. D. Batish; VP Mktg. & Sales: Ashwin Batish, Gen. Mgr.: Ravi Batish (PKG)
 Audio: Cassette.
 Video: 1/2" VHS cassette.

● **SUNNYVALE (Area Code 408)**
 Respond Int'l Recs. Inc., 1190 Miraloma Way, Suite Y. Zip: 94086 Tel: 245-1351. Cable: RESPOND. TWX: (910) 339-9584. Pres.: Ronald L. Akhn (PKG)
 Audio: 8-tr., cassette, open reel
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette

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● **DENVER AREA (Area Code 303)**
 Aspen Ltd., 77 E. Floyd Ave., Englewood 80110. Tel: 789-2239
 Audio: 8-tr.
 Soundmark Ltd., 4950-C Nome St. Zip: 80239. Tel: 371-3076. Pres.: David C. Howard; Sales Mgr.: James F. Weaver. (PKG)
 Audio: Cassette.

CONNECTICUT

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 Audio: Cassette.

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 Audio: Cassette, open reel.
 Tapecom Inc., 45 Jefferson St. Zip: 06902. Tel: 325-1541 TWX (710) 474-3334 Pres.: Gene Tornatore; VP: Fred Luminoso. (PKG)
 Audio: 8-tr., cassette, open reel.

● **UNION CITY (Area Code 203)**
 A. C. Hampson Printing Co. Inc., PD Box 97 Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: Ron Gallant. (PKG only—audio)

DELAWARE

● **WILMINGTON AREA (Area Code 302)**
 Ken Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488 (PKG)

Audio: 8-tr., cassette, open reel.
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette

DISTRICT OF COLUMBIA

● **WASHINGTON (Area Code 202)**
 Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7883.
 Pres.: Harold H. Lion; Sales Mgr.: Richard Lion. (PKG)
 Audio: Cassette, open reel.
 Vidcom Corp./Ari-Gem Dupl'ns, 1101 15 Ave. NW. Zip: 20005. Tel: 223-2986.
 Video: 1/2" EIAJ open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette

FLORIDA

● **HOLMES BEACH (Area Code 813)**
 Bazy Electronics Corp., 3018 Ave. C Zip: 33510 Tel: 778-4442. (PKG)
 Audio: 8-tr., cassette

● **MIAMI METROPOLITAN AREA (Area Code 305)**
 Allison-Alhambra Tapes Inc., 4380 NW 128 St., Dpa Locka 33054. Tel: 658-8396. Telex: 522178.
 Audio: 8-tr., cassette, open reel.
 Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211 (PKG)
 Audio: 8-tr. cassette
 Musical Tapes Inc., 780 W. 27 St., Hialeah 33010. Tel: 887-2638.
 Audio: 8-tr., cassette
 Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah 33014. Tel: 822-7585 (PKG)
 Audio: 8-tr., cassette.

● **ORLANDO AREA (Area Code 305)**
 Christian Dupl'ns Inc., 1710 Lee Rd. Zip: 32810 Tel: 299-7363. (PKG)
 Audio: Cassette
 Magneto Corp., 770 W. Bay St., Winter Garden 32787 Tel: 656-4494. Pres.: John Lory. (PKG)
 Audio: 8-tr., cassette, open reel.

● **POMPANO BEACH (Area Code 305)**
 Trackmaster Inc., 1310 S. Dixie Hwy. W. Zip: 33060. Tel: 943-2334. Pres.: Roy Parsons; Sales Mgr.: Lupe Parsons.
 Audio: 8-tr., cassette

● **TAMPA (Area Code 813)**
 Progressive Music/Mirror Image Magnetics, 615 Bosphorus Ave. Zip: 33606. Tel: 251-8093/5198. Pres.: Ken Veentra II. (PKG)
 Audio: 8-tr., cassette, open reel.

GEORGIA

● **ATLANTA (Area Code 404)**
 American Sound-Atlanta Corp., 2091 Faulkner Rd. NE. Zip: 30324. Tel: 633-4577 Gen. Mgr.: Matt Polakoff; Sales Mgr.: Peter Thomason.
 Home office: Warren (Detroit Metro Area), Mich.; American Sound Corp.
 Audio: 8-tr., cassette (audio & computer).

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Doppler Studios Inc., 1922 Piedmont Circle NE, Zip 30324, Tel: 873-6941
Audio: Cassette, open reel.
 Falcone Int'l Inc., 404 Clay St., Marietta 30060, Tel: 427-9496.
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.
 Project 70 Audio Servs. Inc., 777 Lambert Dr. NE, Zip: 30324 Tel 875 7000, Pres.: Jerry L. Connell (PKG)
Audio: Cassette, open reel.
 The Soundcd Investment Co., Peachtree-DeKalb Airport, Bldg. 34-A, Chamblee 30341, Tel: 458-1679
Audio: 8-tr., cassette, open reel. (High speed & real-time dup'n)
Video: 2" quad, 1/4" U-matic cassette, 1/4" Beta & VHS cassette

● **LA GRANGE (Area Code 404)**

Shorewood Packaging of Georgia, 1707 Shorewood Dr, Zip 30240, Tel 884-3036 WATS: (800) 241-2325, Gen. Mgr.: Ken McCabe. (PKG only—audio & video)
Home office: New York, N.Y.

HAWAII

● **HONOLULU (Area Code 808)**

Musicassette Dupl'rs of Hawaii, PO Box 22190 Zip 96822 Tel 533-4165
 Pres.: Dean T. Ono (PKG)
Audio: Cassette, open reel

ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160 Tel 344-9100, TWX (910) 226-0417, Pres. Donald W. Kosterka, Sales Mgr. Kevin McKenna. (PKG only)
Sales offices: Los Angeles, Calif., New York, N.Y.
 Album Graphics Inc., see AGI
 Audio Artists Ltd., PO Box 7, Wheaton 60187; 429 St. Charles Rd., Carol Streams 60187 Tel: 668-6682 (PKG)
Audio: Cassette, open reel.
 Audio/Video Accessories Co., 38 W 515 Deerpath Rd., Batavia 60510 Tel 879-5998 Sales Mgr. John S. Maloney. (PKG)
Audio: 8-tr., cassette, open reel.
 Bell & Howell Video Systems Div., 720 Landwehr Rd., Northbrook 60062 Tel: 291-1150 Pres. T.J. Wheeler, VP Mktg. Danae F. Hahn Jr. (PKG)
Video: 2" quad, 1" open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette, IVC 9000
 Boulevard Rec'g Studios Inc., 641 Madison St., Oak Park 60302 Tel: 386-5388
Audio: Cassette, open reel
 Cassette Servs., 815 N. Douglas St., Arlington Heights 60004 Tel 398-8403 (PKG)
Audio: Cassette, open reel
 Century Sound & Slide, 1018 Busse Hwy., Park Ridge 60068, Tel 696-0576 Pres. & Sales Mgr. Allen I. Tallman. (PKG)
Audio: Cassette, open reel
 Columbia Pictures Videocassette Servs., 1501 Landmeier Rd., Elk Grove Village 60007 Tel: 640-2350, Telex 206923, Exec. VP. George M. Ricci, Sales Mgr. Pamela M. Arnest. (PKG)
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette. (PAL mode also available)
 Columbia Rec. Prod'ns, 630 N. McClurg Court Zip 60611 Tel 944-6000 Midwest Reg'l Sales Mgr. Dick Hutter (Sales office only)
Plants: Terre Haute, Ind., Pitman, N.J.
Audio: 8-tr., cassette, open reel
 Industrial Audio-Film Servs. Inc., 6228 Dakton St., Morton Grove 60053 Tel 965-8400 Pres. Lauren Leifer (PKG)
Audio: 8-tr., cassette, open reel, data & digital
 International Audio Inc., 2934 Malmo Dr., Arlington Heights 60005 Tel 956-6030. (PKG)
Audio: 8-tr., cassette, open reel
 International Rec'g Co., 1649 W. Evergreen Ave Zip 60622, Tel: 227-2000
Audio: Cassette, open reel
 Kiderian Recs. Prod'ns, 4926 W. Gunnison St Zip 60630 Tel 545-0861 Pres. Raymond Peck, Gen & Sales Mgr. George Peck.
Audio: 8-tr., cassette.
 M B S Rec'g Studio, 232 E. Ohio, Zip: 60611, Tel 828-0225
Audio: 8-tr., cassette, open reel
 Media Int'l Inc., 425 N. Michigan, Zip: 60611 Tel: 467-5430 Pres. Duane Lundeen; VP. Al Masters; Treas.: Margaret Lundeen (PKG)
Audio: 8-tr., cassette, open reel
 Musical Prods Inc., 521 W 26 St. Zip 60616, Tel 225-9117 (PKG)
Audio: 8-tr., cassette, open reel
 Poly Com Prod'ns, 201 E. Erie St. Zip 60611 Tel: 337-6000 Pres. Richard Jablonski; Opns. Mgr.: Dave Bertz, Sales Mgr.: Carmen Trombetta (PKG)
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.
 Programming Technologies Inc., 6666 N. Lincoln Ave., Lincolnwood 60645 Tel: 676-9400. (PKG)
Audio: Cassette.

Pro I Packaging Inc., PO Box 54, Highland Park 60035 Tel 433-4575 Pres. R.L. Pink, VP Sales J. Pink. (PKG only—audio & video)
 Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048 Tel 362-4060 Studio Mgr.: Ron Schwartz
Audio: Cassette, open reel
 Sound Studios, 230 N. Michigan Ave Zip 60601 Tel 853-0550. (PKG)
Audio: 8-tr., cassette, open reel.
 Tono-Tapes Inc., 5932 N. Northwest Hwy Zip: 60631 Tel: 763-0980 (PKG)
Audio: Cassette, open reel.
 Video Accessories Co., see Audio Accessories
 Vinylweild, 2011 W. Hastings, Zip. 60608, Tel. 243-0606 (PKG only—audio & video)

● **KANKAKEE (Area Code 815)**

Imperial Int'l Learning Corp., PO Box 548, Zip: 60901 Tel 933-7735
Audio: Cassette, open reel

INDIANA

● **BRISTOL (Area Code 219)**

Precision Audio Inc., 18582 US 20 Zip: 46507, Tel: 295-7493 Pres. Sanford Swartzendruber (PKG)
Audio: Cassette, open reel

● **GARY (Area Code 219)**

Bud Pressner Rec'g Serv., 4839 S. Broadway, Zip: 46409 Tel 884-5214
Audio: 8-tr., cassette.

● **INDIANAPOLIS (Area Code 317)**

Commercial Features Inc., 3650 Washington Blvd Zip 46205 Tel 926-5570
Audio: Cassette, open reel
 R C A Recs., 6550 E. 30 St. Zip: 46219, Tel. 267-5000.
Home office: New York, N.Y.
Audio: 8-tr., cassette

● **MICHIGAN CITY (Area Code 219)**

Infonics Inc., PO Box 1111, 238 Hwy 212 Zip 46360 Tel 879-3381, Telex 233111
Audio: 8-tr., cassette, open reel

● **RICHMOND (Area Code 317)**

P R C Rec'g Co (div of Richmond Rec'g Corp.), 1600 Rich Rd Zip 47374 Tel: 962-9511, Pres.: Hugh Landy, VP Sales: David Grant (PKG)
Home office: New York, N.Y.
Audio: 8-tr., cassette

● **TERRE HAUTE (Area Code 812)**

Columbia Rec. Prod'ns, 1400 N. Fruitridge Ave Zip: 47805 Tel 466-8111 VP Mfg., Disk & Tape: Ken Lenny.
Sales offices: Century City (Los Angeles Metropolitan Area), Calif., Chicago, Ill., New York, N.Y.
Audio: 8-tr., cassette, open reel
 Modern Album of Indiana Inc., 1299 Voorhees St Zip 47808 Tel. 235 6001 Pres. Rollie Froehlig (PKG only—audio & video)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.

IOWA

● **CARLISLE (Area Code 515)**

Harold Luick & Assocs., 110 Garfield St Zip: 50047 Tel: 989-3679 Contact Harold L. Luick
Audio: Cassette

● **COUNCIL BLUFFS (Area Code 712)**

ElectroSound Tape Servs. (sub of ElectroSound Group Inc.), 2101 S. 35 St Zip 51501 Tel 322 4513 VP & Gen Mgr. Marvin King. (PKG)
Home office: Holbrook, N.Y., ElectroSound Group Inc.
Audio: 8-tr., cassette

● **DES MOINES (Area Code 515)**

Studio 2000 Ltd., 515 28 St. Zip: 50312, Tel. 282-8306, Mgr.: B. Ver Linden; Eng. Bryan Joffille, D. McConkey.
Audio: Cassette, open reel
 Trad Prods Inc., 1910 Ingersoll Zip 50309 Tel 243 2125 Pres. Richard Trumpp; Sales Eng. William Synhorst
Audio: Cassette, open reel

KANSAS

● **WICHITA (Area Code 316)**

High Fidelity Rec'g Inc., 1059 Porter Zip: 67203 Tel 262-6456 (PKG)
Audio: 8-tr., cassette, open reel
Video: 1/4" U-matic cassette, 1/4" Beta & VHS cassette

KENTUCKY

● **LEXINGTON (Area Code 606)**

Lemco Custom Rec'g, 2518 Southview Dr. Zip: 40503 Tel. 277 1184
Audio: Cassette, open reel

● **LOUISVILLE (Area Code 502)**

Allen-Martin Audio, 9701 Taylorsville Rd. Zip: 40299 Tel 267-9658
Audio: Cassette.

MAINE

● **BIDDEFORD (Area Code 207)**

Shape Inc., PO Box 366, Biddeford Ind'l Park Zip 04005 Tel 282-6155 Telex 944325, Pres. Tony Gelardi; VP. Paul Gelardi; Sales Mgr. (Molded Products Div.) Lloyd Pomeroy Audio Prods. Michael Tremblay (PKG only—audio & video)

MARYLAND

● **KENSINGTON (Area Code 301)**

Omega Rec'g Servs., 10518 Connecticut Ave Zip 20795 Tel 946-4686 Owner & Chief Eng.: W. Robert Yesbek (PKG)
Audio: Cassette, open reel

● **TIMONIUM (Area Code 301)**

Bradley Ents Inc., 108 Galewood Rd Zip 21093 Tel 252 8520
Audio: Cassette

MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**

Continental Rec'g Inc., 210 South St Zip 02111 Tel 426 3131 Pres. L. Daniel Flynn (PKG)
Audio: Cassette, open reel
 Data Packaging Corp., 205 Broadway, Cambridge 02139 Tel 868-6200 Pres. Richard Morningstar, Sales Mgr. Gene Hull (PKG only—audio & video)
 Fleetwood Rec'g Studios Inc., 321 Revere St., Revere 02151 Tel 284 8700 Pres. Bobby Dee, VP & Gen Mgr. Ray Fournier, VP Prod'n & Music: Dir. Dick Miller (PKG)
Audio: 8-tr., cassette, open reel
 Rik Tinoty Prod'ns, 180 Pond Rd., Cohasset 02025 Tel 383 9494 Pres. Richard F. Tinoty, Arist. Relations: Claire L. Babcock
Audio: 8-tr., cassette, open reel.

● **CHICOPEE (Area Code 413)**

Dielectrics Inc., 300 Burnett Rd, Zip 01020 Tel 598 8308 (PKG only)

MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**

American Sound Corp., 25133 Thomas Dr., Warren 48091 Tel 539 2900 Pres. Frank Day, VP & Gen Mgr. Paul M. Hayes, Sales Mgr. Donald Armstrong. (PKG—audio only)
Branches: North Hollywood (Los Angeles Metropolitan Area), Calif., West American Sound, Atlanta, Ga., American Sound-Atlanta Corp.
Audio: 8-tr., cassette, open reel.
Video: 2" quad.

● **ARTE FIELDS PROD'NS, 9430 Woodward Ave. Zip: 48202, Tel: 873-8900. (PKG)**

Audio: Open reel.
 General Television Network, 13225 Capital Ave., Oak Park 48237, Tel. 548-2500 Pres. R. Randolph Hippler. (PKG)
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette
 Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48071, Tel: 588-8281, TWX: (810) 232-1524
Audio: 8-tr., cassette
 20th Century Fox Video, 23705 Industrial Park Dr., Farmington Hills 48024, Tel 477-6066 VP & Gen Mgr., Consumer Prods.: Jack K. Dreyer; VP Sales Len White, VP Mktg. Ed Walsh; VP Commercial Prods.: Al Eicher; VP Adm'n.: Ray Seth, VP Mfg.: Larry E. Bennett. (PKG)
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette

● **GRAND RAPIDS (Area Code 616)**

A R C Electronic Servs Inc., 2557 Knapp NE, Zip: 49505, Tel: 364-0022, Pres. Ron Marka.
Audio: Cassette.

MINNESOTA

● **MINNEAPOLIS-ST. PAUL METROPOLITAN AREA (Area Code 612)**

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis 55438, Tel: 944-2121 Cable: BETHANY. (PKG)
Audio: Cassette
 Communication Arts Inc., 2526 27 Ave S., Minneapolis 55406, Tel: 722-9591
Audio: Cassette
 E M C Corp., 300 York Ave, St. Paul 55101 Tel 771-1555, Pres.: David E. Fernberg; VP. Richard T. Stevens, Custom Sales Dir.: C. Carter. (PKG)
Sales office: Hollywood (Los Angeles Metropolitan Area), Calif.
Audio: Cassette, open reel
 Metacom Inc., 1401-B W River Rd. N., Minneapolis 55411, Tel: 588-2781 Pres. James I. McCann; Nat'l Sales Mgr.: Tom D'Leary. (PKG)
Audio: Cassette, open reel

MISSISSIPPI

● **JACKSON (Area Code 601)**

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213 Tel: 982-4522
Audio: 8-tr., cassette, open reel

MISSOURI

● **KANSAS CITY (Area Code 816)**

Acme Dist's., PO Box 8123, 5644 Holmes, Zip: 64112, Tel: 444-8123, Pres.: Shirley Black, Sales Mgr.: Ward Black.
Audio: Cassette.
Video: 1/4" Beta & VHS cassette
 AudioGraphics (div. of Herald Publ'g House), 3225 S. Noland Rd., Independence 64055, Tel 252-5010.
Audio: Cassette (standard & digital computer), open reel.
 Recording Studios 55 (div of 3G Inds.), 5500 Troost, Zip: 64110, Tel: 361-8455, Chief Eng.: Mike Green, Gen. Mgr. Eugene Gold; Sales Mgr.: C. King.
Audio: 8 tr., cassette, open reel.
 Stage 3 Sound Prod'ns Inc., 12 E. 39 St. Zip: 64111, Tel: 531 1375, Pres. & Sales Mgr.: Don Warnock. (PKG)
Audio: Cassette, open reel
Video: 1/4" U-matic cassette, 1/4" Beta & VHS cassette

● **ST. LOUIS METROPOLITAN AREA (Area Code 314)**

Technisonic Studios Inc., 1201 S. Brentwood Blvd Zip: 63131, Tel 727 1055
Audio: Cassette, open reel
 ● **SPRINGFIELD (Area Code 417)**
 Aard-Vark Rec'g Inc., 335 S. Jefferson, Zip: 65806 Tel 866-4104
Audio: Cassette
 National Audio Co. Inc., 1911 S. Stewart Ave. Zip 65804 Tel: 883-5377
Audio: Cassette, open reel

MONTANA

● **GREAT FALLS (Area Code 406)**

North Country Media Group Inc., PO Box 2244 Zip: 59403 Tel: 761-7877, TWX. (910) 975-1905, Pres. Margaret W. Kochman, Sales Mgr. Tim Redden
Audio: Cassette
Video: 2" quad, 1" helical, 1/4" cassette, 1/4" Beta & VHS cassette
 ● **HELENA (Area Code 406)**
 Vallron Rec'g Studio, 305 Allen St Zip 59601 Tel 442 0734 Pres & Adv Mgr. Lester Liedle, Sales Mgr. Sandy Liedle
Audio: Cassette, open reel

NEW JERSEY

● **ASBURY PARK (Area Code 201)**

Sound-Arts Co Inc., 5 Cindy Ln Zip: 07712 Tel 493-8666 Pres. Charles J. Gspann, Sales Mgr. Tom Phillips (PKG)
Audio: Cassette, open reel

● **CAMOEN (Area Code 609)**

Recorded Publ'ns Labs (div of Recorded Publ'ns Mfg Co Inc.), 1100 State St Zip 08105 Tel 963 3000, Phila (215) 922-8558 (PKG)
Sales office: New York, N.Y.
Audio: 8-tr., cassette, open reel, special cartridges for background music & audio/visual

● **CHERRY HILL (Area Code 609)**

Tape Servs Inc., Cherry Hill Ind'l Park, 1 Keystone Ave Zip 08003 Tel 424 9450 Sales Mgr. Michael T. Mucaly (PKG only—audio only)

● **CRESSKILL (Area Code 201)**

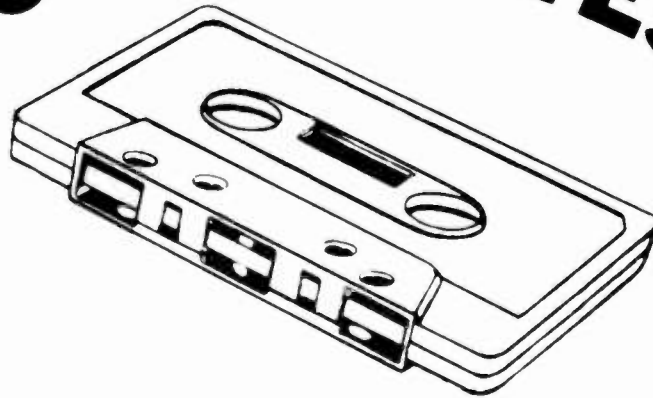
Unaworld Corp., Cedar Ln Zip 07626 Tel 871 0555
Audio: 8 tr., cassette

● **GLEN ROCK (Area Code 201)**

A S R Rec'g Servs Inc., 21 Harristown Rd Zip 07452 Tel 652 5600 TWX (710) 988 5625 (PKG)
Branch: Canoga Park (Los Angeles Metropolitan Area), Calif
Audio: 8 tr., cassette

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• LEONIA (Area Code 201)

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip 07605. Tel: 947-6450; NYC (212) 239-4653. Gen. Mgr.: Stephan J. Ladden.

Home office: New York, N.Y., Video Corp. of America

Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette, 1/4" EIAJ open reel

• MAPLE SHADE (Area Code 609)

A M P Rec'gs (div. of Intensive Programs Int'l), PO Box 14, 307 W. Main St. Zip: 08052. Tel: 667-1667.

Audio: Cassette, open reel

• MONTCLAIR (Area Code 201)

Linear Sound Rec'g, 211 Glenridge Ave. Zip: 07042. Tel: 744-0686 (PKG)

Audio: 8-tr., cassette, open reel

Video: Open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

• NORTHVALE (Area Code 201)

Preferred Sounds Inc., 135 Ludlow Ave. Zip: 07647. Tel: 768-8007. Pres. Sal Nastro; VP Finance & Adm.: Joe Bakules, Exec. VP Sales & Opns.: Al Santoro. VP Sales, Eastern Div.: Bob Schultz (PKG—audio & video)

Audio: 8-tr., cassette, open reel

• PITMAN (Area Code 609)

C B S Recs. Inc., Woodbury-Glassboro Rds. Zip: 08071. Tel: 589-8000

Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn.

Audio: 8-tr., cassette, open reel

• RIDGEFIELD PARK (Area Code 201)

American Tape Corp. (div. of VideoViscon Inc.), 1116 Edgewater Ave. Zip: 07657. Tel: 943-7860. Pres.: Gerald Gottlieb, VP Adm.: Kathelyn Marani; Mendenhall, Plant Mgr.: Francis A. Dermody (PKG)

Audio: 8-tr. cassette

Omni Tape Corp., 11 Teaneck Rd. Zip: 07660. Tel: 440-8846. Pres. Fred Venetsky (PKG)

Audio: Cassette, open reel

• SCOTCH PLAINS (Area Code 201)

H M R Prod'ns Inc., 574 W. Court. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel, Pres. Lillian M. Randel.

Audio: Cassette

• UPPER SAOULE RIVER (Area Code 201)

Cassette Prod'ns Inc., 118 Rt 17. Zip: 07458. Tel: 327-1707 (PKG)

Audio: Cassette

• WEST CALDWELL (Area Code 201)

R K O Tape Corp., 3 Fairfield Crescent. Zip: 07006. Tel: 575-8484. VP & Gen. Mgr.: Hugh Wallace, VP Mktg. & Sales, Consumer Prods.: Stan Bauer, Sales Mgr.: Lee Gray (PKG—audio & video)

Audio: Cassette, open reel

• WEST ORANGE (Area Code 201)

House of Music Inc., 1400 Pleasant Valley Way. Zip: 07052. Tel: 736-3062. NYC (212) 964-7444. Contacts: C. E. Conrad, S. Galias

Audio: 8-tr., cassette, open reel

NEW MEXICO

• ALBUQUERQUE (Area Code 505)

Bill Hunter's Rec'g Serv., 118 Alcazar NE. Zip: 87108. Tel: 268-8442

Audio: 8-tr., cassette, open reel

NEW YORK

• BETHPAGE (Area Code 516)

Audio-Tech Labs., 1158 Stewart St. Zip: 11714. Tel: 433-0171. Pres.: Joseph Giovannelli

Audio: Cassette

• CLARENCE (Area Code 716)

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip: 14031. Tel: 759-2600.

Audio: Cassette

• FARMINGDALE (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300 (PKG only—video)

Shorewood Packaging Corp., 55 Engineers Ln. Zip: 11735. Tel: 694-8230. (PKG only—audio & video)

Home office: New York, N.Y.

• FRANKLIN SQUARE (Area Code 516)

Master Sound Prod'ns Inc., 921 Hempstead Tnkp. Zip: 11010. Tel: 354-3374. Pres.: Ben Rizzo.

Audio: Cassette

Video: 1/4" U-matic cassette, 1/2" VHS cassette.

• HAUPPAUGE (Area Code 516)

Allison Tape Servs., 1290 Motor Pkwy. Zip: 11747. Tel: 234-2010. NYC (212) 953-1124. Pres.: Abe Chayet; Gen. Mgr.: John Martin. (PKG)

Home office: Holbrook, N.Y., ElectroSound Group Inc.

Audio: 8-tr., cassette

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-1100. NYC (212) 291-7600. Pres.: G.O. Thomas; Sales Mgr.: R.A. Froehlig. (PKG only—audio & video)

Branches: Burbank (Los Angeles Metro Area), Calif.; Modern Album of California Inc.; Terre Haute, Ind.; Modern Album of Indiana Inc.; Nashville, Tenn.; Modern Album of Tennessee Inc.

Prestige Label Corp., 255 Oser Ave. Zip: 11787. Tel: 273-0020. (PKG—audio only)

• HOLBROOK (Area Code 516)

ElectroSound Group Inc., 725 Broadway. Zip: 11741. Tel: 567-3700. Corp. Pres.: Richard H. Burkett; Pres., Music Div.: Dick Mewner; Nat'l Sales Mgr.: Ron Roberto. (PKG)

Plants: Council Bluffs, Iowa, ElectroSound Tape Servs.: Hauppauge, N.Y., Allison Tape Servs.

Audio: 8-tr., cassette

• HOLTSVILLE (Area Code 516)

Studio Magnetics Co. Inc., 12 Long Island Ave. Zip: 11742. Tel: 289-3400. Pres.: George Clahane; VP: Craig M. Bataban. (PKG only—audio & video)

• HUNTINGTON STATION (Area Code 516)

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090.

Audio: 8-tr., cassette, open reel

• LE ROY (Area Code 716)

Ario Recs. Inc., 7635 Telephone Rd. Zip: 14482. Tel: 584-3040. Pres.: Kenneth Bearce, Gen. Mgr.: James Bearce; Sales Mgr.: Jill Welzel.

Audio: Open reel

• **LINDENHURST (Area Code 516)**

Coastal Specialty Tapes Inc., 274 Bangor St. Zip: 11757 Tel: 226-5900
 Pres.: Dan Dobbs. (PKG only-audio & video)

• **MAMARONECK (Area Code 914)**

Cine Magnetics Video, 650 Halstead Ave. Zip: 10543. Tel: 698-3434. NYC (212) 542-0700. WATS (800) 431-1102. Cable CINEMAG. Telex: 66150
 Pres.: Joseph T. Barber Jr., Sales Mgr.: Robert Dzozeck (PKG)
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/2" Beta & VHS cassette, 3/4" CVC cassette

• **MASSENA (Area Code 315)**

Michele Audio Corp., Andrew Street Rd. Zip: 13662 Tel: 769-2448 Pres. Ginette Cormier; Sales Mgr.: Harold Friedman, Adv. Mgr.: Jack Daniels (PKG)
Audio: 8-tr., cassette

• **NEW YORK METROPOLITAN AREA (Area Code 212)**

A G I (Album Graphics Inc.), 125 W 55 St. Zip: 10019 Tel: 489-0793 TWX (710) 581-5597. (Sales office only) (PKG only-audio & video)

Adwar Video Corp., 100 Fifth Ave. Zip: 10011 Tel: 691-0976 Telex: 420801
Video: 1/4" EIAJ open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette
 Album Graphics Inc. see AGI

Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn 11219 Tel: 435-7322 WATS: (800) 221-6578. Pres.: Anthony A. Maniere, Gen. & Sales Mgr.: Greg Cacace, Prod. Mgr.: Rocco Salvatore
Audio: Cassette

Bert Co. Ent's. Inc. (div. of the Walter Reade Drg. Inc.), 241 E. 34 St. Zip: 10016 Tel: 683-6300 (Sales office only) (PKG only)
 Branch: Los Angeles, Calif.

Broadcasting Foundation of America, 52 Vanderbilt Ave., Suite 1810. Zip: 10017. Tel: 986-6448. Chm.: George E. Probst. (PKG)
Audio: Cassette, open reel

Columbia Rec. Prod'ns. 51 W 52 St. Zip: 10022 Tel: 975-4321. (Sales office only)
 Plants: Terre Haute, Ind.; Pitman, N.J., CBS Recs. Inc.

Audio: 8-tr., cassette, open reel
 Cue Rec'gs, 1156 Ave. of the Americas. Zip: 10036 Tel: 921-9221 (PKG)
Audio: 8-tr., cassette, open reel

Delta Rec'g Corp., 16 W. 46 St. Zip: 10036 Tel: 840-1350
Audio: 8-tr., cassette, open reel

Devlin Prod'ns Inc., 150 W. 55 St. Zip: 10019. Tel: 582-5572
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

Note: Video duplication done in all TV modes (NTSC, PAL, SECAM, PAL-M)

Direct Rec'gs Inc., 1501 Broadway Zip: 10036. Tel: 719-9850 Pres. Marcia Wolf (PKG)
Audio: Cassette, open reel

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. (PKG)
Audio: 8-tr., open reel

Du Art Video, 245 W. 55 St. Zip: 10019 Tel: 757-3681 Telex: 640253. Pres. Robert Smith; Sales Mgr.: Bruce Thomas
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

Eritel New York, 222 E. 44 St. Zip: 10017. Tel: 867-4030 Exec. VP & Gen. Mgr.: Dan Rosen
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette

Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212 Tel: 346-6100. TWX: (710) 584-2386 Pres. Louis Sukoff; Sales Mgr.: Ira Sukoff (PKG only-audio & video)

M T I, see Modern Telecommunications Inc.

Marvell Packaging Co., 230 W. 17 St. Zip: 10011 Tel: 929-8435 Pres. Barry Berman; Sales Mgr.: Scott Teich. (PKG only-audio & video)

Modern Telecommunications Inc. (MTI), 885 Second Ave. Zip: 10017 Tel: 355-0510. Pres.: Robert C. Wessgerber
Video: 2" quad, 1" helical, 1/4" cassette, 1/2" Beta & VHS cassette

National Rec'g Studios Inc./National Video Center, 460 W. 42 St. Zip: 10036. Tel: 279-2000
Audio: 8-tr., cassette, open reel
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

National Video Center, see National Rec'g Studios

Nostalgia Lane Inc., 200 W. 57 St. Zip: 10019 Tel: 582-5390
 Pres.: Lee Halper; Sales Mgr.: Wally Russel

Audio: 8-tr., cassette

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas Zip: 10036. Tel: 997-1250 Pres.: Hugh Landy, VP Sales: David Grant (Executive & Sales Offices only) (PKG)
 Plant: Richmond, Ind.

Audio: 8-tr., cassette

Queens Lithographing Corp., 52-25 Barnett Ave., Long Island City 11104 Tel: 457-7700. Chief Exec. Officer: Eric Kaltman; Pres.: Leonard Verebay. Sr. VP Sales: Richard Roth. (PKG only-audio & video)

Branch: Hollywood (Los Angeles Metropolitan Area), Calif
 Plant: Indianapolis, Ind., Rutgers Packaging Corp

Quintole Inc., 40 W. 27 St. Zip: 10001 Tel: 689-9100 Pres. Michael Halpern (PKG)
Audio: 8-tr., cassette, open reel

R C A Recs., 1133 Ave. of the Americas. Zip: 10036 Tel: 930-4000 (Sales office only)
 Sales offices: Los Angeles, Calif.; Indianapolis, Ind.; Nashville, Tenn
 Plant: Indianapolis, Ind.

Audio: 8-tr., cassette, open reel

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001 Tel: 868-3115. Eastern Reg'l Sales Mgr. Lee Kallett. (Sales office only) (PKG)
Home office: Camden, N.J.

Audio: 8-tr., cassette, open reel, A/V cartridges, digital cassettes
 Reel Dupl'rs Inc., 723 Seventh Ave. Zip: 10019. Tel: 944-8977
Audio: Cassette, open reel

Regent Sound Studios Inc., 25 W. 56 St. Zip: 10019. Tel: 245-2630. Pres. Robert Lftin; Studio Mgr.: Elissa Kline; Chief Eng.: Bill Marino
Video: 1" type C open reel, 1/4" U-matic cassette

Reliance Audio Visual Corp., 623 W. 51 St. Zip: 10019. Tel: 586-5000.
Audio: Cassette, open reel
Video: 1/4" U-matic cassette, 1/2" Beta cassette

Sadler Rec'g Studio, 118 E. 28 St. Zip: 10016 Tel: 684-0960 Pres. John Sadler. (PKG-audio only)

Audio: Cassette, open reel
Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette
 Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017 Tel: 490-2787 Pres. Jasper Samuel (PKG only-audio & video)

ServiSound Inc., 35 W. 45 St. Zip: 10036 Tel: 921-9555. (PKG)
Audio: Cassette, open reel

Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022 Tel: 371-1500 (PKG only)

Branches: Los Angeles, Calif., La Grange, Ga., Farmingdale, N.Y.
 T V R Inc., 333 W. 52 St. Zip: 10019 Tel: 541-4030 VP Mktg. Allen Schulman; Dpns. Mgr. James C. Mahoney (PKG)

Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

United Research Lab Corp., 681 Fifth Ave. Zip: 10022 Tel: 751-4663 TWX (710) 581-3622
Audio: Cassette, open reel
Video: 1/2" Beta cassette

Video Corp of America, 231 E. 55 St. Zip: 10022. Tel: 355 1600
 Branch: Leonia, N.J., S/T Videocassette Dupl'g Corp

Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge

Visual Information Systems, 15 Columbus Circle Zip: 10023 Tel: 541-8080
 Pres.: Jay Raeben, VP Prod'n & Programming: David Barnhizer, Gen. Mgr. Paul Gersh. Sales Mgr. Joe Scozzari. (PKG)

Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

Windsor Total Video, 565 Fifth Ave. Zip: 10017 Tel: 725-8080 Bd. Chm.

Bob Henderson, Pres. Bert Goodman, VP Prod'n & Sales: Bert Sapers-tein, Dpns. Mgr. Nancy Squire. (PKG)

Video: 2" quad & 1" type C open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

• **NORTH BELLMORE (Area Code 516)**

Telephone Dynamics Corp., 2473-A Jerusalem Ave. Zip: 11710 Tel: 221-9470
Audio: Cassette

• **OCEANSIDE (Area Code 516)**

Burlington Audio Tapes Inc., 106 Mott St. Zip: 11572 Tel: 678-4414. Pres. Rudy Schwartz. (PKG-audio only)

Audio: Cassette, open reel
Video: 1" helical open reel, 1/2" VHS cassette

• **PORT CHESTER (Area Code 914)**

Associated Audio Servs. Inc., 181 Westchester Ave. Zip: 10573. Tel: 937-5129 Pres. D. Richard Kraus, VP. Allan Johnson. (PKG)

Audio: 8-tr., cassette, open reel, digital filmstrip tracks

• **ROCHESTER (Area Code 716)**

Visual Horizons, 180 Metro Park Zip: 14623 Tel: 424-5300.
Audio: Cassette

• **STILLWATER (Area Code 518)**

Wildwood Entertainment, 48 Hillside Colony Zip: 12170 Tel: 664-3377
 Pres. Vincent Meyer Jr., Sales Mgr. Erich Borden. (PKG)

Audio: Cassette (Real time audiophile cassette dupl'g)



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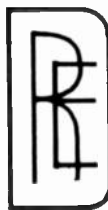
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- **UTICA (Area Code 315)**
Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski.
Audio: Cassette.
- **YONKERS (Area Code 914)**
Olympic Broadcasting System Inc., 380 Walnut St. Zip: 10701. Tel: 375-0359. Sales Mgr.: Massimo Marin.
Video: 2" quad, 1" types A & C open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

NORTH CAROLINA

- **CANTON (Area Code 704)**
Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans. (PKG)
Audio: 8-tr., cassette, open reel.
Video: ¾" Beta & VHS cassette.
- **CHARLOTTE (Area Code 704)**
Arthur Smith Studios, PO Box 220551, 5457 Monroe Rd. Zip: 28222. Tel: 536-0424. (PKG)
Audio: Open reel.

OHIO

- **CINCINNATI (Area Code 513)**
Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog Jr. (PKG)
Audio: Cassette, open reel.
Video: 1" helical open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
- Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. (PKG)
Audio: 8-tr., cassette, open reel.
- Rite Rec. Prod'ns Inc., 9745 Mangham Dr. Zip: 45215. Tel: 733-5533. Owner: Carl J. Burkhardt; Pres.: VP: Philip M. Burkhardt; VP Prod'n: Lan A. Achley; VP Graphics: Kenneth D. Keith Jr.; Sales Mgr.: Dan Burton. (PKG)
Audio: 8-tr., cassette, open reel.
- **CLEVELAND METROPOLITAN AREA (Area Code 216)**
Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie.
Audio: 8-tr., cassette, open reel.
- The Little Warehouse Inc., 4906 Van Epps Rd. Zip: 44131. Tel: 398-0022. (PKG)
Audio: 8-tr., cassette.
- Storycraft Inc., 18630 Detroit Ave., Lakewood 44107. Tel: 221-4722. (PKG)
Audio: Cassette.
- **COLUMBUS (Area Code 614)**
Magnetic Studios, 4784 N. High St. Zip: 43214. Tel: 262-8607
Audio: Cassette, open reel.
- Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander.
Audio: 8-tr., cassette, open reel.

- **NEWARK (Area Code 614)**
Utopia Ultra-Sound, 38-40 S. First St. Zip: 43055. Tel: 345-9426. Owner: Robert H. Kirk Jr.; VP: Don Shannon; Gen. Mgr.: Robert H. Kirk Sr.; Sales Mgr.: Rose Shannon. (PKG)
Audio: 8-tr., cassette.
- **YOUNGSTOWN (Area Code 216)**
United Audio Rec'g Studio, 5947 Stillson Pl. Zip: 44512. Tel: 758-5463. Pres.: William Warner; Gen. & Sales Mgr.: Ray Nevel.
Audio: 8-tr., cassette, open reel.

OKLAHOMA

- **OKLAHOMA CITY (Area Code 405)**
Video One Inc., 1216 N. Blackwelder. Zip: 73106. Tel: 524-2111. Pres.: Robert M. Howard; Sales Mgr.: Diane Howard.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.
- **TULSA (Area Code 918)**
C E S Tapes, 2500 N. Hemlock Circle, Broken Arrow 74012. Tel: 258-7669. Pres.: Basil W. Thomas; Sales Mgr.: Harrell Canning. (PKG)
Audio: 8-tr., cassette, open reel.
Video: ¾" cassette, ½" Beta & VHS cassette, ½" V-2000 cassette, ¾" CVC cassette.
- I T T Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. (PKG)
Audio: 8-tr., cassette, open reel.
- The Master Sound Inc., 8137 E. 46 St. Zip: 74145. Tel: 663-7186. (PKG)
Audio: Cassette.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

OREGON

- **PORTLAND (Area Code 503)**
Northwestern Inc., Motion Pictures & Rec'g, 1224 SW Broadway. Zip: 97205. Tel: 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher. (PKG)
Audio: Cassette, open reel.

PENNSYLVANIA

- **BETHLEHEM (Area Code 215)**
Mystic Oak Recs., 1727 Elm St., Complex C. Zip: 18017. Tel: 865-1083. Talent Coord.: W.J. Conveitch; Prod'g: Bill Byron. (PKG only-audio)
- **LANCASTER (Area Code 717)**
Spectrum Fidelity Magnetics, 49 Glenwood Ave. Zip: 17602. Tel: 295-9275. Contact: John Yoder. (PKG)
Audio: 8-tr., cassette.
- **MECHANICSBURG (Area Code 717)**
Baldwin Sound Prod'ns Inc./HRC Printing, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0787/766-0943. (PKG-audio & video)
Audio: 8-tr., cassette, open reel.

PHILADELPHIA METROPOLITAN AREA (Area Code 215)

- AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia 19406. Tel: 272-8500. Pres.: John Ballantyne; VP Sales: John Butterworth. (PKG)
Audio: Cassette, open reel.
- Oriskany Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. NYC Tel: (212) 966-3185. Pres.: Morris Bailen; VP: Paul Deny. (PKG)
Audio: 8-tr., cassette.
- MarketDyne Int'l, 1600 Arch St. Zip: 19101. Tel: 241-2935. (PKG)
Video: 1" helical & ¾" EIAJ open reel, ¾" U-matic cassette, ½" EIAJ cartridge.
- **PITTSBURGH (Area Code 412)**
Audio Innovators Inc., 216 Blvd. of the Allies. Zip: 15222. Tel: 471-6220.
Audio: Cassette, open reel.
- George Heid Prod'ns & AV Prods., 701 Washington Rd. Zip: 15228. Tel: 561-3399. (PKG-audio & video)
Audio: Cassette, open reel.

● **PRIMOS (Area Code 215)**

- E. J. Stewart Inc., 525 Mildred Ave. Zip: 19018. Tel: 626-6500. Pres.: Eric R. Address; Sales Mgr.: Hal Lipman. (PKG)
Video: 2" quad & 1" type C open reel, ¾" U-matic cassette, ½" VHS cassette.
- **SCRANTON (Area Code 717)**
Specialty Recs. Corp., 210 N. Valley Ave., Olyphant 18447. Tel: 383-2471. TWX: (510) 671-4580.
Audio: 8-tr., cassette.
- **WARREN (Area Code 814)**
Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948. Zip: 16365. Tel: 723-8600. Telex: 914542. (PKG only-audio)

SOUTH CAROLINA

- **GREENVILLE (Area Code 803)**
Duplication Serv. (div. of Custom Rec'g & Sound Inc.), PO Box 7647, 1225 Pendleton St. Zip: 29611. Tel: 269-5018. Pres.: Robert W. Edwards. (PKG-audio only)
Audio: 8-tr., cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette, ¾" CVC cassette.
- **MYRTLE BEACH (Area Code 803)**
Dee-Bee Rec'g Serv., 704 Ninth Ave. S. Zip: 29577. Tel: 448-8091. Pres.: Stan Deppen Jr.; Sales Mgr.: Kenneth Deppen; Adv. Mgr.: Pat Gerrick. (PKG)
Audio: Cassette, open reel.

TENNESSEE

- **FAYETTEVILLE (Area Code 615)**
Kim-Pat Ent's., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323/5661. (PKG)
Audio: 8-tr., cassette, open reel.
- **KINGSPORT (Area Code 615)**
S & S Custom Tapes Inc., PO Box 3860, 2006 E. Center St. Zip: 37664. Tel: 246-3720. Pres.: Mike Shipley. (PKG)
Audio: 8-tr., cassette

- **MEMPHIS (Area Code 901)**
Shoe Prod'ns Inc., PO Box 12025. Zip: 38112. Tel: 458-4496. Pres.: Warren E. Wagner; Sales Mgr.: Dennis M. Dugan.
Audio: Open reel.
- **NASHVILLE AREA (Area Code 615)**
Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. (Sales office only)
Plumb: Terre Haute, Ind.; Pitman, N.J., CBS Recs. Inc.
Audio: Cassette, open reel.
Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210. Tel: 256-1728. (PKG)
Audio: 8-tr., cassette.
Fanta Professional Servs., 1213 16 Ave. S. Zip: 37212. Tel: 327-1731. Pres.: Johnny Rosen.
Audio: 8-tr., cassette, open reel.
Video: 2" quad & 1" helical "C" format open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811. Owner & Mgr.: Jim Maxwell; Sec'y-Treas.: Glenna Maxwell. (PKG)
Audio: Cassette, open reel.
Gusto Recs. & Tapes, Elm Hill Pike. Zip: 37210. Tel: 889-8000. TWX: (810) 371-1055.
Audio: 8-tr., cassette.
Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: 255-7461. (PKG only-audio & video)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.
Nashville Album Prod'ns Inc., 1114 Gallatin Rd. Zip: 37206. Tel: 883-2153. (PKG)
Audio: 8-tr., cassette.
National Tape Corp., 1110 48 Ave. N. Zip: 37209. Tel: 383-7881. Pres.: Jerry Hutchinson. (PKG)
Audio: 8-tr., cassette.
R C A Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880.
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr., cassette, open reel.
Sound of Nashville Inc., 305 11 Ave. S. Zip: 37203. Tel: 244-1124.
Audio: 8-tr., cassette.

TEXAS

- **AUSTIN (Area Code 512)**
P S G Rec'g Studio, PO Box 1482, 4322-A N. Lamar Blvd. Zip: 78767. Tel: 454-5653. Pres.: Pedro S. Gutierrez.
Audio: 8-tr., cassette, open reel.
- **DALLAS (Area Code 214)**
At The Top Cassette Dupl'rs, 13640 Omega. Zip: 75234. Tel: 980-7671. Gen Mgr.: Chad Wilmeyer. (PKG)
Audio: Cassette, open reel.
Video: ¾" U-matic, ½" Beta & VHS cassette.
Tapemasters Inc., PO Box 38651. Zip: 75238. Tel: 349-0081. (PKG)
Audio: 8-tr., cassette, open reel.
- **FORT WORTH AREA (Area Code 817)**
Dakridge Music Rec'g Studio, 2001 Elton Rd., Haltom City 76117. Tel: 838-8001. Eng.: Homer Lee Sewell.
Audio: Cassette, open reel.
- **SAN ANTONIO (Area Code 512)**
A S I (Abadon/Sun Inc.), PO Box 6520, 10330 Kotzebue. Zip: 78209. Tel: 824-8781. Pres.: Galen Carol.
Audio: Cassette, open reel.
Marsal Prod'ns Inc., 1735 Castroville Rd. Zip: 78237. Tel: 433-9351. Pres.: Antonio J. Menendez; Gen. Mgr.: Pat Alvarado; Sales Mgr.: Felix Elizondo.
Audio: 8-tr., cassette.
Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Sales Mgr.: Jeannie Hill. (PKG)
Audio: 8-tr.
- **SAN BENITO (Area Code 512)**
Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Sales Mgr.: John F. Phillips.
Audio: 8-tr., cassette.
- **WACO (Area Code 817)**
Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills. Zip: 76710. Tel: 776-6553. (PKG)
Audio: Cassette.

UTAH

- **PROVO (Area Code 801)**
Sound Concepts, 108 W. Center. Zip: 84601. Tel: 375-7333. Owner: Michael Jensen.
Audio: Cassette.
- **SALT LAKE CITY (Area Code 801)**
Bonneville Prod'ns, 130 Social Hall Ave. Zip: 84111. Tel: 237-2400. TWX (910) 925-5266.
Audio: Cassette, open reel.
Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-266. Zip: 84107. Tel: 261-1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase.
Audio: 8-tr., cassette, open reel.
Covenant Rec'g's Inc., PO Box 26817, 1345 Major St. Zip: 84126. Tel: 487-1096. Pres.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund. (PKG)
Audio: Cassette.
Sound Column Prod'ns, 46 E. Herbert Ave. Zip: 84111. Tel: 355-5327. Pres.: Ron Simpson; Sales Mgr.: Clive Romney.
Audio: Cassette, open reel.

VIRGINIA

- **MANASSAS (Area Code 703)**
Memory Makers, 4213 Del Blvd. Zip: 22110. Tel: 643-1185. (PKG-audio & video)
Audio: 8-tr., cassette, open reel.

WASHINGTON

- **OLYMPIA (Area Code 206)**
Sound Preservers Co., 911 E. Fourth Ave. Zip: 98506. Tel: 352-9097. Owner: Allen P. Giles.
Audio: 8-tr., cassette, open reel.

(Continued on page 160)

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 Athenia Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500. Gen. Mgr.: Dave Whalen; Sales Mgr.: Eliot Grossman. Corp. office: Hauppauge, N.Y., 1290 Motor Pkwy. Zip: 11787. Tel: (516) 234-2010.
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Audio: Plastic cassette hub locks, record tab plugs, repair kits.
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
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 Bazy Electronics Corp., 3018 Ave. C, Holmes Beach, Fla. 33510. Tel: (813) 778-4442.
Audio: 8-tr. parts.
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 Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. TWX: (710) 320-0885. Pres.: Richard Morningstar; Sales Mgr.: Gene Hull.
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 Sales office: North Hollywood, Calif., 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100.
Audio: Cassette hubs, rollers & shells.
 El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Cable: ELMAR. TWX: (910) 346-6940.
Audio: 8-tr. & cassette parts.
 Film Nat'l Plastics Inc., 13984 S. Orange Ave., Paramount, Calif. 90723. Tel: (213) 630-2500.
Audio: Cassette components, hub locks.
 Gabonel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100.
Audio: Hubs, pins, rollers, shells.
 Gage Molding, Scarborough Plaza, Rt. 1, Box 717, Scarborough, Me. 04074. Tel: (207) 883-6316. (Audio & Video)
 Hi-Flex Corp., 404 Artillery Rd., Taylors, S.C. 29687. Tel: (803) 268-2363.
Audio: Cassette shims ("punched out" & continuous), pressure pads.
 Imco Inc., PO Box 444, Huntington, Ind. 46750. Tel: (219) 356-4810.
Audio: Elastomeric pinch rollers.
 Joyce Molding Corp., 501 Division St., Boonton, N.J. 07005. Tel: (201) 334-2020. Pres.: E.F. Joyce; Sales Mgr.: E.F. Joyce Jr.
Audio: MAX SOUND pinch rollers, pressure pads.
 Myric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. WATS: (800) 528-4840. Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: All cassette parts.
 Lenco Co., PO Box 160, Waverly, Neb. 68462. Tel: (402) 786-7488. Pres.: Don Leonhardt; Mktg. Dir.: Brad Harse; Sales Mgr.: Daryl Chapelle.
Audio: Cassette hubs, rollers, tab inserts, hub locks.
 Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Telex: 914542.
Audio: 8-tr. & cassette parts.
 Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Pres.: Aaron Wasserstrom; Sales Mgr.: Paul Mastroianni.
Audio: Cassette parts.
 Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.
Audio: Cassette guide rollers, keyhole hubs.
 Max Sound, see Joyce Molding.
 Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: Jim McCann; Nat'l Sales Mgr.: Tom O'Leary.
Audio: REZOUND cassette parts.
 Minnesota Rubber Co., 3630 Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 927-1400.


Audio: 8-tr. pinch & drive rollers.
 Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668.
Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38301. Tel: (901) 423-0810.
Audio: Cassette parts.
 Overland Prods. Co. Inc., PO Box 567, 515 N. Pierce St., Fremont, Neb. 68025. Tel: (402) 721-7270.
Audio: 8-tr. & cassette pressure pads, pins & shields.
 Respond Int'l Recs. Inc., 1190 Miraloma Way, Suite Y, Sunnyvale, Calif. 94086. Tel: (408) 245-1351. Cable: RESPOND. TWX: (910) 339-9584. Pres.: Ronald L. Akin. (Audio & Video)
 Rezound, see Metacom.
 Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888.
Audio & Video: Plastic & rubber injection molding machines for tape parts.
 Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Pres.: Edward Monett; VP: Jack E. Monett; Sales Mgr.: Robert Ligon.
Audio: 8-tr. pinch rollers.
 Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; Sales Mgr. (Molded Prods. Div.): Lloyd Pomber; Audio Prods.: Michael Tremblay.
Audio: Cassette hubs, pins, pressure pads, rollers, shells, shields.
Video: VHS cassette parts.
 Specialty Composites Corp., Delaware Ind'l Park, Newark, Del. 19713. Tel: (303) 738-6800.
Audio: Pressure pads.
 Tapeponents Inc., see J.C. Anglum.
 Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000.
Audio: Cassette hubs, double flanged rollers, slip sheets, stainless steel pins, tabs.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
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Sales offices: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000 - Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112 - Arlington Heights, Ill., 719 W. Algonquin Rd. Zip: 60005. Tel: (312) 593-6000 - Bethesda, Md., 10215 Fernwood Rd. Zip: 20817. Tel: (301) 530-8800 - Allendale, N.J., Allendale Ind'l Park, 5 Pearl Court. Zip: 07401. Tel: (201) 825-9600 - Carrollton, Tex., 3353 Earhart Dr. Zip: 75006. Tel: (214) 960-1162.
Audio: 8-tr., cassette, 7, 10 1/2 & 14" reels.
Video: Beta, VHS & U-matic cassette, open reel.
 Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXXRON. Telex: 425233. Pres.: Manuel Kopelman.
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Audio: 8-tr., cassette

Athena Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500. Gen. Mgr. Dave Whalen; Sales Mgr. Eliot Grossman. Corp. office: Hauppauge, N.Y., 1290 Motor Pkwy. Zip: 11787 Tel: (516) 234-2010
Audio: 8-tr., cassette.

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
Audio: 8-tr., cassette

Brand 5, see Robins.

Cadet Recs Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres. Jules Bihari; Gen. Mgr. Don Macmillan
Audio: 8-tr.

Carter Corp., PO Box 5185, Rockford, Ill. 61125. Tel: (815) 397-3200. Cable: CARTERCORP. Pres. Robert L. Fleming; VP Sales & Mktg. Sandra L. Fleming; Plant Mgr.: W. Skip Kruger.
Audio: CARTER CRAFT reels.

Carter Craft, see Carter Corp.

Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701 Tel: (914) 968-1605. Pres.: Leonard Ripley
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Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280. WATS (800) 854-3943. TWX: (901) 593-1611. Pres. Edwin Gamson; VP Mktg.: Ray Allen; Adv. Mgr.: Hal Wilde.
Audio: C-O cassettes.

Custom Cartridge Inc., 341 Hill Ave., Nashville, Tenn. 37210 Tel: (615) 244-5668
Audio: 8-tr.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139 Tel: (617) 868-6200. TWX (710) 320-0885. Pres.: Richard Morningstar, Sales Mgr. Gene Hull.
Audio: 8-tr., C-O cassette
Video: VHS V-O cassette.

Dyna/Day Plastics Inc. (Sub. of American Sound), 6270 S. Country Club Rd., Tucson, Ariz. 85706. Tel: (602) 746-1001.
Sales office: North Hollywood, Calif., 8120 Webb Ave. Zip 91604. Tel: (213) 768-6100.
Audio: 8-tr., cassette.

E H C, see Electronic Homes

Electronic Homes Co., 234 Fifth Ave., New York, N.Y. 10001. Tel: (212) 689-9332
Audio: EHC C-O cassettes.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (313) 327-3180. Cable: ELMAR. TWX: (910) 346-6940
Audio: 8-tr., cassette (5-screw & son c welded), 3", 5" & 7" open reels.

Essay, see Sound-Arts.

Fidelipac Corp., PO Box 808, Moorestown, N.J. 08057. Tel: (609) 235-3511. TWX (710) 897-0254. Pres. Roger Thanhauser; VP Sales: Arthur Constantine
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Filam Nat'l Plastics Inc., 13984 S. Orange Ave., Paramount, Calif. 90723

Tel: (213) 630-2500.
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Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100.
Audio: Cassette

I P S, see Inches Per Second.

I T I, see Investment Technology.

Inches Per Second Inc., 107 Bridge Rd., Hauppauge, N.Y. 11787. Tel: (516) 234-3322. TWX: (510) 227-1585. Pres.: William Prechtel; Sales Mgr.: Douglas Scott.
Audio: C-O cassette (5-screw & sonic welded)
Video: VHS V-O cassette.

Investment Technology Inc., 1940 124 Ave. NE, Bellevue, Wash. 98005. Tel: (206) 454-7720.
Audio: ITI C-O cassettes.

Joyce Molding Corp., 501 Division St., Boonton, N.J. 07005. Tel: (201) 334-2020. Pres.: E.F. Joyce; Sales Mgr.: E.F. Joyce Jr.
Audio: MAX SOUND 8-tr., cassette.

Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. WATS: (800) 528-4840. Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: Cassette

Lenco Co., PO Box 160, Waverly, Neb. 68462. Tel: (402) 786-7488. Pres. Don Leonhardt; Mktg. Dir.: Brad Harse; Sales Mgr.: Daryl Chapelle.
Audio: 8-tr., cassette, reels.

Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Telex. 914542.
Audio: 8-tr., cassette.

M I P, see Molded Ind'l Plastics.

M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-5544
Audio: 8-tr., cassette, reels.

Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Pres.: Aaron Wasserstrom; Sales Mgr.: Paul Mastroianni.
Audio: Cassette.

Marmac, see Mastro.

Master Cart, see Fidelipac.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.
Audio: MARMAC 8-tr., cassette.

Max Sound, see Joyce Molding.

Mester Mfg. Co., PO Box 633, 9700 Washburn Rd., Downey, Calif. 90241. Tel: (213) 861-3198. Pres. & Sales Mgr.: J. Meister.
Audio: 7", 8", 10 1/2" aluminum reels.

Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: Jim McCann; Nat'l Sales Mgr.: Tom O'Leary.
Audio: REZDUND C-O cassettes.

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015. Tel: (305) 558-9211.
Audio: 8-tr., cassette.

Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668.
Factory: Jackson, Tenn., 74 Mission Dr. Zip. 38301. Tel: (901) 423-0810.
Audio: 8-tr., cassette.

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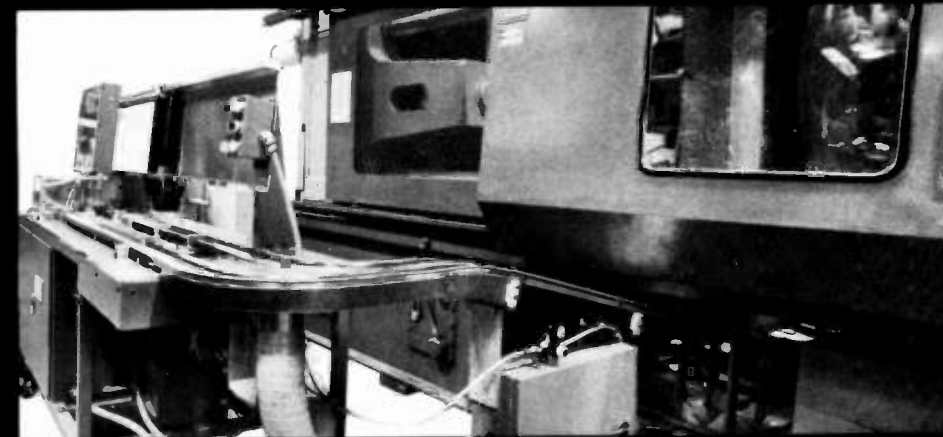
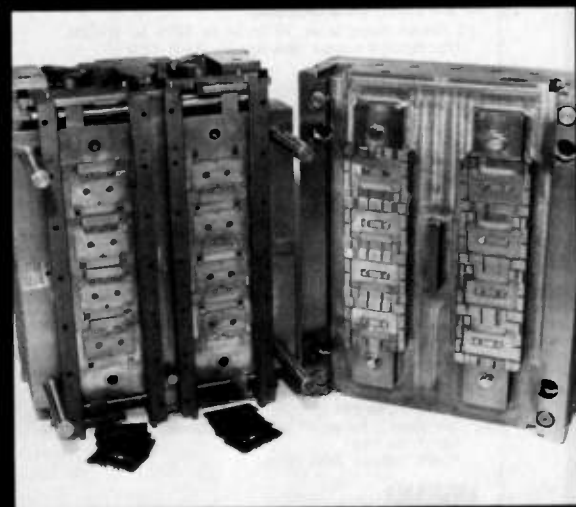
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Audio: C-O cassette.
 Plastic Reel Corp. of America, 475 Boulevard, Elmwood Park, N.J. 07407. Tel: (201) 796-6600. Pres.: Frank P. Giglio; VP Sales: Pat Baccarella.
Audio: PLIO-MAGIC 2 1/4"-7" reels, hubs.
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 Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016. Tel: (312) 298-5300. Pres.: John Kaiser.
Audio: Plastic reels.
 Raynor Sales Co. Inc., 1803 S. Hope St., Los Angeles, Calif. 90015. Tel: (213) 742-0888. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Rick Crane.
Audio: 8-tr.
 Review Ents. (USA) Inc., 54 W. 39 St., New York, N.Y. 10018. Tel: (212) 840-2780. Contacts: Mike Thaler, Paul Smith.
Video: V-O cassette (VHS & Beta.)
 Rebound, see Metacom.
 Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post.
Audio: BRAND 5 C-O cassette.

Scotch, see 3M.
 See Hear Inds. (div. of RJA Inc.), 717 E. Artesia Blvd., Carson, Calif. 90741. Tel: (213) 516-0315. Pres.: Ray Jacobs; Sales Mgr.: Bob Glom.
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Video: 1/2" Beta & VHS cassette
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Video: VHS T-O cassette.
 Sound-Arts Co. Inc., 5 Cindy Ln., Asbury Park, N.J. 07712. Tel: (201) 493-8666. Pres.: Charles J. Gspann; Sales Mgr.: Tom Phillips.
Audio: ESSAY C-O cassettes.
 T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Telex: 144535. Pres.: Iwao Kawakami; VP & Gen. Mgr.: Ken Kohda; Nat'l Consumer Sales Mgr.: Doug Chaburn; Nat'l Video Prods. Mgr.: Ed Pessara; Nat'l Adv. Mgr.: Lou Abramowitz.
 Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Reg'l Sales Mgr.: Gene Dunham—Marietta, Ga. 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Sales Mgr.: George Casteel—Des Plaines, Ill., 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: (312) 297-1341. WATS: (800) 323-5956. Reg'l Sales Mgr.: Jack Pender.
Audio: 7" & 10" metal reels.

Tape-A-Thon Corp./CaVox Stereo Prod'n's, 502 S. Isis Ave., Inglewood, Calif. 90301. Tel: (213) 776-7933. WATS: (800) 421-1029. Pres.: Lee Tate, Sales Dir.: Robert Mayfield.
Audio: Cassette, open reel, NAB cartridge
 Tapemaker Sales Co., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700.
Video: Beta & VHS V-O cassette.
 Tapeponents Inc., see J.C. Anglum.
 Thaco Audio Inc., 2 Dickens Ave., Dix Hills, N.Y. 11746. Tel: (516) 667-1616. Chief Exec.: Michael Thaler.
Audio: 8-tr., cassette.
Video: Beta & VHS cassette.
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Audio: SCOTCH reels (1/2", 3/4", 1", 2"x5", 7", 10 1/4", 14")
Video: SCOTCH reels (2", 1")
 Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000.
Audio: Sonic & screw-type cassette.
 Ultra Specialty Inc., 20700 S. Betsch Ave., Carson, Calif. 90746. Tel: (213) 537-8850. Cable: ULTRASPEC. Telex: 194566.
Audio: Cassette.
Video: Beta & VHS cassette.
 Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
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 Bert-Co Ents. Inc. (div. of the Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137.
 Home office: New York, N.Y.
 Container-Kraft Inc., 8321 De Celis Pl., Sepulveda 91343. Tel: 893-9721.
 Gilmore Envelope Corp., 4540 Worth St. Zip: 90063. Tel: 268-3401.
 Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern.
 Home office: New York, N.Y.
 Rambo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica 90404. Tel: 829-3476. TWX: (910) 343-7420. Pres.: Jack G. Brown; Prod'n Supervisor: Steve Sheldon. (45 & LP)

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A G I (Album Graphics Inc.), 125 W. 55 St. Zip: 10019. Tel: 489-0793. TWX: (710) 581-5597. (Sales office only)
Home office: Melrose Park (Chicago Metropolitan Area), Ill.

G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson.

Bert-Co Ent's. Inc. (div. of Walter Reade Org. Inc.), 241 E. 34 St. Zip: 10016. Tel: 683-6300. Cable: WALREAD.
Branch: Los Angeles, Calif.

Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 925-8833.

Canover Inds., 48 St. & Maspeth Ave., Maspeth 11378. Tel: 456-8900.
Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. Telex: 666669.

Gen-Bitt Container Corp., 48-20 50 Ave., Woodside 11377. Tel: 784-8800.
Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410.

Ivy Hill Corp., 170 Varick St. Zip: 10028. Tel: 741-1404. Pres.: Ellis Ken.
Branches: Los Angeles, Calif.; Terre Haute, Ind.
Charlie Passantino Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1469.
Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. (45 & LP)

Edward R. White Inc., 18 E. 41 St. Zip: 10017. Tel: 687-2167. (7" & 12" record mailers)

• **RONKONKOMA (Area Code 516)**

Andrews-Nunnery Envelope & Paper Co. (sub. of ElectroSound Group Inc.).

2175 Fifth Ave. Zip: 11779. Tel: 467-2000. TWX: (510) 228-1095. Pres.: Stuart M. Andrews Jr.; Sales Mgr.: John F. Muller Jr.; Ass't Plant Mgr.: Robert J. Andrews

Home office: Holbrook, N.Y.; ElectroSound Group Inc.
Sales offices: Sun Valley (Los Angeles Metro Area), Calif.; Monarch Rec. Mfg. Inc.; New York, N.Y.; ElectroSound Group Inc.

OHIO

• **TOLEDO (Area Code 419)**

Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Mgr. Lowell P. Amos.
Chief products: Envelopes, mailers, backer boards, mailer cartons.

PENNSYLVANIA

• **PHILADELPHIA (Area Code 215)**

Dishmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. NYC: (212) 966-3185. Pres.: Morris Bailen, VP: Paul Deny. (45 & LP)

• **SCRANTON (Area Code 717)**

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.: M.C. Fischer; Sales Mgr.: Martin C. Fischer. (45 & LP)

TENNESSEE

• **NASHVILLE (Area Code 615)**

Album Globe Dist'n Co. Inc., City Square, 260 W. Main, Suite 107, Hendersonville 37075. Tel: 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart; Album Coord.: Patsy West. (LP & 45)

Color Craft Lithographics (div. of Super Prods Inc.), 31 Industrial Park Dr., Hendersonville 37075. Tel: 822-5080. Pres.: Gordon Cash; Sales Mgr.: Mike Shepherd. (45 & LP)

Melodée Ent's. Inc., 158 Gatone Dr., Hendersonville 37075. Tel: 824-3172. Pres.: Melinda Mullins; Sales Mgr.: Dee Mullins. (45 & LP)

TEXAS

• **DALLAS (Area Code 214)**

Rainbow Rec. Pressing, 2721 Irving Blvd. Zip: 75207. Tel: 630-6401. Pres.: Bob Cline; VP Sales: Phil Kalan. (45 & LP)

WYOMING

• **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander.

JACKETS & SLEEVES (LP & VIDEODISK)

CALIFORNIA

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

A G I (Album Graphics Inc.), 424 N. Lauchmont Blvd. Zip: 90004. Tel: 462-0821. (Sales office only)

Home office: Melrose Park (Chicago Metropolitan Area), Ill.
Album Graphics Inc., see AGI.

Alshire Int'l Inc., 1015 Isabel St., Burbank 91510. Tel: 849-4671. WATS: (800) 423-2936. Cable: BUDSOUND. TWX: (910) 498-2759. (LP only)

Bert-Co Ent's. Inc. (div. of the Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. (LP only)
Home office: New York, N.Y.

Cadet Recs. Inc./Custom Recs., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Gen. Mgr.: Don Macmillan. (LP only—Jackets only)

Computer Color Corp., 3711 Cahuenga Blvd. W., Studio City 91604. Tel: 877-2636. (Jackets only)

Custom Recs., see Cadet Recs.

Gilmore Envelope Corp., 4540 Worth St. Zip: 90063. Tel: 268-3401.

Imperial Pacific Sales Corp., 4522 Brazil St. Zip: 90039. Tel: 245-8583. (Jackets only—LP only)
Home office: Brooklyn (New York Metropolitan Area), N.Y.; Imperial Paper Box Corp.

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern. (LP only)
Home office: New York, N.Y.

K M Recs. Inc., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade Merkley; VP Custom Servs.: Jim Auchterlone; VP Audiophile Sales: Mike Malan; Mktg. & Adv. Mgr.: Bruce Leek. (Jackets only)

Kdisc (sub. of Keycor Century Corp.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323. Pres.: Richard B. Keycor; Gen. Mgr.: Bill Lightner. (Jackets only—LP only)
Plant: Saugus, Calif.

Modern Album of California (div. of Pontille Inc.), 3116 Vanowen St., Burbank 91505. Tel: 845-7655. TWX: (910) 498-2714. Pres.: William S. Pine.
Home office: Hauppauge, N.Y.; Modern Album & Finishing Co. Inc.

Monarch Rec. Mfg. Inc. (sub. of ElectroSound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352. Tel: 767-8833. VP & Gen. Mgr.: Bob Barone; VP Sales: Nate DuRoff. (Sales office only) (Sleeves only—45 & LP)

Home office: Holbrook, N.Y.; ElectroSound Group Inc.
Plant: Hicksville, N.Y.; Andrews-Nunnery Envelope & Paper Corp.

Pedersen Label Printing Co., 11152 Fleetwood St., Sun Valley 91352. Tel: 768-3122.

Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel: 464-7700.

Home office: Long Island City (New York Metropolitan Area), N.Y.

Plant: Indianapolis, Ind.; Rutgers Packaging Corp.

Raynor Sales Co. Inc., 1803 S. Hope St. Zip: 90015. Tel: (213) 742-0888. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Rick Crane. (Gift sleeves only)

Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. VP Sales: Jim Palmer.
Home office: New York, N.Y.

Stoughton Printing Co., 130 N. Sunset Ave., City of Industry 91744. Tel: 961-3678, 686-2753. Pres. & Gen. Mgr.: Jack W. Stoughton; Sales Mgr.: Jack Stoughton Jr. (Jackets only)

• **SAN JOSE (Area Code 408)**

M J S, 2514 Seaboard Ave. Zip: 95131. Tel: 262-5544. (Jackets only)

• **SAUGUS (Area Code 805)**

Kdisc (sub. of Keycor Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres.: Richard B. Keycor; Gen. Mgr.: Bill Lightner. (Jackets only—LP only)
Office: Hollywood (Los Angeles Metropolitan Area), Calif.

CONNECTICUT

• **UNION CITY (Area Code 203)**

A C. Hampson Printing Co., PO Box 97. Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: Ron Gallant. (Jackets only)

DELAWARE

• **WILMINGTON AREA (Area Code 302)**

Ken-Del Prod'n Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. (Jackets only—LP only)

FLORIDA

• **FORT LAUDERDALE AREA (Area Code 305)**

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011. Pres.: Dick Smith; Sales Mgr.: Mike Mulier (Jackets only)

• **MIAMI (Area Code 305)**

Duotone Co. Inc., PO Box 1168. Zip: 33143. Tel: 665-1121. WATS: (800) 327-5808. Sales & Adv. Mgr.: Stephen Gibson Nester. (Sleeves only—45 & LP)

Tropical Paper Box Co., 7000 NW 25 St. Zip: 33122. Tel: 592-5520. (Jackets only)

• **POMPANO BEACH (Area Code 305)**

Trackmaster Inc., 1310 S. Dixie Hwy. W. Zip: 33060. Tel: 943-2334. Pres.: Roy Parsons; Sales Mgr.: Lupe Parsons. (Sleeves only)

GEORGIA

• **LA GRANGE (Area Code 404)**

Shorewood Packaging of Georgia, 1707 Shorewood Dr. Zip: 30240. Tel: 884-3036. WATS: (800) 241-2325. Gen. Mgr.: Ken McCabe.
Home office: New York, N.Y.

ILLINOIS

• **CHICAGO METROPOLITAN AREA (Area Code 312)**

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. TWX: (910) 226-0417. Pres.: Donald W. Kosterka; Sales Mgr.: Kevin McKenna. (Jackets; Sleeves—LP only)

Sales offices: Los Angeles, Calif.; New York, N.Y.
M. M. Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip: 60611. Tel: 787-0804. Pres.: Shepherd Stern; Sales Mgr.: J.C. Cole; Adv. Mgr.: Mike Stern. (Standard 7" (45) & 12" (LP) sleeves; 7" (45) "color-coded" sleeves)

Fine Design Prods. Inc., 1830 S. Clinton. Zip: 60616. Tel: 939-5420.

Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117. (Jackets only)

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- **GARY (Area Code 219)**
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Owner: Bud Pressner. (Jackets only)
- **INDIANAPOLIS (Area Code 317)**
Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220. Tel: 251-3918
(Sleeves only)
Imperial Packaging Co. Inc., 7800 Records St. Zip: 46226. Tel: 545-7476.
(Jackets only)
Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Pa-
per Box Corp.
Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Bel-
mont Ave. Zip: 46221. Tel: 635-7777. TWX: (810) 341-3457, 341-3400.
(Videodisk only)
Home office: Long Island City (New York Metropolitan Area), N.Y.,
Queens Lithographing Corp.
- **TERRE HAUTE (Area Code 812)**
Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip.
46221. Tel: 466-9851.
Home office: New York, N.Y.
Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001.
TWX (810) 356-2116. Pres: Rolfe Froehlig. (Jackets: Sleeves-LP & 45)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.
Woodburn Printing Co., 25 S. Sixth St. Zip: 47808. Tel: 232-0323. Pres:
Donald P. Pendergast; Sales Mgr.: Ed Schulz; Adv. Mgr.: John Cruppen
(Jackets only)

IOWA

- **CARLISLE (Area Code 515)**
Harold Luck & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact
Harold Luck. (Jackets: Sleeves-LP only)

LOUISIANA

- **VILLE PLATTE (Area Code 318)**
Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip: 70586. Tel: 363-2104.
Pres: J. Floyd Soileau; Sales Mgr.: Ronnie Soileau. (LP only)

MASSACHUSETTS

- **BOSTON METROPOLITAN AREA (Area Code 617)**
Fleetwood Rec'g Studios Inc., 321 Revere St., Revere 02151. Tel: 284-8700.
Pres: Bobby Dee; VP: Ray Fournier; VP Prod'n & Gen. Mgr.: Dick Miller
- **CHICOPEE (Area Code 413)**
Dielectrics Inc., 300 Barnett Rd. Zip: 01020. Tel: 598-8308.

MICHIGAN

- **DETROIT METROPOLITAN AREA (Area Code 313)**
Archer Rec. Pressing Co., 7401 E. Davison. Zip: 48212. Tel: 365-9545. (Jack-
ets only-LP only)

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. Pres:
R.G. Heppard.

NEVADA

- **CARSON CITY (Area Code 702)**
Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way. Zip: 89701. Tel:
882-9333. WATS (800) 648-0958. Pres: Warren Perkins. (Sleeves only-LP
only)

NEW JERSEY

- **ELIZABETH (Area Code 201)**
Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Telex: 138767.
- **LYNDHURST (Area Code 201)**
Colorseps-Lithopreps Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.:
J.G. Principato. (LP only)
- **MOUNTAINSIDE (Area Code 201)**
Bestway Prods. Inc., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres. &
Sales Mgr.: Howard Massler; Gen. Mgr.: Benjamin Williams; Prod'n Mgr.:
Paul Stevens.

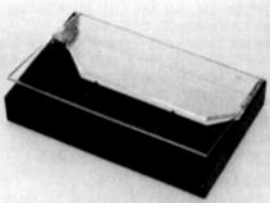
NEW YORK

- **BOHEMIA (Area Code 516)**
R H M Inds. Ltd., 180 Orville Dr. Zip: 11716. Tel: 567-7222. NYC: (212) 895-
9344. (Jackets only-LP & Videodisk)
- **COMMACK (Area Code 516)**
Robins Inds. Corp., 75 Austin Blvd. Zip: 11725. Tel: 543-5200. Pres: Her-
man Post.
- **FARMINGDALE (Area Code 516)**
Shorewood Packaging Corp., 55 Engineers Ln. Zip: 11735. Tel: 694-8230.
(Videodisk only)
Home office: New York, N.Y.
- **HAUAPPAUGE (Area Code 516)**
Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip:
11787. Tel: 234-1100. NYC (212) 291-7600. Pres: G.D. Thomas; Sales
Mgr.: R.A. Froehlig. (LP & Videodisk)
Branches: Burbank (Los Angeles Metropolitan Area), Calif., Modern Al-
bum of California Inc.; Terre Haute, Ind., Modern Album of Indiana Inc.;
Nashville, Tenn., Modern Album of Tennessee.
- **HOLBROOK (Area Code 516)**
Electrosound Group Inc., 725 Broadway Ave. Zip: 11741. Tel: 567-3700.
Corp. Pres: Richard H. Burkett; Pres. Music Div: Dick Meixner; Nat'l
Sales Mgr.: Ron Roberto. Local plant: Goldisc Rec'g Inc., Veterans Hwy &
Broadway. Zip: 11741. Tel: 589-0462; NYC (212) 581-5641. Pres:
Richard Meixner; Sales Mgr.: John Finnegan. (Sleeves only-LP only)
Plant: Hicksville, N.Y., Andrews-Nunnery Envelope & Paper Corp.
- **NEW YORK METROPOLITAN AREA (Area Code 212)**
A G I (Album Graphics Inc.), 125 W. 55 St. Zip: 10019. Tel: 489-0793. TWX:
(710) 581-5597. (Sales office only)

- Home office: Melrose Park (Chicago Metropolitan Area), Ill.
Album Graphics Inc., see AGI.
G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925-7100.
Pres: Gerald J. Benson; Sales Mgr.: E. Todd Benson. (LP only)
Bert-Co Ent's. Inc. (div. of the Walter Reade Org. Inc.), 241 E. 34 St. Zip:
10016. Tel: 683-6300. Cable: WALREAD. Telex: 12227.
Branch: Los Angeles, Calif.
Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 925-
8833.
D R G Recs Inc., 200 W. 57 St. Zip: 10019. Tel: 265-4050. Cable: STETRECS.
TWX: (710) 581-4825. (LP only)
Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390.
Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410.
Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212. Tel: 346-6100.
TWX: (710) 584-2386. Pres.: Louis Sukoff; Sales Mgr.: Ira Sukoff. (Jack-
ets only)
Branches: Los Angeles, Calif., Imperial Pacific Sales Corp.; Indianapolis,
Ind., Imperial Packaging Co. Inc.
Ivy Hill Corp., 170 Varick St. Zip: 10028. Tel: 741-1404. Pres.: Ellis Kern.
(Jackets: Sleeves-45 & LP)
Branches: Los Angeles, Calif.; Terre Haute, Ind.
Cyd Kilbey Graphic Design Studio, 389 Degraw St., Brooklyn 11231. Tel:
237-1762. (Graphic Design Servs. only)
Lee-Myles Assocs. Inc., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Cable:
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Mac Murray Press Inc., 230 W. 17 St. Zip: 10011. Tel: 924-1530. WATS:
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Charlie Passantino Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1469.
Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11101. Tel: 937-9515.
(Jackets only)
Progressive Label & Litho Co., 286 Stanhope St., Brooklyn 11237. Tel: 497-
2320. Pres: Jerome J. Rood; VP: Bernie Stein; Gen. Mgr.: Eric P. Rood.
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104.
Tel: 457-7700. Chf. Exec. Officer: Eric Kaitman; Pres.: Leonard Verebay;
Sr. VP Sales: Richard Roth. (Jackets-LP & Videodisk; Sleeves-LP only)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp.
Quintole Inc., 40 W. 27 St. Zip: 10001. Tel: 689-9100. Pres.: Michael
Halpern. (Jackets, Sleeves-45 & LP)
Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017.
Tel: 490-2787. Pres: Jasper Samuel. (Jackets: Sleeves-45 & LP)
Shepard Printing Corp., 111 Eighth Ave. Zip: 10011. Tel: (212) 255-1930.
(Jackets only)
Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. (Vide-
odisk only)
Branches: Los Angeles, Calif., LaGrange, Ga., Farmingdale, N.Y.
Video Disc Tech. Labs. Inc., 750 Eighth Ave., Suite 205. Zip: 10036. Tel:
997-0063. Pres: David Moldauer. (Jackets only)
- **RONKONKOMA (Area Code 516)**
Andrews-Nunnery Envelope & Paper Co. (sub. of Electrosound Group Inc.),
2175 Fifth Ave. Zip: 11779. Tel: 467-2000. TWX: (510) 228-1095. Pres:
Stuart M. Andrews Jr.; Sales Mgr.: John F. Muller Jr.; Ass't Plant Mgr.:
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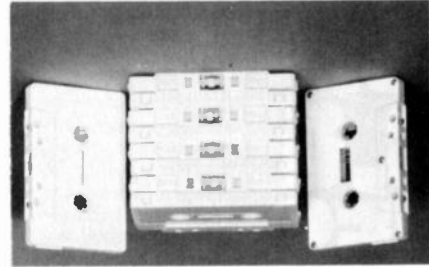
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NORTH CAROLINA

● **CANTON (Area Code 704)**

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans. (Jackets; Sleeves—45 & LP)

OHIO

● **CINCINNATI (Area Code 513)**

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. (Jackets only)
Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Rusty York; Gen. Mgr.: Linda York; Sales Mgr.: Rollin Bennett Jr. (Jacket fabrication)

Q C A Custom Pressing Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr.: Keith Myers; Plant Mgr.: Ken Martin. (Jackets; Sleeves—45 & LP)

Queen City Rec. Graphics, 9745 Lockland Rd. Zip: 45215. Tel: 733-5535. (Jackets only)

Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: B. Hyrne. (Jackets only—LP only)

PENNSYLVANIA

● **MECHANICSBURG (Area Code 717)**

H R C Printing, Box 1152, 5252 E. Trindale Rd. Zip: 17055. Tel: 766-0943. Gen. Mgr.: Donald E. Baldwin. (LP only)

● **PHILADELPHIA (Area Code 215)**

Community Press, 6047-49 Woodland Ave. Zip: 19142. Tel: 729-4655.
Hodge Rec. Mfg. Co., 1314-24 S. Howard St. Zip: 19147. Tel: 334-5662. (Sleeves only)

● **PITTSBURGH AREA (Area Code 412)**

Record-Rama, PO Box 150, Allison Park 15101-0150; Rt. 8, Hampton Plaza, 4706 William Flynn Hwy., Allison Park, 15101. Tel: 486-2100. Pres.: Paul C. Mawhinney; Sales Mgr.: Mark D. Mawhinney. (Sleeves—45 RPM record history sleeves)

● **SCRANTON (Area Code 717)**

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.: M.C. Fischer; Sales Mgr.: Martin C. Fischer. (Jackets—LP & Videodisk; Sleeves—45 & LP)

● **SHARON (Area Code 412)**

Marjor Recs. Inc., 159 Easton Rd., Hermitage 16146. Tel: 347-4726. Pres.: John T. Krzancic; Sales Mgr.: Martha Krzancic; Adv. Mgr.: Ruth Toth. (Jackets only)

PUERTO RICO

● **SAN JUAN (Area Code 809)**

Rio Pedras Recs. & Discos Boringuen, GPO Box 4785. Zip: 00936. Tel: 790-2188/2186/2142. Pres.: Dario Gonzalez; Gen. & Sales Mgr.: Benito Valdes.

TENNESSEE

● **NASHVILLE (Area Code 615)**

Album Globe Dist'n Co. Inc., City Square, 260 W. Main, Suite 107, Hendersonville 37075. Tel: 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart; Album Coord.: Patsy West. (Jackets only)

Color Craft Lithographics (div. of Super Prod'n Inc.), 31 Industrial Park Dr., Hendersonville 37075. Tel: 822-5080. Pres.: Gordon Cash; Sales Mgr.: Mike Shepherd. (Jackets; Sleeves—LP)

Color Graphics Inc., 305 Church St., Goodlettsville 37072. Tel: 859-4001.
Melodee Ent's. Inc., 158 Gatone Dr., Hendersonville 37075. Tel: 824-3172. Pres.: Melinda Mullins; Sales Mgr.: Dee Mullins. (Jackets; Sleeves—45 & LP)

Nashville Album Prod'n Inc., 1114 Gallatin Rd. N., Madison 37115. Tel: 883-2153.

Williams Printing Co., 417 Commerce St. Zip: 37219. Tel: 256-7125.

TEXAS

● **DALLAS (Area Code 214)**

Rainbow Rec. Pressing, 2721 Irving Blvd. Zip: 75207. Tel: 630-6401. Pres.: Bob Cline; VP Sales: Phil Kalan. (Jackets only)

● **FORT WORTH METROPOLITAN AREA (Area Code 817)**

Walls Printing Co., PO Box 211, Arlington 76010. Tel: 572-1414. Pres.: Calvin Wills. (Jackets only)

● **HOUSTON (Area Code 713)**

Riverside Albums, 7400 Pinemont, Zip: 77040. Tel: 462-2700. (Stock & custom jackets only)

● **SAN ANTONIO (Area Code 512)**

Texas Rec. Mfg. Inc., 1422 W. Poplar, Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Sales Mgr.: Jeannie Hill. (Jackets only)

UTAH

● **SALT LAKE CITY (Area Code 801)**

Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-266. Zip: 84107. Tel: 261-1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase

WYOMING

● **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. (Jackets only)

LABELS, DISK

Note: For tape labels please refer to Professional Tape Supplies.

CALIFORNIA

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

Alshire Int'l Inc., 1015 Isabel St., Burbank 91510. Tel: 849-4671 WATS. (800) 423-2936 Cable; BUDSOUND. TWX: (910) 498-2755.

Award Rec. Mfg. Inc., 11016 La Cienega Blvd., Inglewood 90304. Tel: 645-2281. Pres. & Sales Mgr.: Martin Asoorian; Gen. Mgr.: George Abayan. (45 & LP)

Bert-Co Ent's. Inc. (div. of Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137.

Home office: New York, N.Y.
Cadet Recs. Inc./Custom Recs., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121 Pres.: Jules Bihari; Gen. Mgr.: Don Macmillan. (45 & LP)
Custom Recs., see Cadet Recs.

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern.

Home office: New York, N.Y.
K M Recs. Inc., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade Merkle; VP Custom Servs.: Jim Auchterlone; VP Audiophile Sales Mike Malan; Mktg. & Adv. Mgr.: Bruce Leek. (45 & LP)

Kdisc (sub. of Keycor Century Corp.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323. Pres.: Richard B. Keycor; Gen. Mgr.: Bill Lightner.

Plant: Saugus, Calif.
Queens Lithographing Corp., 6290 Sunset Blvd. Suite 304, Hollywood 90028. Tel: 464-7700

Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica 90404. Tel: 829-3476. TWX (910) 343-7420. Pres.: Jack G. Brown; Prod'n Supervisor: Steve Sheldon. (45 & LP)

Stoughton Printing Co., 130 N. Sunset Ave., City of Industry 91744. Tel: 961-3678, 686-2753. Pres. & Gen. Mgr.: Jack W. Stoughton; Sales Mgr.: Jack Stoughton Jr. (45 & LP)

● **SAUGUS (Area Code 805)**

Kdisc (sub. of Keycor Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres.: Richard B. Keycor; Gen. Mgr.: Bill Lightner. (45 & LP)

Office: Hollywood (Los Angeles Metropolitan Area), Calif.

CONNECTICUT

● **UNION CITY (Area Code 203)**

A.C. Hampson Printing Co. Inc., PO Box 97. Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: Ron Gallant. (LP & 45)

DELAWARE

● **WILMINGTON AREA (Area Code 302)**

Ken-Del Prod'n Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. (45 & LP)

FLORIDA

● **FORT LAUDERDALE AREA (Area Code 305)**

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011. Pres.: Dick Smith; Sales Mgr.: Mike Mulier. (45 & LP)

ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. TWX: (910) 226-0417. Pres.: Donald W. Kosterka; Sales Mgr.: Kevin McKenna.

Sales offices: Los Angeles, Calif.; New York, N.Y.
Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 774-4321.

Media Int'l Inc., 425 N. Michigan. Zip: 60611. Tel: 467-5430. Pres.: Duane Lundeen; VP: Al Masters. Treas.: Margaret Lundeen. (45 & LP)

Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.

● **ROCKFORD (Area Code 815)**

Carter Corp., PO Box 5185. Zip: 61125. Tel: 397-3200. Cable: CARTERCORP. Pres.: Robert L. Fleming, VP Sales & Mktg.: Sandra L. Fleming; Plant Mgr.: W. Skip Kruger.

INDIANA

● **TERRE HAUTE (Area Code 812)**

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47803. Tel: 466-9851. (45 & LP)
Home office: New York, N.Y.

Modern Album of Indiana Inc., 1299 Vorhees St. Zip: 47808. Tel: 235-6001. Pres.: Rollie Froehling. (LP & 45)

Woodburn Printing Co., 25 S. Sixth St. Zip: 47808. Tel: 232-0323. Pres.: Donald P. Pendergast; Sales Mgr.: Ed Schulz; Adv. Mgr.: John Crippen

IOWA

● **CARLISLE (Area Code 515)**

Harold Luck & Assocs., 110 Fairfield St. Zip: 50047. Tel: 989-3679. Contact: Harold L. Luck. (LP only)

LOUISIANA

● **VILLE PLATTE (Area Code 318)**

Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip: 70586. Tel: 363-2104. Pres.: J. Floyd Soileau; Sales Mgr.: Ronnie Soileau. (45 & LP)

MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**

Fleetwood Rec'g Studios Inc., 321 Revere St., Revere 02151. Tel: 284-8700. Pres.: Bobby Dee; VP: Ray Fourmier; VP Prod'n & Gen. Mgr.: Dick Miller.

● **CHICOPPEE (Area Code 413)**

Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308

MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**

Archer Rec. Pressing Co., 7401 E. Davison. Zip: 48212. Tel: 365-9545. (45 & LP)

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. Pres.: R.G. Heppard

NEW JERSEY

● **CARLSTADT (Area Code 201)**

Q-A-I Inc., 640 Dell Rd. Zip: 07072. Tel: 460-0060; NYC (212) 964-1714. Pres.: Steven Dauman; Sales Mgr.: George Ratowsky (LP only)

● **LYNCHBURST (Area Code 201)**

Colorseps-Lithopres Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.: J.G. Principato.

● **MOUNTAINSIDE (Area Code 201)**

Bestway Prods. Inc., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres. & Sales Mgr.: Howard Massier. (45 & LP)

NEW YORK

● **BOHEMIA (Area Code 516)**

R H M Inds. Ltd., 180 Orville Dr. Zip: 11716. Tel: 567-7222. NYC (212) 895-9344. (45 & LP)

● **HAUPPAUGE (Area Code 516)**

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gulpin Ave. Zip: 11787. Tel: 234-1100; NYC (212) 291-7600. Pres.: G. D. Thomas. Sales Mgr.: R.A. Froehling. (45 & LP)

Branches: Burbank (Los Angeles Metropolitan Area), Calif.; Modern Album of California Inc.; Terre Haute, Ind.; Modern Album of Indiana Inc. Nashville, Tenn.; Modern Album of Tennessee.

● **LINDENHURST (Area Code 516)**

Coastal Specialty Tapes Inc., 274 Bangor St. Zip: 11757. Tel: 226 5900. Pres.: Dan Dobbs. (LP & 45)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**

A G I (Album Graphics Inc.), 125 W. 55 St. Zip: 10019. Tel: 489 0793. TWX (710) 581 5597. (Sales office only)

Home office: Melrose Park (Chicago Metropolitan Area), Ill.
G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925 7100. Pres.: Gerald J. Benson. Sales Mgr.: E. Todd Benson

Bert-Co Ent's Inc. (div. of Walter Reade Org. Inc.), 241 E. 34 St. Zip: 10016. Tel: 683 6300. Cable: WALREAD. Telex: 12227

Branch: Los Angeles, Calif.
Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 925 8833

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371 0390. Telex: 666669

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Ivy Hill Corp., 170 Varick St. Zip: 10028. Tel: 741 1404. Pres.: Ellis Kern. (45 & LP)

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Lee-Myles Assocs. Inc., 160 E. 56 St. Zip: 10022. Tel: 758 3232. Cable: LEE MYLES. (45 & LP)

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 Progressive Label & Litho Co., 286 Stanhope St., Brooklyn 11237. Tel 497-2320. Pres. Jerome J. Rood; VP: Bernie Stein; Gen. Mgr.: Eric P. Rood.
 Jasper Samuel Advertising & Recs. Inc. 60 E. 42 St., Suite 541 Zip 10017 Tel 490-2787 Pres. Jasper Samuel. (45 & LP)
 Video Disc Tech Labs. Inc., 750 Eighth Ave., Suite 205 Zip 10036. Tel 997-0063. Pres.: David Moldauer.

• UTICA (Area Code 315)

Onerida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501 Tel 735-6187. Pres.: Stanley Markowski. (45 & LP)

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• CANTON (Area Code 704)

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip 28716 Tel: 648-6012 Owner: J. Ted Evans Jr., VP: Kay Evans. (45 & LP)

OHIO

• CINCINNATI (Area Code 513)

Artists Rec'g Co Inc., 320 Mill St. Zip 45215. Tel 761-0011
 Q C A Custom Pressing Inc., 2832 Spring Grove Ave. Zip. 45225. Tel 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr. Keith Myers, Plant Mgr. Ken Martin. (45 & LP)
 Studio Pressing Serv., 320 Mill St. Zip. 45215 Tel: 761-8294 Pres. B. Hyrne. (45 & LP)

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• MECHANICSBURG (Area Code 717)

H R C Printing, Box 1152, 5252 E. Trindle Rd. Zip 17055. Tel: 766-0943 Gen. Mgr.: Donald E. Baldwin. (45 & LP)

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Fenton Label Co., Coral & Buckuss Sts. Zip 19124 Tel 288-2910.

• SCRANTON (Area Code 717)

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip 18505 Tel 346-1761. Pres.: M.C. Fischer; Sales Mgr.: Martin C. Fischer. (45 & LP)

• SHARON (Area Code 412)

Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146 Tel 347-4726. Pres.: John T. Krzancic, Sales Mgr. Martha Krzancic, Adv. Mgr.: Ruth Toth.

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• SAN JUAN (Area Code 809)

Rio Piedras Recs. & Discos Borinquen. GPO Box 4785 Zip 00936 Tel: 790-2188/2186/2142 Pres.: Dario Gonzalez; Gen. & Sales Mgr. Benito Valdes.

TENNESSEE

• NASHVILLE (Area Code 615)

Album Globe Dist'n Co. Inc., City Square, 260 W. Main, Suite 107, Hendersonville 37075. Tel: 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart, Album Coord.: Patsy West. (LP & 45)

Color Craft Lithographics (div. of Super Prod'ns Inc.), 31 Industrial Park Dr., Hendersonville 37075. Tel: 822-5080. Pres. Gordon Cash; Sales Mgr.: Mike Shepherd. (45 & LP)

Color Graphics Inc., 305 Church St., Goodlettsville 37072 Tel 859-4001 M F P Inc., 453 Chestnut St. Zip: 37203. Tel: 256-6161.

Melodee Ents. Inc., 158 Gatone Dr., Hendersonville 37075 Tel: 824-3172 Pres. Melinda Mullina; Sales Mgr.: Dee Mullins. (45 & LP)
 Nashville Album Prod'ns Inc., 1114 Gallatin Rd. N., Madison 37115. Tel 883-2153.

United Rec. Pressing Inc., 453 Chestnut St. Zip: 37203. Tel 259-9396 Williams Printing Co., 417 Commerce St. Zip: 37219 Tel: 256-7125.

TEXAS

• DALLAS (Area Code 214)

Rainbow Rec. Pressing, 2721 Irving Blvd Zip 75207 Tel: 630-6401 Pres. Bob Cline; VP Sales. Phil Kalan. (45 & LP)

• SAN ANTONIO (Area Code 512)

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Sales Mgr.: Jeannie Hill.

UTAH

• SALT LAKE CITY (Area Code 801)

Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-266. Zip. 84107. Tel: 261-1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase.

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• ELKHART LAKE (Area Code 414)

Sohn Mfg. Inc., Box X. Zip: 53020. Tel: 876-3361.

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Alshire Int'l Inc., 1015 Isabel St., Burbank 91510. Tel: 849-4671 WATS (800) 423-2936. Cable. BUDDSOUND. TWX: (910) 498-2759. (Shrinkwrap only)

Award Rec. Mfg. Inc., 11016 La Cenega Blvd., Inglewood 90304. Tel 645-2281. Pres. & Sales Mgr.: Martin Ansoorian; Gen. Mgr.: George Abajian. (Shrinkwrap only)

Container-Kraft Inc., 8321 De Cels Pl., Sepulveda 91343. Tel: 893-9721 (Polybags only)

M. Latter Mfg. & Sales, 3208 W. Jefferson Blvd Zip 90018 Tel: 737-0440

Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel: 464-7700. (Polybags only)

Plant: Indianapolis, Ind., Rutgers Packaging Corp.
 Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica 90404. Tel 829-3476. TWX: (910) 343-7420. Pres.: Jack G. Brown, Prod'n Supervisor. Steve Sheldon. (Shrinkwrap only)

• OCEANSIDE (Area Code 714)

Excel Co., 1907 Apple St. Zip: 92054. Tel: 439-3020. Pres.: J. Richard Lee; Gen. Mgr.: Bill Kottcamp. (Polybags only)

• SAN FRANCISCO (Area Code 415)

Cory Sound Co., 1255 Howard St. Zip: 94103. Tel 543-0440. Pres. Phillip Markinson. (Shrinkwrap only)

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M J S, 2514 Seaboard Ave. Zip: 95131 Tel: 262-5544. (Polybags only)

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Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel 832-7883. Pres. Harold Lion, Sales Mgr.: Richard Lion. (Shrinkwrap only)

FLORIDA

• FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313 Tel 587-6011. Pres.: Dick Smith; Sales Mgr.: Mike Mulver. (Shrinkwrap only)

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Progressive Music/Mirror Image Magnetics, 615 Bosphorus Ave. Zip: 33606. Tel 251-8093/5198. Pres.: Ken Veenstra II. (Shrinkwrap only)

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Muscassette Dupl'rs of Hawaii, PO Box 22190. Zip 96822 Tel: 533-4165. Pres.: Dean T. Ono. (Shrinkwrap only)

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Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220. Tel: 251-3918 (Polybags only)

Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. TWX: (810) 341-3457, 341-3400. (Polybags only)

Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp.

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• DETROIT METROPOLITAN AREA (Area Code 313)

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Charlie Passantino Inc., 311 W 43 St. Zip 10036 Tel 586 1469 (Polybags only)

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Andrews-Nunnery Envelope & Paper Co. (sub. of ElectroSound Group Inc.) 2175 Fifth Ave. Zip 11779 Tel 467 2000 TWX (510) 228 1095 Pres. Stuart M. Andrews Jr., Sales Mgr. John F. Muller Jr., Ass't Plant Mgr. Robert J. Andrews (Polybags only)

Home office: Holbrook, N.Y., ElectroSound Group Inc. Sales offices: Sun Valley (Los Angeles Metro Area), Calif., Monarch Rec. Mfg. Inc., New York, N.Y., ElectroSound Group Inc.

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Dneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip 13501 Tel 735 6187 Pres. Stanley Markowski (Shrinkwrap only)

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Jewel Reg Co., 1594 Kinney Ave. Zip 45231 Tel 522 9336 Pres. Rusty York, Gen. Mgr. Linda York, Sales Mgr. Rollin Bennett Jr. (Shrinkwrap only)

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H R C Printing, 5252 E Trindle Rd. Zip 17055 Tel 766 0943 Gen. Mgr. Donald E. Baldwin

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• NASHVILLE METROPOLITAN AREA (Area Code 615)

Nashville Album Prods Inc. 1114 Gallatin Rd. N., Madison 37115 Tel 883 2153

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J C Anglum Co. Inc./Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046 Tel (201) 263 1442 Pres. J. Clifford Anglum

Product: Vinyl resin & compounds, styrene resin & compounds, color concentrates

Celanese Plastics & Specialties Co., 26 Main St., Chatham, N.J. 07928 Tel (201) 635 4300 Pres. R. Andrews, Sales Mgr. L. Bond

Product: Celanar polyester film
Dixon Inds Corp. (a Bundy Co.), 386 Metacomb Ave., Bristol, R.I. 02809 Tel (401) 253 2000 Telex 927706

Product: Polyolefin compound
E I du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods Dept., du Pont Airport, Bldg. 1, Wilmington, Del. 19898 Tel (302) 774 2421

Product: Chromium dioxide tape coating
Finebilt Mfg Co., 931 N. Citrus Ave., Hollywood, Calif. 90038 Tel (213) 466 9511 Cable CDEXPORT, Telex 698393, Pres. Alwin P. Schmid, VP & Tape Sales Mgr. Joseph Bouzoglou, Sales Mgr. Manuel Munoz

Product: Record compounds, coating slurry
G S P Metals & Chemicals Corp., 2535 E. 28 St., Los Angeles, Calif. 90058 Tel (213) 582 0685 Telex 181531 Pres. Shepard Drazir, Sales Mgr. Saul Louis

Product: Plating metals, chemicals & equip
Hi Flex Corp., 404 Artillery Rd., Taylors, S.C. 29687 Tel (803) 268-2363

Product: Polyolefin, polyester, graphite coated polyester rolls
K M Recs Inc., 2980 N. Ontario St., Burbank, Calif. 91504 Tel (213) 841-3400 Pres. Glade Merkle, VP Custom Servs. Jim Auchterlone, VP Audiophile Sales. Mike Malan, Mktg. & Adv. Mgr. Bruce Leek

Product: TELDEC vinyl compound
Keycor Corp., 26000 Springbrook, Saugus, Calif. 91350 Tel (805) 259 2360 Cable KEYCHEM, Telex 677239 Pres. Howard Hill, Sales Mgr. Gary Norman

Product: Record compound
Lenahan Assocs. Inc., PD Box 397, Pitman, N.J. 08071 Tel (609) 589-5755 Pres. H.F. Lenahan Jr., Sales Mgr. W.J. Wood

Product: Record compounds
Quex, see Vitec
Rainville Co. Inc., 200 Clay Ave., Middlesex, N.J. 08846 Tel (201) 752 8100

Product: PVC/carbonblack conveying systems, size reduction & silos
Randolph Prods Co., Box 67, Carlstadt, N.J. 07072 Tel (201) 438 3700 Pres. John M. Randolph

Product: Record lacquer
Richardson Co., Polymeric Systems Div., 15 Meigs Ave., Madison, Conn. 06443 Tel (203) 245 0441 TWX (710) 450 3571 Pres. A.J. Raiche

Product: Injection molding, polystyrene compounds—standard black & custom transparent colors
Teldec, see KM Recs.

Tenneco Chemical Corp., Turner Pl., Piscataway, N.J. 08854 Tel (201) 981-5000

Product: Record compounds
Vitec Inc., 1043 E. Fourth St., Santa Ana, Calif. 92702 Tel (714) 541-3411 Pres. L.L. Silver

Product: QUIEX audiophile record pressing compound.

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Al-Be Inds Inc., 16633 Minnesota Ave., Paramount, Calif. 90723 Tel (213) 636-2563

Chief product: Matic preplasticizer
Alpha Delta, see Toolex Alpha

Aragon, see Certain-Teed Machinery
Audio Matrix Inc., 915 Westchester Ave., Bronx, N.Y. 10459 Tel (212) 589-3500 Local branch: 1290 Ave. of the Americas, New York 10019 Tel: 247-8289

Chief product: Stamper making equipment
Certain-Teed Machinery (div. Certain-Teed Corp.), 5501 N. 119 St. W., Maize, Kan. 67101 Tel (316) 722-2811

Chief product: ARAGDN single screw extruders
D D W Inc., 533 Hagan St., Nashville, Tenn. 37203 Tel (615) 256-2183 Telex 554302

Chief product: SHURE SHOT extruders (automatic & manual)
Diacoustic Lab., 23958 Craftsman Rd., Calabasas, Calif. 91302 Tel (213) 888-8010 Owner & Pres. Ernest Knight, Sales Mgr. K.D. Vredenburg

Chief product: Disk recording styli, blank disks, stereo disk cutting lathes
Europadisk Ltd., 75 Varick St., New York N.Y. 10013 Tel (212) 226-4401

Cable EUROPADISK TWX (710) 581-2034 Pres. James P. Shelton; VP Christian S. Lach. (Manufacturer's Rep.)
Product: EUROPA-FILM record plating equip. (Sweden)

Europa Film, see Europadisk
Extruda-Pros Inc., 100 S. Washington Ave., Dunellen, N.J. 08812 Tel (201) 752-2144 Cable EXPRD Pres. Robert Tillis; Sales Mgr. Dorothy T. Logan

Chief product: Record compounding machinery
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Product: Presses, molds, extruders
Gentry Machine Corp., Somerdale Ind'l Park, 201 Linden Ave., Somerdale N.J. 08083 Tel (609) 627-3000

Chief products: HYDRAMOLD presses, MILLER extruders
Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014 Tel (212) 741 7411, Pres. Stephen F. Temmer, Sales Mgr. Russell D. Hamm

Product: Disk cutting lathes, blank disks
Hamilton Mfg Co. (div. of Gram Inds. Inc.), PO Box 110, 510 First Ave., West Haven, Conn. 06516 Tel (203) 933-1625 TWX (710) 465 2982 Pres. E.F. Loughran; Sales Mgr. Brooks B. Sayles

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Hydramold, see Gentry Machine

I.E.S., see Industrial Electroforming
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Chief product: IES matrix plating systems
James G. Lee Rec. Processing Inc., 145 W 154 St., Gardena, Calif. 90247 Tel (213) 321 2187

Chief product: Record matrices, masters, mothers, stampers
Lened Int'l Corp., 489 Henry St., Elizabeth, N.J. 07201 Tel (201) 354-5205 Telex 138767

Chief products: Record inserting machine, automatic record pressing systems
Maple Clamp Corp., 1278 Underwood Ave., San Francisco, Calif. 94124 Tel (415) 822-8855 Pres. Paul Joutsen

Chief product: Record trimmers
Mastercraft Rec. Plating Inc., 609 W. 51 St., New York, N.Y. 10019 Tel (212) 265-6040

Chief product: Plating equip
Micro-Point Inc., 150 Clearbrook Rd., Elmsford, N.Y. 10523 Tel (914) 592-4014 TWX (710) 567 1223 Pres. Edward Schwartz

Chief product: Disk recording styli
Miller, see Gentry Machine
Musical Prods. Inc., 521 W 26 St., Chicago, Ill. 60616 Tel (312) 225-9117

Chief product: VANS plating equip
Namik Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652 Tel (201) 368-8310 TWX (710) 990 1273

Home office: Japan
Chief product: Cutting hot stylus
Ranstele Audio Inc., 1697 Broadway, New York, N.Y. 10019 Tel (212) 265-5563 Pres. Thomas S. Steele

Chief product: Disk mastering equip., cutterheads, cutterhead driver pre-amplifiers, power amplifiers, cutting lathe control systems, variable pitch & depth control computers, meter-monitor switching analyzers, custom control consoles, lathe rebuilding, customizing & updating of equip
Record Prods. of America Inc., 700 Sherman Ave., Hamden, Conn. 06514 Tel (203) 248-6371 Pres. Stanley Roczynski, VP & Sales Mgr. Steve Suzanski

Chief products: 12", 10" & 7" 2 pc. molds, insert molds, frame assemblies, mold accessories, plating equip., label cutting presses
S M T., see Southern Machine
Shure Shot, see DDW

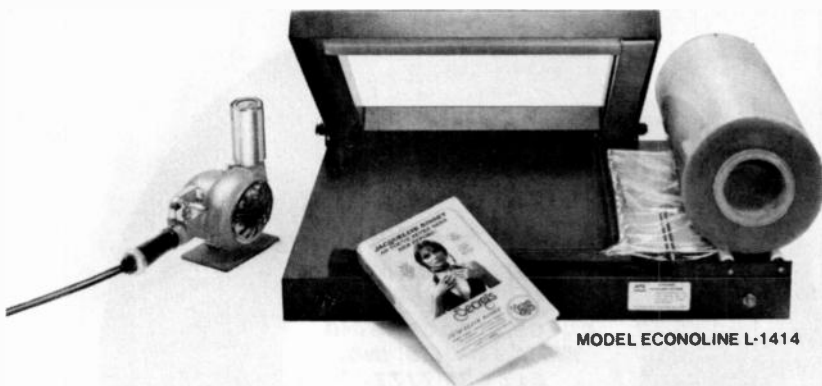
Sontec Electronics, Audio Dr., Goldbond, Va. 24094 Tel (703) 626 7256 Pres. Burgess Macneal

Product: Lathe controllers, mastering equalizers, dynamic range controller
Southern Machine & Tool Corp., 533 Hagan St., Nashville, Tenn. 37203 Tel (615) 256-2183 Telex 554302

Chief product: SMT 7" & 12" automatic & manual presses

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Chief product: Jacket machines

Toolex Alpha AB Inc, 10 Fifth St Norwalk Conn 06856 Tel (203) 838 0145
Home office: Sweden
Chief product: ALPHA DELTA audio & video presses, extruders, molds & accessories

Transco Prods Int'l 875 Merrick Ave, Westbury NY 11590 Tel (516) 683 3000 Cable EXREGNIS, Telex (RCA) 229011 (WU) 649186 Pres Arthur A Singer, Sales Mgr Dick Lewent
Chief product: Master record blanks

Vans, see Musical Prods

Wildwood Audio, see Wildwood Entertainment

Wildwood Entertainment, 48 Hillside Colony, Stillwater NY 12170 Tel (518) 664 3377 Pres Vincent Meyer Jr., Sales Mgr Erich Borden
Product: WILDWOOD AUDIO disk mastering systems

Worldex Mfg Co Ltd, 1212 N La Brea Ave, Hollywood Calif 90038 Tel (213) 466 3324 Cable WORLDEX Pres Louis R Baptista
Chief product: Record presses electroplating plants dies

TAPE DUPLICATING & PROCESSING EQUIPMENT MANUFACTURERS / IMPORTERS

A V A (Audio Video Automation), 150 D Knickerbocker Ave Bohemia, NY 11716 Tel (516) 567 5156 Pres Rainer K Zoply
Audio: Automatic cassette loaders

Accurate Sound Int'l Inc, 3515 Edison Way Menlo Park, Calif 94025 Tel (415) 365 2843 Telex 348327 Pres Ronald M Newdell, Sales Mgr Don O'Bella
Audio: ASCO tape duplicators

Air Bin, see Investment Technology

Alpha, see International Audio

Asco, see Accurate Sound

Associated Audio Servs Inc 181 Westchester Ave Port Chester NY 10573 Tel (914) 937 5129 Pres D Richard Kraus, VP Allan Johnson
Audio: AUJOI EIGHT 8-tr loaders

Audio Inc, 219 Crossen Ave, Elk Grove Village Ill 60007 Tel (312) 640 1030 Pres WR Hinkle, VP Mfg Norman Oeletzke
Audio: Cassette loaders, cassette rewinders & timers
Video: Videocassette loaders & reloaders (1/2" 3/4")

Audi Eight, see Associated Audio

Audiodyne Co, PO Box 825, San Jose Calif 95106 Tel (408) 287 3520
 Owner & Pres Louis R Chiaramonte
Audio: 8 tr, cassette & open reel winders, 8 tr cartridge splice finder

AudioGraphics (div of Herald Publ'g House), 3225 S Noland Rd., Independence, Mo 64055 Tel (816) 252 5010

Audio: Cassette duplicators & loaders

Audiomatic Corp, 1290 Ave of the Americas, New York NY 10019 Tel (212) 582 4870 Telex 126419 Pres Milton B Gelfand, VP Customer Servs Marilyn J Best, Adv Mgr J P Lohman Local branch: Audio Matrix Inc, 915 Westchester Ave, Bronx 10459 Tel 589 3500
Audio: ELECTROSDUINO cassette duplicators (Distributor)

Audio/Tex Inc, 502 D Vandell Way, Campbell, Calif 95008 Tel (408) 378 5586 Cable AUDIOTEK Telex 172230 Pres Robert W Kratt, Opns Mgr Miguel A Ordanana
Audio: 8 tr, cassette & open reel duplicators cassette loaders, duplicator master recorders

Auto Tec, see United Research

Bazy Electronics Corp, 3018 Ave C, Holmes Beach, Fla 33510 Tel (813) 778 4442
Audio: Cassette rewinders, in cartridge duplicators

Beaucart see UMC

Cetec Gauss (div of Cetec Corp), 9130 Glenoaks Blvd Sun Valley, Calif 91352 Tel (213) 875 1900 Telex 194989 Pres W Mort Fujii, Sales Mgr J Fleischmann
Audio: GAUSS high speed tape duplicating systems & quality control reproducers

Chet Dunn Assocs, 20 Locke Rd., Billerica, Mass 01821 Tel (617) 663 2000 Telex 947429 (Manufacturer's Rep)
Audio & Video: OKU AUTOMATIK cassette assembly equip

Ed Pic, see Pickering

Electrosound Inc (sub of Electrosound Group Inc), 160 San Gabriel Dr, Sunnyvale, Calif 94086 Tel (408) 245 6600 Pres Ed Winn
Branch: Omaha, Neb., Electro Sound Midwest, 3528 Dodge St Zip

68131 Tel (402) 344 4114 Mktg Mgr Jim Cook (Sales office)

Audio: Duplicators, QC reproducers, automatic 8 tr & cassette winders, loaders, splicers & recorder/reproducers

Ferrocube Corp, 5083 Kings Hwy Saugerties, NY 12477 Tel (914) 246 2811
Audio: 8 tr & cassette duplicating head assemblies

Finebilt Mfg Co Inc, 931 N Citrus Ave, Hollywood, Calif 90038 Tel (213) 466 9511 Cable CODEXPORT Telex 698393 Pres Alwin P Schmid VP Joseph Bouazglou, Sales Mgr Manuel Munoz
Audio: Magnetic tape coaters & slitters, test equip

Gauss, see Cetec

I E M, see International Electro Magnetics.

I T I, see Investment Technology

Infonics Inc, PO Box 1111, 238 Hwy 212, Michigan City, Ind 46360 Tel (219) 879 3381 Telex 233111
Audio: INFONICS, PHOENIX duplicators

International Audio Inc, 2934 Malmo Dr., Arlington Heights Ill 60005 Tel (312) 956 6030
Audio: ALPHA in cassette duplicators

International Electro Magnetics Inc, 350 N Eric Dr., Palatine, Ill 60067 Tel (312) 358 4622 Bd Chm John Pretto, Sales Mgr Tony Pretto
Audio: IEM heads, tape transports

Investment Technology Inc, 1940 124 Ave NE, Bellevue, Wash 98005 Tel (206) 454 7720
Audio: AIR BIN, ITI air driven loop bins

King Instrument Corp, 80 Turnpike Rd, Westboro, Mass 01581 Tel (617) 366 9141 Cable KINGINST Telex 948485 Pres William H Anderson, VP Sales & Mktg William E Chne, Sales Mgr Joseph C Ciccone

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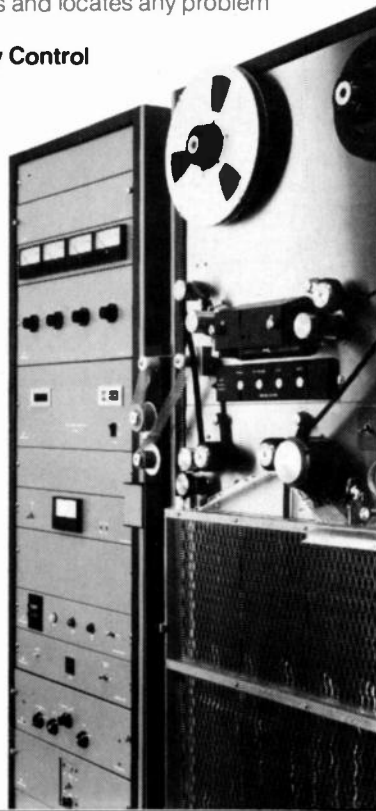
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M T I Corp., 124 Montclair Ave., Montclair, N.J. 07042. Tel: (201) 744-2220.
Cable: MITCDRP
Audio: SYSTEM III, TAPEMATIC high-speed duplicators & loaders.
Magnefax Int'l Inc., Rt. 1, Box 764, Rogers, Ark. 72756. Tel: (501) 925-1818.
Cable: MAGNEFAX. Telex: 536433. AIDCLRK. Pres. & Sales: Dennis W. Tallakson.
Audio: Cassette & 4" open reel duplicating systems.
O K U-Automatik, see Chet Dunn.
Dtari Corp., 2 Davis Dr., Belmont, Calif. 94002. Tel: (415) 592-8311. TWX: (910) 376-4890. Pres.: Jack Soma; Mktg. Mgr.: Steven Krampf; Nat'l Sales Mgr.: Michael Bernard; Prod. Mgr.: John Carey; Field Sales Eng. (Industrial Prods.): Michael Pappas.
Audio: High speed duplicating systems.
Video: Videocassette loaders.
P C E, see Professional Cassette Equip.
Passavant Corp., 125 Carson Rd., Birmingham, Ala. 35215. Tel: (205) 853-6290. Telex: 782118. TWX: (810) 733-5547.
Audio & Video: Unwinders, conditioning units, coatiers, dryers, calendars, rewinders, slitters.
Pentagon Inds. Inc., 4751 N. Dicot Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Telex: 253058. Pres.: Tom Horton; Sales Mgr.: Harry Sheaffer.
Audio: In-cassette, reel-to-reel & reel-to-cassette duplicators.
B. F. Perkins (div. of Roehlen Inds.), GPO Box 366, 939 Chicopee St., Chicopee, Mass. 01021. Tel: (413) 536-1311. Telex: 955342.
Audio & video: Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds, splice jumping & edge guiding.
Phoenix, see Infonics.
Pickering Audio-tronics, 535 N. Alexandria, No. 104, Los Angeles, Calif. 90004. Tel: (213) 669-8243. Owner: Edward F. Pickering. (Exported by Singer Prods. Co. Inc.)
Audio: PICKERING, ED-PIC tape duplicating systems & tape winders for all formats.
Professional Cassette Equip., 2909 Ocean Park Blvd., Santa Monica, Calif. 90405. Tel: (213) 450-4499.
Audio: PCE cassette loaders.
Recordex Corp., 1935 Delik Ind'l Blvd., Marietta, Ga. 30067. Tel: (404) 955-7368.
Audio: Cassette & reel to cassette duplicators, in-cassette duplicating systems.
Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 962-0220. TWX: (910) 379-5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxell.
Audio: Automated cassette duplicators.
Video: High-speed videotape duplicators.
Rockford Automation, 3381 Forest View Rd., Rockford, Ill. 61109. Tel: (815) 398-7601.
Audio & Video: Cassette automatic assembly systems.
S S K Ent's. Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (805) 889-1831. Pres.: Sonia F. Kara.
Audio: High speed duplicators.
Saki Magnetics, 8650 Hayden Pl., Culver City, Calif. 90230. Tel: (213) 559-6704. TWX: (910) 328-6100. Pres.: Eugene Sakasegawa; Sales Mgr.: Trevor Boyer.
Audio & Video: Magnetic recording heads.
See Hear Inds. (div. of RJA Inc.), 717 E. Artesia Blvd., Carson, Calif. 90741. Tel: (213) 516-0315. Pres.: Ray Jacobs; Sales Mgr.: Bob Glom.
Audio: WOLLENSAK high-speed cassette duplicators.
Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; Sales Mgr. (Molded Prods. Div.): Lloyd Pomber; Audio Prods.: Michael Tremblay.
Audio: Automatic & semi-automatic cassette & 8-tr. assembly equip., cassette winders.
Video: VHS "in-cassette" winders.
Singer Prods. Co. Inc., 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 683-3000. (Export only)
Audio: RECORDEX tape winders & duplicators.
Studer Revox America Inc., 1425 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 254-5651. Pres.: Bruno Hochstrasser; Gen. Mgr.: Bill R. Muggler; Nat'l Sales Mgr.: Barry D. Evans; Technical Mgrs.: (Studer) Doug Beard, (Revox) Renaud Delapraz.
Branches: Van Nuys, Calif., 14046 Burbank Blvd. Zip: 91401. Tel: (213) 780-4234. Contact: Bill Van Doren — New York, N.Y., 155 Ave. of the Americas. Zip: 10013. Tel: (212) 255-4462. Contacts: Fred Layn, Tom Mintner.
Audio: Master recorders, quality control recorders/reproducers.
System III, see MTI.
T L R Mktg., 2 Dashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605.
Pres: Leonard Ripley
Exclusive sales agent: Emerson, N.J., A-V Mktg. Corp., 195 Kinderkamack Rd. Zip: 07630. Tel: (201) 267-7240.
Audio: TTL automatic cassette loaders.
T T L, see TLR Mktg.
Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700.
Audio: Programmable cassette testing unit, loop bin.
Video: Videocassette loading equip., staking machines.
Tapemasters Inc., PO Box 38651, Dallas, Tex. 75238. Tel: (214) 349-0081.
Audio: Automatic stacker/stamper for cassette.
Tapematic, see MTI.
Telectro Systems Corp., 96-18 43 Ave., Corona, N.Y. 11368. Tel: (212) 651-8900. Pres.: Harry Sussman.
Audio: High speed duplicators.
Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James S. Arrington; Mktg. Dir.: Tom Johnson.
Audio: Reel to reel, reel to cassette & cassette to cassette duplicators. High speed cassette copiers.
Trackmaster Inc., 1310 S. Dixie Hwy. W., Pompano Beach, Fla. 33060. Tel: (305) 943-2334. Pres.: Roy Parsons; Sales Mgr.: Lupe Parsons.
Audio: 8-tr. & cassette duplicators, verifiers, exercisers.
U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 288-7731. Telex: 963510.
Audio: BEAUCART broadcast cartridge tape recorders & reproducers.
United Research Lab. Corp., 681 Fifth Ave., New York, N.Y. 10022. Tel: (212) 751-4663. TWX: (710) 581-3622.
Audio: AUTO-TEC replacement parts for professional recorders.
Verbatim Corp., 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400.
Audio: Cassette tension monitors, head & guide gauge, torque tester.



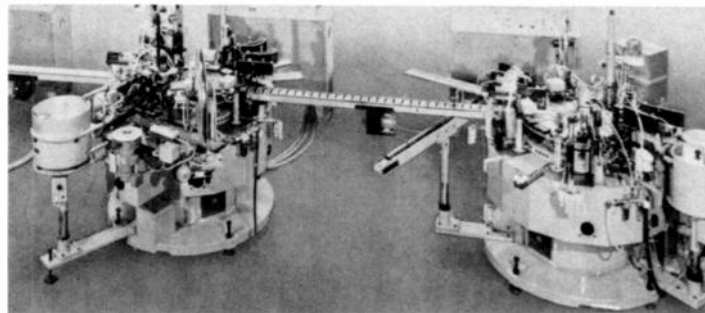
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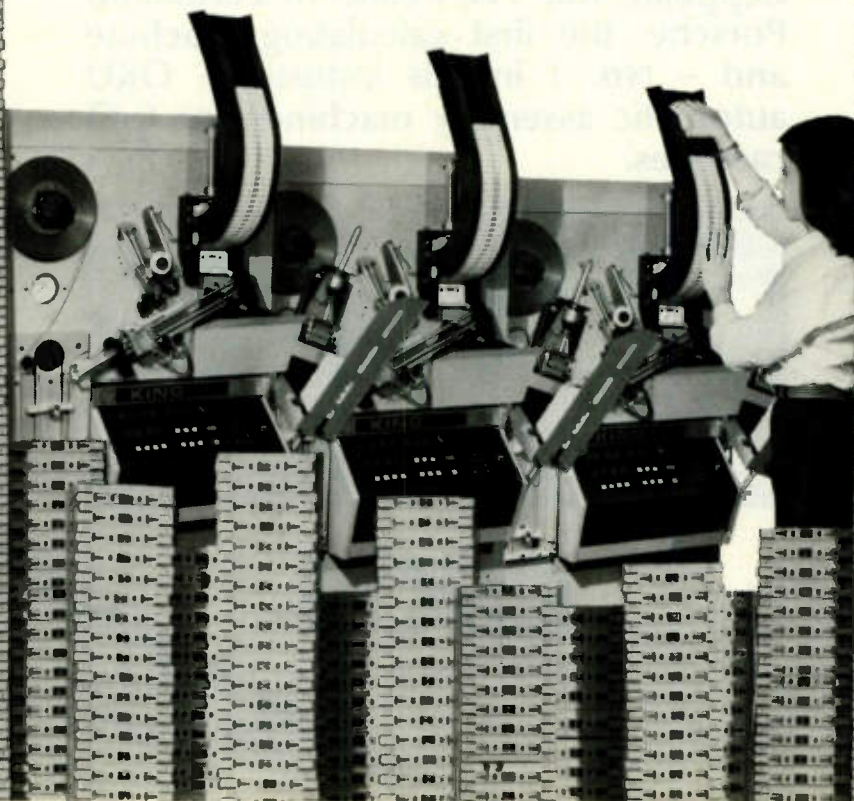
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Home office: Warren, Mich., American Sound Corp., 25133 Thomas Dr. Zip: 48091 Tel: (313) 539-2900.
Audio: Fully automatic tape loading equipment.

Wildwood Entertainment, 48 Hillside Colony, Stillwater, N.Y. 12170. Tel: (518) 664-3377. Pres.: Vincent Meyer Jr.; Sales Mgr.: Erich Borden.
Audio: Real time cassette duplicators, distribution amplifiers.
Wollensak, see See Hear

TAPE PACKAGING & LABELING EQUIPMENT MANUFACTURERS & IMPORTERS

A P S, see Autovend.

Apex, see Audiomatic.

Audio/Video Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510 Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.
Product: TUCK label application machines.

Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-4870. Telex: 126419. Pres.: Milton B. Gelfand; VP Customer Servs.: Marilyn J. Best; Adv. Mgr.: J.P. Lohman. Local branch: Audio Matrix, Inc., 915 Westchester Ave., Bronx 10459 Tel: 589-3500.
Product: APEX "on-cassette" printers (Distributor).

Autovend Packaging Systems (APS), PO Box 712, 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-1040.
Product: Solid state shrink film packaging systems.

Kenneth A. Bacon Assocs., 216 Montego Key, Bel Marin Keys, Calif. 94947. Tel: (415) 883-5041. Owner & Sales Mgr.: Kenneth A. Bacon; Prod'n Mgr.: Rick Bacon.
Product: Cassette labeler.

Bazy Electronics Corp., 3018 Ave. C, Holmes Beach, Fla. 33510. Tel: (813) 778-4442.
Product: Shrink wrap sealer.

Cheshire (a Xerox Co.), 404 Washington Blvd., Mundelein, Ill. 60060. Tel: (312) 949-2000.
Product: Labeling machines.

Coastal Specialty Tapes Inc., 274 Bangor St., Lindenhurst, N.Y. 11757. Tel: (516) 226-5900. Pres.: Dan Dobbs.
Product: Labeling machines.

Chet Dunn Assocs., 20 Locke Rd., Billerica, Mass. 01821. Tel: (617) 663-2000. Telex: 947429. (Manufacturer's Rep.)
Product: OKU-AUTOMATIK audio & video cassette assembly equip.

E-System, see Econocorp.

Econocorp Inc., 71 Fourth Ave., Needham Heights, Mass. 02194. Tel: (617) 444-8070.
Product: E-SYSTEM, ECONOSEAL horizontal-loading packaging equip

Econoseal, see Econocorp.

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. WATS. (800) 648-0958. Pres.: Warren Perkins.

Product: ROTEX, UNILINE labelers.

I T I, see Investment Technology.

Investment Technology Inc., 1940 124 Ave. NE, Bellevue, Wash. 98005. Tel: (206) 454-7720

Product: ITI cassette labelers, label printing equip.

M. Lattier Mfg. & Sales, 3208 W. Jefferson Blvd., Los Angeles, Calif. 90018. Tel: (213) 737-0440.

Product: Shrink packaging machinery.

M T I Corp., 124 Montclair Ave., Montclair, N.J. 07042. Tel: (201) 744-2220. Cable: MITICORP

Product: TAPEMATIC labeling & inserting machines.

Master Rec'g Supply, 4000 W. Magnolia Blvd., Burbank, Calif. 91505. Tel: (213) 841-7500. Telex. 183511. Pres. H. B. LaGrandeur.

Product: Labeling machinery.

N J M Inc., 6 Commerce Rd., Fairfield, N.J. 07006. Tel: (201) 227-8300. TWX: (710) 734-4353. Pres.: A.R. Schaefer; Mktg. & Sales Dir.: Malcolm Smith; Nat'l Sales Mgr.: H.L. Jepson.

Branches: San Mateo, Calif., 307 S. B St. Zip: 94401. Mgr.: T.A. Paul-Des Plaines, Ill., 2720 Des Plaines Ave. Zip: 60018. Tel: (312) 296-1021. Mgr.: E. Kristensen.

Product: PONY LABEL-DRI, PONY PACER, PACE SETTER pressure sensitive labeling equip.

O K U-Automatik, see Chet Dunn.

Pace Setter, see NJM.

Pony Label-DRI, see NJM.

Pony Pacer, see NJM.

Pro I Packaging Inc., PO Box 54, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: R.L. Pnk; VP Sales: J. Pnk.

Product: Automated packaging systems.

Rotex, see Gopher.

Scandia Packaging Machinery Co., PO Box 575, Allwood Sta., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100. Telex: 133513. Pres.: W.B. Bronander Jr.; Nat'l Sales Mgr.: W.B. Bronander III.

Product: Packaging machinery for wrapping, cartoning, loading, labeling for 8-tr., audio and video cassette.

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres. Tony Gelardi; VP: Paul Gelardi; Sales Mgr. (Molded Prods. Div.): Lloyd Pomber; Audio Prods.: Michael Tremblay.

Product: Automatic cassette assembly & packaging machines.

Stevenson Inds., 9741 Independence Ave., Chatsworth, Calif. 91311. Tel: (213) 709-6117.

Product: Shrink film packaging equip.

Tapematic, see MTI.

Tuck, see Audio/Video Accessories.

Uniline, see Gopher.

Video Accessories Co., see Audio/Video Accessories.

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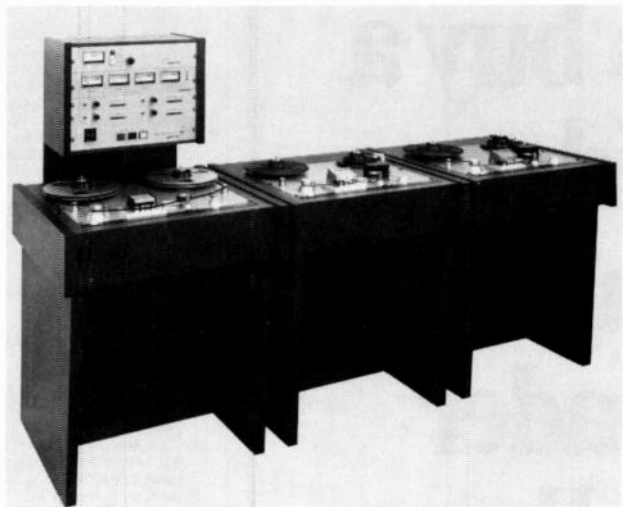
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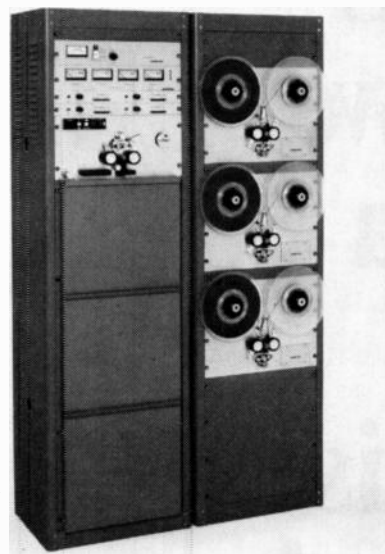
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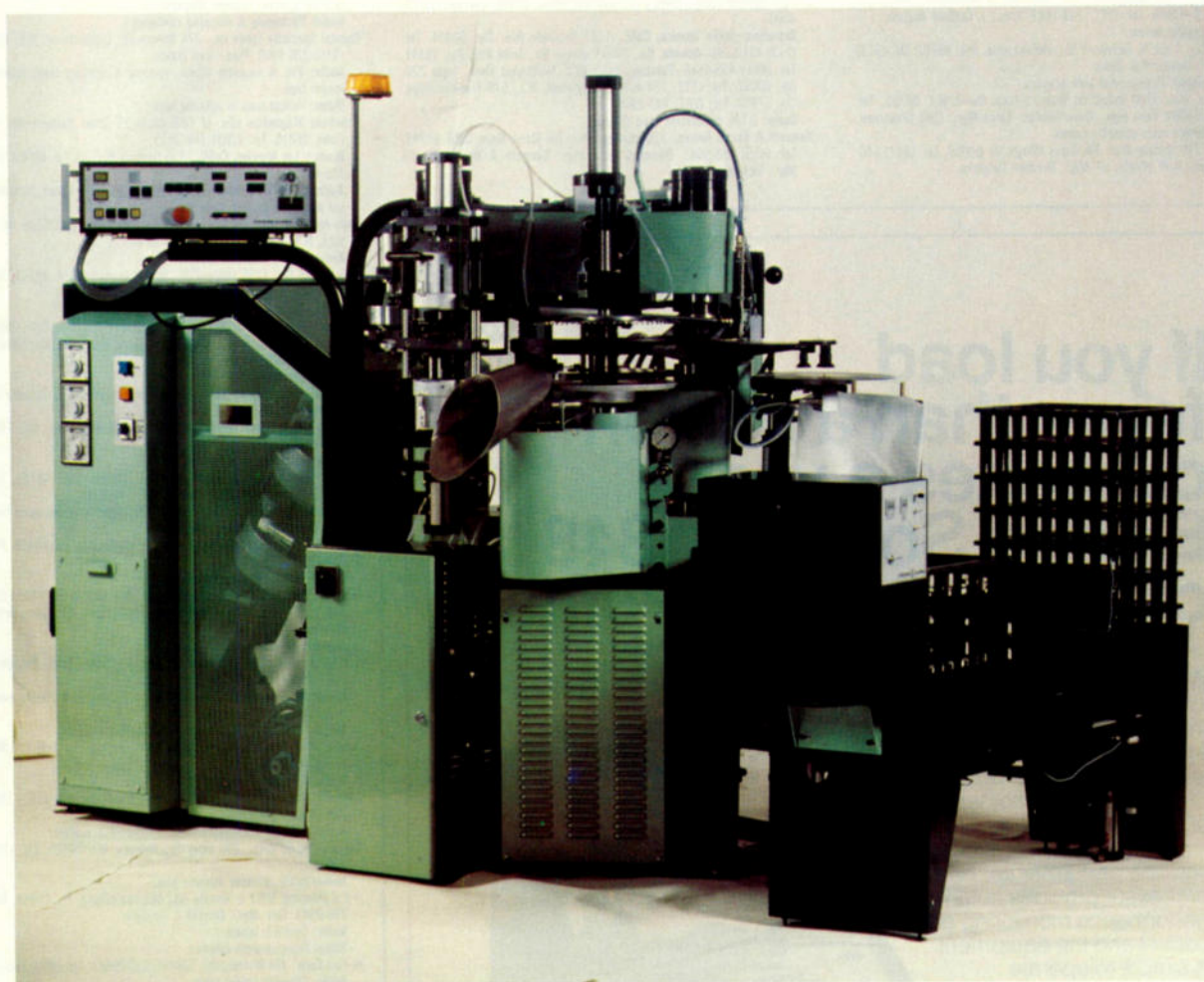
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Audio: Cassette boxes.
 J.C. Anglum Co. Inc./Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres.: J. Clifford Anglum.
Audio: Cassette boxes.
 R.B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R.B. Annis.
Audio & Video: Professional bulk erasers.
 Athena Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500. Gen. Mgr.: Dave Whalen; Sales Mgr.: Eliot Grossman.
Audio: Norelco style cassette boxes.
 Audioco Inc., 219 Crossen Ave., Elk Grove Village, Ill. 60007. Tel: (312) 640-1030. Pres.: W.R. Hinkle; VP Mfg.: Norman Deletzke.

Audio: Cassette labels.
Video: 1/4" & 1/2" tape splicers, 1/4" U-matic reloads.
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
Audio: Norelco style cassette boxes.
 Audiolab Electronics Inc., 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500.
Audio & Video: Degaussers.
Audio/Video: Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.
Audio: Boxes, labels & printed materials in styro block (book) formats.
 Audiovisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa. 19406. Tel: (215) 272-8500. Pres.: John Ballantyne; VP Sales: John Buttenworth.
Audio: Cartridge & cassette labels.
 B A S F Systems Corp., Crosby Dr., Bedford, Mass. 07130. Tel: (617) 271-4000.
 Branches: Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel: (213) 451-8781—Atlanta, Ga., 3300 Buckeye Rd., Suite 403. Zip: 30341. Tel: (404) 455-4145—Palatine, Ill., 800 E. Northwest Hwy., Suite 220. Zip: 60067. Tel: (312) 934-4990—Ridgewood, N.J., 579 Franklin Tpk. Zip: 07450. Tel: (201) 447-6904.
Audio: D.L.N. calibration tape (Fe. Cr).
 Kenneth A. Bacon Assocs., 216 Montego Key, Bal Marin Keys, Calif. 94947. Tel: (415) 883-5041. Owner & Sales Mgr.: Kenneth A. Bacon; Prod'n Mgr.: Rick Bacon.

Audio: Cassette labels (EDP computer pin-feed), flat cassette label stocks, custom printed labels & inserts, corrugated Norelco-box mailers. Beau, see UMC.
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Audio: 8-tr. & cassette pressure sensitive labels.
 Bogen, see International Rec'g.
 W. H. Brady Co. Specialty Tape Prods., 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Cable: BRADYCO. Tel: 26677. Gen. Mgr.: John Arnold; Sales Mgr.: Mary Ciocarelli.
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Video: 1/4" & 1/2" videocassette splicing & sensing tapes, Beta cassette leader tape.
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Audio: Packaging & shipping containers.
 Coastal Specialty Tapes Inc., 274 Bangor St., Lindenhurst, N.Y. 11757. Tel: (516) 226-5900. Pres.: Dan Dobbs.
Audio: 8-tr. & cassette labels, splicing & sensing tape, splicer, paper leader tape.
Video: Helical lead-in splicing tape.
 Columbia Magnetics (div. of CBS Inc.), 15 Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 744-3555.
 Branch: Los Angeles, Calif., 1930 Century Park W. Zip 90067. Tel: (213) 556-4836.
Audio: COLUMBIA MAGNETICS splicing & abrasive tape, MAGNA-SEE Iq ud magnetic pattern detecting kit.
 Copy-Art Photographers (div. of James J. Kreisgmann), 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 757-0190.
Audio: 8-tr. & cassette labels.
 Cory Sound Co., 1255 Howard St., San Francisco, Calif. 94103. Tel: (415) 543-0440. Pres.: Phillip Markinson.
Audio: Custom cassette labels.
 Custom Recs., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Gen. Mgr.: Don Macmillan.
Audio: Cassette labels.
Video: Cassette labels.
 Dyna/Day Plastics Inc. (sub. of American Sound), 6270 Country Club Rd., Tucson, Ariz. 85706. Tel: (602) 746-1001.
 Sales office: North Hollywood, Calif., 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100.
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 Fenton Label Co., Coral & Buckius Sts., Philadelphia, Pa. 19124. Tel: (215) 288-2910.
Audio: 8-tr. & cassette labels.
 Fidelpac Corp., PO Box 808, Moorestown, N.J. 08057. Tel: (609) 235-3511. TWX: (710) 897-0254. Pres.: Roger Thanhauser; VP Sales: Arthur Constantine.
Audio: 8-tr. labels.
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Audio: Cassette labels.
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 Image Devices Inc., 1825 NE 149 St., Miami, Fla. 33181. Tel: (305) 945-1111. Telex: 519348. TWX: (810) 845-4242.
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 Inches Per Second Inc., 107 Bridge Rd., Hauppauge, N.Y. 11787. Tel: (516) 234-3322. TWX: (510) 227-1585. Pres.: William Prechtel; Sales Mgr.: Douglas Scott.
Audio: Norelco-style cassette boxes.
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 J R F Co. Inc., 17 Byram Bay Rd., Hopatcong, N.J. 07843. Tel: (201) 398-7426. Pres.: John R. French; Sec'y-Treas.: Cookie French.
 Plant: Landing, N.J., 101 Landing Rd. Zip: 07850.
Product: Magnetic recording heads (new & refurbished).
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Audio: MAX SOUND norelco style & soft-poly style cassette boxes.
 Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Del. 19804. Tel: (302) 855-7488.
Audio: Cassette labels.
 Keystone Printed Specialties Co. Inc., 321 Pear St., Scranton, Pa. 18505. Tel: (717) 346-1761. Pres.: M.C. Fischer; Sales & Adv. Mgr.: Martin C. Fischer.
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Video: Videocassette labels.
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Audio: Cassette labels.

Lipps Inc., 1630 Euclid St., Santa Monica, Calif. 90404. Tel: (213) 450-1324.
Audio: Magnetic heads.

Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Telex: 914542.
Audio: Norelco style cassette boxes.

M R L, see Magnetic Reference Lab.

Mac Murray Press Inc., 230 W. 17th St., New York, N.Y. 10011. Tel: (212) 924-1530. WATS: (800) 221-9390. Pres.: Bernard Lerman.
Audio: Cassette labels.
Video: Videocassette labels.

Magna See, see Columbia Magnetics.

Magnetic Reference Lab Inc., 229 Polaris Ave., Suite 4, Mountain View, Calif. 94043. Tel: (415) 965-8187. Pres.: John G. McKnight.
Audio: MRI test tapes.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaleri.
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Melmex, see ICI.

Max Sound, see Joyce Molding.

Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611. Tel: (312) 467-5430. Pres.: Duane Lundeen; VP: Al Masters; Treas.: Margaret Lundeen.
Audio: Cassette labels.

Mike's Print Shop, 2507 Grim, Waco, Tex. 76707. Tel: (817) 752-2321.
 Owner: Mike Stanley.
Audio: Pressure-sensitive cassette labels.

Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668.
Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38301. Tel: (901) 423-0810.
Audio: Norelco-style cassette boxes.

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Branches: Terre Haute, Ind., Modern Album of Indiana, 1299 Voorhees St. Zip: 47808. Tel: (812) 235-6001. Pres.: Rollie Froehlig—Nashville, Tenn., Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: (615) 255-7461.
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N A C, see National Audio.

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Audio: Cassette labels & insert cards.

Peerless Vid-Tronics Corp., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600.
Video: Videocassette packaging.

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Audio: Splicing tape & pre-cut tabs.

Phyco Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel: (714) 621-9561. Owner: Robert Deates; Gen. Mgr.: Rick Deates.
Audio: Cassette labels.

Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016. Tel: (312) 298-5300. Pres.: John Kaiser.
Audio: Soft-hinged cassette boxes.

Poly-Matrix Inc., 40 Downing Ind'l Park, Pittsfield, Mass. 01201. Tel: (413) 499-3550. Pres. William A. Ruffo; Mktg. & Sales Dr.: Timothy P. Waisey; Mgt. Dr.: James Avallan.
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Rutgers Packaging Corp., see Queens Lithographing.

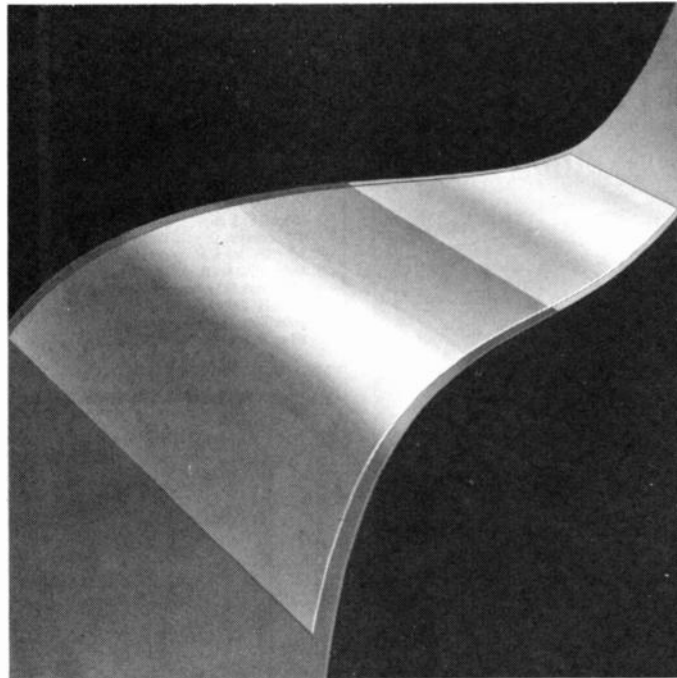
S T L, see Standard Tape Lab.

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; Sales Mgr. (Molded Prods. Div.): Lloyd Pomber; Audio Prods.: Michael Tremblay.
Audio: Norelco style cassette boxes.

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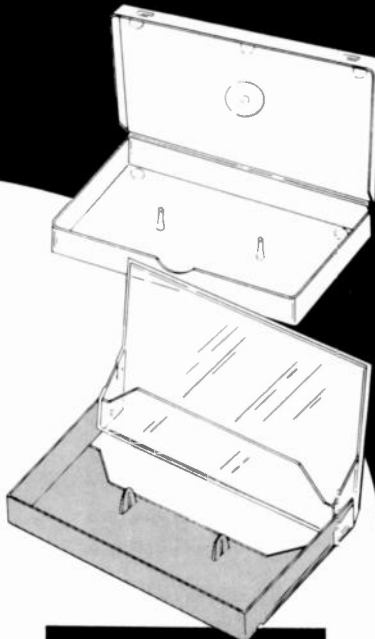
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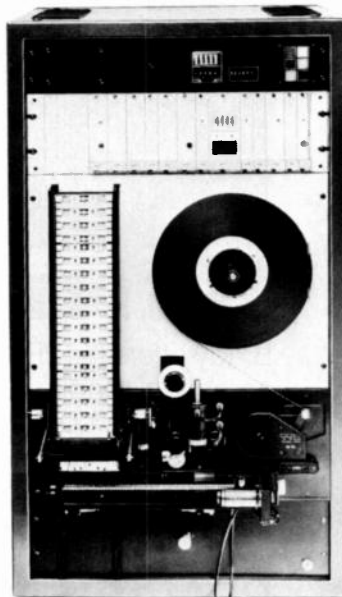
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Audio: STL test tapes.
Stanford Int'l, 569 Laurel St., San Carlos, Calif. 94070. Tel: (415) 592-5958. Pres. & Sales Mgr.: Fred Dobbs; Ops. Mgr.: Jan Dillard.
Audio: Cassette labels.
Stephens Electronics Inc., 3513 Pacific Ave., Burbank, Calif. 91505. Tel: (213) 842-5116. Pres.: John F. Stephens; Sales Mgr.: JoAnne McArthur.
Audio: Professional 2" editing blocks.
Studio Magnetics Co. Inc., 12 Long Island Ave., Holtsville, N.Y. 11742. Tel: (516) 289-3400. Pres.: George Clahane; VP: Craig M. Balaban.
Audio & video: Custom printed labels.
Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 792-2700. TWX: (910) 221-5199. Pres.: William C. Jones; Sales Mgr.: Edmund F. Larrabee.
Audio: Connectors, cable assemblies, adapters, patch cord systems, jacks & plugs.
T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Telex: 144535. Pres.: Iwao Kawakami; VP & Gen. Mgr.: Ken Kohda; Nat'l Consumer Sales Mgr.: Doug Chatburn; Nat'l Video Prods. Mgr.: Ed Pessara; Nat'l Adv. Mgr.: Lou Abramowitz.
Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Reg'l Sales Mgr.: Gene Dunham—Marietta, Ga., 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Sales Mgr.: George Casteel—Des Plaines, Ill., 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: (312) 297-1341. WATS: (800) 323-5956. Reg'l Sales Mgr.: Jack Pender.
Audio: Test tapes, head demagnetizers, labels & index cards.
Taberaser, see Taber Mfg.
Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831.
Audio: TABERASER bulk erasers.
Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700.
Audio: Splicing & sensing tape, pre-cut Q-tabs, cassette labels.
Video: Splicing tabs, leader tape & head cleaning tape for Beta & VHS cassette.
Thalco Audio Inc., 2 Dickens Ave., Dix Hills, N.Y. 11746. Tel: (516) 667-1616. Chief Exec.: Michael Thaler.
Audio: Morelco & soft-poly style cassette boxes.
Trackmaster Inc., 1310 S. Dixie Hwy. W., Pompano Beach, Fla. 33060. Tel: (305) 943-2334. Pres.: Roy Parsons; Sales Mgr.: Lupe Parsons.
Audio: Cassette labels.
Tri-Lon Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010. Tel: (212) 255-6140. Pres.: Morris Strickler; VPs: David & Mark Strickler.
Audio: 8-tr. & cassette inserts & labels.
Tropical Paper Box Co., 7000 NW 25 St., Miami, Fla. 33122. Tel: (305) 592-5520.
Audio: 8-tr. & cassette boxes.
U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 288-7731. Telex: 963510.
Audio: BEAU heads, motors.
Universal Marking Systems Inc., 2320 E. 26 St., Minneapolis, Minn. 55406. Tel: (612) 721-7466.
Audio: Cassette labels, case liners.
Video: Cassette labels.

Vaughn Assocs., PO Box 5808, Sarasota, Fla. 33579. Tel: (813) 924-3734.
Audio: Cassette labels
Video Accessories Co., see Audio/Video Accessories.
Videoraser, see Sonar Radio.
Edward R. White Inc., 18 E. 41 St., New York, N.Y. 10017. Tel: (212) 687-2167.
Audio: Tape envelopes & mailers.
Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Telex: 442560. Pres.: Otto Rauhut.
Audio: Bulk erasers, degaussers, magnetic erasing pencil.
Wills Printing Co., PO Box 211, Arlington, Tex. 76010. Tel: (817) 572-1414.
Pres.: Calvin Wills.
Audio: Cassette labels.
Xcel, see Georgia-Pacific.

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Speed and accuracy are valuable only when your cassette loader is operating without problems. Now, with the TTL Model 515 Automatic Cassette Loader you can have the reliability which guarantees **top speed and highest accuracy all the time.**

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Tel.: 914-968-1605

A-V MARKETING CORP.

Exclusive Sales Agent
195 Kinderkamack Rd., Emerson, NJ 07630
Tel.: 201-967-7240

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tape packaging
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AND AUTOMATED SYSTEMS

1960's



Scandia introduced the first fully automatic high-speed 8-track labeling, cartoning, and wrapping system.

1970's



Scandia introduced the first fully integrated high-speed packaging system for labeling, inserting, and wrapping audio cassettes.

1980's



Scandia now introduces the all-new economical, automated cartoning, and wrapping system for video cassettes, again leading the way.



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THE TAPE PACKAGING LEADER

Scandia Packaging Machinery Company
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1982-83 BLANK TAPE PRODUCT CHART

Note: Complete listings for the companies appearing on these charts follow on page 150.

CASSETTE

PLAYING TIME	PRODUCT	COATING	LIST PRICE
ACME DIST.			
Custom	Voice	FO	50 60
Custom	Music	ER	70 80
1-120	Mastering	M/NB/HP	1.00/1.50
1-120	Chrome	CrO	1.75/2.25
AMPEX			
30/45/60/90/120	Professional (670 Series)	FO	.87-2.93
ASSOCIATED AUDIO			
10sec.-94min.	Custom	Custom	.62-1.60
AUDIO MAGNETICS			
60 3-pack	Cycles	LN-F	
45/60/90/120	Tracs	LN-F	
60 3-pack	Tracs	LN-F	
90 3-pack	Tracs	LN-F	
45/60/90/120	High Performance I	HP-F	
60/90	High Performance II	HE-F	
B A S F			
60/90	Performance	LN/HO	
60/90	Professional I	FO/MO/NB	
60/90	Professional II	CrO	
60/90	Professional III	CrO./Fch	
KENNETH A. BACON			
Standard/Custom	KA613/813	Fch/HB/SLN/SHF	
Standard/Custom	NA511/811/1211	NB/SH/M	
Standard/Custom	NA619/819	NB/PLN/HO	
Standard/Custom	K Line	SP	
BONNEVILLE			
60/90	Pro Track	FO Type I	1.21/1.55
30/45/60/90/120	Bonneville	FO Type I	
BURLINGTON AUDIO			
Standard	Aurora	M	
CALIBRON			
60	PCI-600	GFO	2.49
90	PCI-900	GFO	3.49
CENTURY SOUND			
30/60/90/120	Century	LN	1.00/1.25/2.00/2.90
CENTROM			
60/90	Ferex 1	FE	3.00/3.99
60/90	Ferex 2	COeq	3.00/3.99
30/45/60/90/120	High Density	FE	1.29/1.39/1.59/2.09/2.49
60/90/120	High Energy	HE	1.99/2.59/2.99
CONTINENTAL			
45/60/90/120	Audiophile	HO/HO/FO	3.49/3.79/4.69/7.29
45/60/90	Supersound	HE/FO	1.99/2.19/2.89
60 3-pack	Supersound	HE/FO	3.99
90 2-pack	Supersound	HE/FO	5.29
FUJI			
46/60/90	Metal tape	MT	8.30/9.10/12.00
46/60/90	Fuji FX I	PF/NB	4.25/4.89/6.70
46/60/90	Fuji FX II	Bendox HB	4.40/5.10/6.95
46/60/90/120	Fuji FL	PF/LN	3.00/3.40/4.70/6.50
H I ENTS			
2-120	Custom	C/FC/FO/HO/LN	
HITACHI			
60/90	UDEX	EC	
60/90	UDER	EO	
46/90	ME	MT	
IRISH MAGNETIC			
30/60/90	Irish	FS	
60/90	Irish	FS	
LARKSONG			
45/60/85/100/120	MAF (Packaged)	MA Ferris/NB	
30/45/60/90/120	Wide Band Educational	GFO/NB	
LE-BO/PEERLESS			
60/90	4 Starr	FO	
LION			
5-120	Lion Tape	LN/SLN/HB/C	
LORANGER			
46/60/90	Loran	FO	4.55/5.55/7.65
60/90	Loran	C	5.75/7.95
60/90	Loran	MT	12.70/15.75
M J S			
46/62/92/122	High Bias II	C	
46/62/92	Wide Dynamic	F	
46/62/92/122	HO/LN	F	
46/62/92	Metal	M	

MANN ENDLESS			
10sec.-30min	MEC1	BC/MT	
10sec.-30min	MEC2	BC/XHE	
10sec.-30min	MEC3	BC/CrO	
10sec.-30min	MEC4	BC/SP	
46min. (mobiustrip)	MEC5	XHE (both sides)	
MAXELL			
46/60/90/120	Low Noise	GFO	
46/60/90/120	Ultra Dynamic	PrGH	
60/90	UD XL I	EO	
60/90	UD XL II	EO	
60/90	XLI-S	EO	
60/90	XLII-S	EO	
46/60/90	MT	Metaxial	
46/60	Micro	MT (Metaxial)	
46/60	Micro	PrGH	
MEMOREX			
30/45/60	MRX I	FO	2.79/2.99/3.19
90/120	MRX I	FO	4.79/6.39
60/90	High Bias II	FE	3.19/4.79
60/90	Metal IV	MT	4.59/6.29
NAKAMICHI			
60/90	EXII	Fcr	3.70/5.40
60/90	SX	Fco	4.00/5.85
60/90	ZX	MT	6.50/9.00
NORTHWESTERN			
10/15/20/30	Avtek		55/59/65/69
45/60/90/120	Avtek		74/80/1.07/2.70
P D MAGNETICS			
60/90	Tri-Oxide Ferro	FO	
60/90	500 Crolyn	CrO	
60/90	1100 Metal	MT	
PHYCO			
1-100	SI	NB/LN	.27-.90
1-90	HI	NB/BC/HO	31/1.08
1-90	AI	NB/HO	31/1.28
1-90	AS	NB/HO	39/1.39
1-60	CS	CrO	58/1.98
R K O			
60/90	Ultrachrome	CrO	4.49/5.99
60/90	Broadcast I	GFO	3.99/5.49
45/60/90	Extra Dynamic	HO/LN	2.49/2.89/3.99
Custom	Enlightenment	(various)	
REALISTIC (Radio Shack)			
60/90	Supertape	MT	7.95/9.95
60/90	Supertape	CrO2	3.99/4.99
45/60/90/120	Supertape Gold	FO	2.89/2.99/3.99/4.99
30/60/90/120	Low-Noise	LN	1.59/1.99/2.79/3.49
60/90	Concertape	P	88/1.25
30/60/90/120 (3 Paks)	Concertape	P	1.99/2.59/3.59/4.99
30	Mini-Cassette		2.99
60	Micro-Cassette		3.49
RECORTEC			
30/45/60	Microsette	PLN	.50/.55/.60
RESPOND			
32/46/62/92	Respond		3.20/3.30/3.95/4.95
SEE HEAR			
30/60/90/120	AV Tutorial	HE/P	1.25/1.85/2.85/3.95
SENTRY			
60/90	Sentry	LN/HO	.75/1.10
60/90 (3-Pak)	Sentry	LN/HO	1.50/2.25
60 (5 Pak)	Sentry	LN/HO	3.50
60 (10 Pak)	Sentry	LN/HO	7.00
SONY			
46/60/90/120	LNx	FO	
46/60/90/120	HFX	FO	
46/60/90	SHF	FO	
46/60/90	EHF	Fco	
46/60/90	FECR	FCh	
60/90	UCX S		5.00/7.00
46/60/90	Metallic	Metal	
60	Micro cassette	FO	
60/90	Ecassette	LN	
60/90	Ecassette	FCh	
SOUND CENTER			
2-120	CB Premium	Cobalt Activated FO/HB	
2-120	Music Standard	GFO	
2-120	Voice Standard	"Clean" Oxide Formula	

Five of the music world's finest instruments are made by TDK.



Like any fine musical instrument, TDK Professional Reference audio cassettes and open reel tapes are products of genius. In TDK's case, it's the genius of constantly-advancing audio technology. And now, TDK technology has advanced again in the reformulation of our MA-R metal, SA-X high bias, and AD-X normal bias cassettes.

MA-R, SA-X and AD-X are formulated to an incredibly strict, new set of audio tape standards based on measurements and values no audio cassette manufacturer has ever attempted to meet. TDK cassettes deliver clarity, fidelity and quality unmatched by any other cassettes on the market today. MA-R, with its unique unibody metal

alloy frame and Reference Standard Mechanism is the first metal reference tape in the industry. SA-X pushes high bias to its limits. AD-X normal bias is extraordinary in its wider dynamic range and its freedom from saturation at high frequency. SA-X and AD-X both feature TDK's specially engineered Laboratory Standard Mechanism. Each cassette comes with a Lifetime Warranty.

TDK's superior technology is just as evident in our SA/EE (Extra Efficiency) and GX open reel tapes. TDK SA/EE is the first open reel tape to use TDK's famous Super Avilyn particle. This gives SA/EE almost double the coercivity and high frequency MOL of conventional open reel tapes. GX

mastering tape offers a wide dynamic range, high MOL and low noise. Both SA/EE and GX feature low distortion and extended frequency response.

MA-R, SA-X, AD-X, SA/EE and GX—they're five of the music world's finest instruments for all of the music and instruments you record. One final note. TDK's new Professional Reference Series of audio cassettes now comes in bold, new packaging. So they stand out in sight just as they stand out in sound.


THE MACHINE FOR YOUR MACHINE

1982-83 BLANK TAPE PRODUCT CHART

CASSETTE

OPEN REEL

LENGTH (00's)	PRODUCT	COATING	LIST PRICE
SOUNDPRO			
45/60/90	SoundPro	FO/MO	3.49/3.99/4.69 (2 for 1)
45/60/90	SoundPro XL	FO/MO	3.49/3.99/4.69
SPECTRUM FIDELITY MAGNETICS			
5-122	Generic	FO/FS/HQ/LN	
STANFORD			
30/45/60/90	American	FO	
MARK STARR			
Custom	Mark Starr	FE/Co	
SWIRE-INTERMAGNETICS			
40/60/90/120	XL	LN	.89/1.19/1.69/1.99
45/60/90/120	Laser	HD	1.29/1.79/2.29/2.59
60/90 (3-Paks)	Rainbow	F	1.99/2.99
TDK			
60/90	Pro. Reference MA-R	MT	11.30/15.00
60/90	Pro. Reference SA-X	Super Avilyn	6.00/8.40
60/90	Pro. Reference AD-X	Avilyn	4.70/6.60
60/90	Reference Standard MA	MT	8.40/11.40
60/90	Reference Standard SA	Super Avilyn	5.50/7.75
60/90	Reference Standard AD	Linear F	4.10/6.00
30/46/60	Reference Standard D	HF	2.60/2.85/3.10
90/120/180	Reference Standard D	HF	4.25/5.00/7.00
60 (3-Pak)	MC-60 Micro		11.25
60 (2-Pak)	AD-MC60B2 Micro	Linear F	12.50
60 (3-Pak)	D-MC60B3 Micro	HF	15.00
20 sec.	EC-20 S Endless	BC/GFO	5.25
30 sec.	EC-30 S Endless	BC/GFO	5.35
1	EC-1 Endless	BC/GFO	5.50
3	EC-3	BC/GFO	5.60
6	EC-6	BC/GFO	6.25
12	EC-12	BC/GFO	7.50
30/46/60/90/120	Pro-Industrial AV-D	HF	
20sec./30sec./1min.	Pro-Industrial EC-F	LN/BC/GFO	
3/6/12	Pro-Industrial EC-F	LN/BC/GFO	
30/60	Pro-Industrial D-L	HF	
30/46/60	Pro-Industrial Z0	HF	
90/120	Pro-Industrial Z0	HF	
TAPECOM			
46/62/93	StudioTape	FE	2.40/2.80/3.50
62/93	StudioTape Co	FCh	3.99/5.99
Custom	Copycat (Private Label)	HF	1.20-4.00
TAPEMASTERS			
30/46/62/92	EC Series	LN	
20/31/46/62/92	CB Series	LN	
20/31/46	H Series	HO/LN	
62/92/123	H Series (cont'd)	HO/LN	
31/46/62/92/123	600 Series	EHO/SLN	
46/62/92	CR Series	C	
TAPE SPECIALTY			
45/60/90/120	TSI	F	1.69/1.99/2.49/3.00
Custom	TSI	F	(on request)
3M-SCOTCH			
45/60/90/120	Highlander	LN	
45/60/90/120	Dynarange	LN	
45/60/90	Master I	HO/LN	
45/60/90	Master II	HP/HF/CDeq	
45/60/90	Master III	FCh	
46/60/90	Metafine	MT	
TRAMAR			
60/90 (3-Paks)	PR3-60/PR3-90	PLN/HO/NB/GFO	
TRAD			
5-95	Premium	PLN/HO/FE	
5-95	Standard	LN/HO/FE	
UNIVERSAL TAPE			
30/40/45/60	Universal	NB/HB	
90/120 & Custom	Universal (cont'd)	NB/HB	
30/45/60	UTC	NB/HB	
90/120 & Custom	UTC (cont'd)	NB/HB	
30/60/90	A/V Paragon	NB/HB	
120 & Custom	A/V Paragon (cont'd)	NB/HB	
YAMAHA			
60/90	MR-60/MR-90	Metal alloy	6.71/9.03
60/90	CRX-60/CRX-90	Super ferric oxide extended/HB	5.05/6.97
60/90	CR-60/CR-90	Super ferric oxide/HB	4.40/6.20
60/90	NR-60/NR-90	FO/NB	3.40/4.90

LENGTH (00's)	PRODUCT	COATING	LIST PRICE
ACFA-GEVAERT			
24	PEM468	M/BC/EHO/SLN	
36	PEM369	M/BC/EHO/SLN	
48	PEM428	M/BC/EHO/SLN	
AMPEX			
6-50	Mastering (406/407 Series)	FO	9.40-254.12
12-50	Grand Master (456 Series)	FO	15.22-554.61
46-72 (1/4", 1/2", 1")	Digital (466 Series)	FO	111.00-340.00
6-36	600 Series	FO	5.18-35.18
ASSOCIATED AUDIO			
12	Bulk Pack	GFO	
18	Bulk Pack	GFO	
AUDIO MAGNETICS			
12/18/24	Tracs	LN-F	
B A S F			
18/24	Ferro LH	LN/HO	
BURLINGTON AUDIO			
up to 36	Olympic	HF	
up to 36	"White Box"	HF	
H I ENTS			
up to 18	Custom	M/HO/LN	
IRISH MAGNETIC			
12/18/22.5	Emerald	FS	
12/18/24	Irish	FS	
12/18	Irish	F/BC	
M J S			
12/18/24*/36*	Pro Mastering	Ferric backed	
12/18/24/36*	LN-HO	F	
12/18	LN	F	
18/36*	Chrome II	C	
MAXELL			
12/25/18/36	Ultra Dynamic	GFO	
12/25/18/36	XLI	EO	
12/25/18/36	XLII-EE	EO	
REALISTIC (Radio Shack)			
9**/12/18/36	Supertape	P	3.79/5.49/5.99/10.99
2.25/9**/12**/18/24/36	Low Noise	P	1.29/2.69/3.79/4.99/5.99/7.99
18	Concertape	P	2.19
SONY			
12/18/36*	ULH	FD	
18/36*	FeCR	FCh	
T D K			
18/36	SA EE	Super Avilyn	20.00/52.50
12/18/24*/36*	Pro. Reference GX	FO/BC	43.75/37.50/16.25/13.75
12/18/24*/36*	Reference Standard LX	GFO/BC	12.50/13.75/35.00/38.75
18/36*	Reference Standard LX	GFO	12.50/35.00
TAPE SPECIALTY			
12/18	TSI	P	1.90/2.50
Custom	TSI	P	(on request)
3M-SCOTCH			
12/18	Highlander	LN	
6**/9**/18**	Dynarange	LN	
12/18/24/36	Dynarange	LN	
12/18	206/207	HO/LN	
18/36*	Master XS	HO/LN	
UNIVERSAL TAPE			
6/9/12/18/24	Universal	NB	
6/9/12/18/24	UTC	NB	
6/9/12/18/24	A/V Paragon	NB	

PRODUCT CHART KEY

AV - Avilyn	FCr - ferrocrystal	M - mastering
BC - back coated	FE - ferrite oxide	NB - master backed
C - chrome	FG - ferric gamma hematite	MO - maximum output
CD eq - Chrome equivalent	FQ - ferric oxide	MT - metal particle
CM - cobalt modified	FS - ferros	NB - normal bias
CO ₂ - chromium dioxide	GFO - gamma ferric oxide	P - polyester
EC - editaxial cobalt	HB - high bias	PF - pure ferric
EHO - extra high output	HD - high density	PLN - premium low noise
EO - editaxial oxide	HE - high energy	PaGH - Pa gamma hematite
ER - extended range	HF - high ferric	SC - super coating
F - ferric	HP - high fidelity	SF - standard ferric
FC - ferric cobalt	HO - high output	SH - super high fidelity
FCh - ferric chrome	HP - high performance	SLN - super low noise
FO - ferrocobalt	LN - low noise	SP - standard performance
		XNE - extra high energy
* - 10 1/2" reel	** - 5" reel	*** - 14" reel

This cassette
sells itself.
A million times a week.



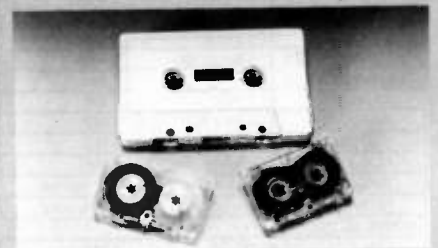
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At Data Packaging, we manufacture, assemble and ship over a million cassettes every week. Our high production capabilities here in the U.S. mean fast delivery to you...but we don't just make cassettes fast. We've shown the marketplace that Data Packaging quality is consistent, whether the order is 500 or 500,000. At Data Packaging, more than 35 years of experience in injection-molding technology works to your sales advantage.

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quality in every product**

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(weld and screw type)
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- micro-cassettes
- 8-track cartridges
- custom tape winding
- storage units for cassettes,
8-tracks and records



**DATA PACKAGING
CORPORATION
AUDIO/VIDEO DIVISION**

205 Broadway, Cambridge, MA 02139
Corporate Offices: (617) 864-6200
National Sales Office: (317) 844-4464
or (207) 985-3111

1982-83 BLANK TAPE PRODUCT CHART

8-TRACK

PLAYING TIME	PRODUCT	COATING	LIST PRICE
AUDIO MAGNETICS			
45/90	Tracs	LN-F	
45 2-pack	Tracs	LN-F	
90 2-pack	Tracs	LN-F	
45/90	High Performance I	HP-F	
IRISH MAGNETIC			
42/45/60/90	Irish	FS	
LE-BO/PEERLESS			
40/80	Le-Bo	FO	
MAXELL			
46/60/90	Low Noise	GFO	
MEMOREX			
45/60/90	Cartridge	HO/LN	3.49/3.89/4.19
REALISTIC (Radio Shack)			
90	Supertape	HO/LN	3.99
40/80	Low Noise	P	1.99/2.69
SONY			
46/90	HF	FO	
SOUNDPRO			
45/60/90	SoundPro	HO/LN	3.49/3.99/4.69 (2 for 1)
SWIRE-INTERMAGNETICS			
45/90	XL	LN	
TAPE SERVS.			
1-100	Private Label	LN	
3M-SCOTCH			
45/90	Dynarange	LN	
45/90	Master	HO/LN	
UNIVERSAL TAPE			
32/45/64/90	Universal	NB	

VIDEO

PLAYING TIME	PRODUCT	FORMAT	LIST PRICE
ACME DISCS			
Custom	1st Line	Beta/VHS	
ACFA-GEVAERT			
20	KCS 20	U-matic	
30	KCA 30	U-matic	
60	KCA 60	U-matic	
120	L-500	Beta	
120	T-120	VHS	
AMPEX			
5-60	167	U-matic	25.89-45.29
30-180	101	Beta	13.55-16.95
60-360	102	VHS	17.95-24.25
(1200 ft.-7200 ft.)	175	2" Quadraplex	89.58-410.34
(1633ft. 9200ft.)	196	1" Helical	73.10-350.00
BASF			
L500	BASF	Beta	
T120	BASF	VHS	
BURLINGTON AUDIO			
Standard/Custom	"White Box"	SP	
CONTINENTAL			
Standard	Continental	Beta/VHS/U-matic	
FUJI			
10/15/20	Fuji Beridox KCA series	U-matic	
30/60			
10/20	Fuji Beridox KCS series	U-matic minis	
T30/T60/T90/T120	Fuji Beridox HD	VHS	
L125/250/370/500	Fuji Beridox HD	Beta	
90/180/270	L-750	Beta	
T20-T120	Fuji Super HG	VHS	23.95-37.00
L500/L750 (3-paks)	Fuji Beridox	Beta	55.00/65.00
T-120 (3-paks)	Fuji Beridox	VHS	75.00
34/66/96	Fuji Beridox H621	1" open reel	
22/34/66/96	Broadcasting tape	2" open reel	
GENERAL ELECTRIC			
T-120	1-CAS 120	VHS	
HITACHI			
T-60/T-120	Hitachi	VHS	
IRISH MAGNETIC			
T60/T120	Irish	VHS	
L-250/L-500	Irish	Beta	
JVC			
T-120	Videocassette	VHS	

MAGNAVOI			
T-120	9204	VHS	
MAXELL			
L250/L500/L750	Epitaxial	Beta	
60/120	Epitaxial	VHS	
30/60/90/120	Epitaxial	HG VHS	
20/30/60	Epitaxial	U-matic	
MEMOREX			
T60/T90/T120	Video Cassette	VHS	
L500/L750/L830	Video Cassette	Beta	
P D MAGNETICS			
L500	Video Cassette	Beta	
T120	Video Cassette	VHS	
PANASONIC			
T-60/T120	NV	VHS	
PNLCO			
T-120	SC-2102	VHS	
QUASAR			
T60/T120	VC	VHS	
R K O			
L-500/L-750	ColorChrome (CrO)	Beta	16.95/21.95
T120	ColorChrome (CrO)	VHS	24.95
SANYO			
L-250/L-500	Betacord	Beta	
L-750/L-830	Betacord	Beta	
SONY			
L125/L250/L500	L series	Beta	
L750/L830	L series	Beta	
10/20 KCS	KCS series	U-matic	
30/60	KCA series	U-matic	
20/30/60	V-30 series	1/2" EIAJ	
30/60	V-70 series	3/8" HO	
SYLVANIA			
T-60/T-120	SC-2100/SC-2101	VHS	
T D K			
T-60/T-120	Super Avilyn HG	VHS	26.00/36.00
T-30/T-60	Super Avilyn	VHS	19.50/21.75
T-90/T-120	Super Avilyn (cont'd)	VHS	25.75/30.00
L-500/L-750	Super Avilyn HG	Beta	25.75/tba
L-250/L-500/L-750	Super Avilyn	Beta	15.50/22.00/27.75
30/60/120	Pro-Industrial PT	VHS	
30/60/90/105	Pro-Industrial ZT	VHS	
120/127/150	Pro-Industrial ZT (cont'd)	VHS	
TAPE SPECIALTY			
L-250/L-500/L-750	TSI	Beta	(on request)
3M-SCOTCH			
30/60/90	L-250	Beta	
60/120/180	L-500	Beta	
90/180/270	L-750	Beta	
30/60/90	T-30	VHS	
60/120/180	T-60	VHS	
120/240/360	T-120	VHS	
TRAMAR			
T-120	Tramar	VHS	
L-500	Tramar	Beta	
UNIVERSAL TAPE			
	Universal	U-matic	
	Universal	Beta/VHS	
	Universal	1" Open Reel	
VIDEO ACCESSORIES			
Custom	Video Accessories	VHS	

PRODUCT CHART KEY

AV - Avilyn	FC - ferrocobalt	M - mastering
BC - back coated	FE - ferrite oxide	NB - master backed
C - chrome	FG - ferric gamma hematite	MO - maximum output
CD eq - chrome equivalent	FO - ferric oxide	MT - metal particle
CM - cobalt modified	FS - ferros	NB - normal bias
CrO ₂ - chromium dioxide	GFO - gamma ferric oxide	P - polyester
EC - edtaaxial cobalt	HB - high bias	PF - pure ferric
EHO - extra high output	HD - high density	PLN - premium low noise
EO - epitaxial oxide	HE - high energy	PrCH - Pr gamma hematite
ER - extended range	HF - high ferric	SC - super coating
F - ferric	HF - high fidelity	SF - standard ferric
FC - ferric cobalt	HO - high output	SH - super high fidelity
FCh - ferric chrome	HP - high performance	SLN - super low noise
FCO - ferric cobalt	LN - low noise	SP - standard performance
* - 10% reel	** - 5" reel	XHE - extra high energy
	*** - 14" reel	



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1982-83 BULK TAPE PRODUCT CHART

BULK AUDIO

PRODUCT	TAPE WIDTH	COATING	PRICE
AGFA-GEVAERT			
613(C60)/813(C90)	150"	GD/HO/SLN	
611(C60)/811(C90)/1211(C120)	150"	NB/EHD/SLN	
619(C60)/819(C90)/1219(C120)	150"	NB/EHD/SLN	
AMPEX			
406/407/456 (Hubs)	25"/50"/1.0"	FO	
601/602/603/604	150"	FO	
ASSOCIATED AUDIO			
2500' Duplicator	25"	GFO	1.50/pancake
2500' Duplicator	150"	GFO	1.50/pancake
B A S F			
DPS 60/90	150"	FO	
LH B 60/90	150"	FE	
CrD 60/90	150"	GD	
LARKSONG			
MAF Bulk	150"	MA Ferric/NB	
Wide Band Bulk	150"	GFO/NB	
M J S			
HO	150"	F	
HO	25"	F	
MAGNETIC MEDIA			
TM	150"	LN	
HDP	150"	NB	

SEE HEAR			
RD 1	.150" (C-60 .50 mil)	HE/P	3.55 (8400')
RD 2	.150" (C-90 .30 mil)	HE/P	5.55 (9600')
TRAMAR			
F76C1T-C60	.150" (.5 mil)	PLN/HD/NB/GFO	
F76K1T-C90	.150" (.33 mil)	PLN/HD/NB/GFO	
UNIVERSAL TAPE			
Universal	.25" (8-tr.)	NB/HB	
Universal	.150"	NB/HB	
Universal	.25"	NB/HB	
UTC	.25" (8-tr.)	NB/HB	
UTC	.150"	NB/HB	
UTC	.25"	NB/HB	
A/V Paragon	.25" (8-tr.)	NB/HB	
A/V Paragon	.150"	NB/HB	
A/V Paragon	.25"	NB/HB	

BULK VIDEO

PRODUCT	TAPE WIDTH	COATING	PRICE
UNIVERSAL TAPE			
Universal	1" Open reel		
Universal	1/2" U-matic		
Universal	1/2" EIAJ Open Reel		
Universal	1/2" EIAJ Cartridge		

TAPE PRODUCT CHART LISTINGS

A/V Paragon, see Universal Tape
 Acme Dists., PO Box 8123, 5644 Holmes, Kansas City, Mo. 64112. Tel (816) 444-8123. Pres: Shirley Black; Sales Mgr. Ward Black.
 Agfa-Gevaert Inc., 275 North St., Teterboro, N.J. 07608. Tel (201) 288-4100. R.A.M. Coppentrath; Tape Mktg. Dir.: Maria A. Curry.
 Sales offices: **Berlingame, Calif.**, 1633 Old Bayshore Hwy. Zip: 94010. Tel: (415) 692-2432 - **Los Angeles, Calif.**, 1801 Century Park E. Zip 90067. Tel (213) 552-9622 - **Atlanta, Ga.**, 380 Interstate N., Suite 200. Zip 30339. Tel: (404) 955-4326 - **Oak Brook, Ill.**, 2803 Butterfield Rd., Suite 200. Zip 60521. Tel: (312) 242-1951 - **Lexington, Mass.**, Lexington Office Center, Hayden Ave. Zip: 02173. Tel (617) 861-6740 - **Socacwas, N.J.**, 24 Meadowlands Pkwy., Suite 300. Zip 07094. Tel (201) 330-1800 - **Irving, Tex.**, 4225 Wingren Rd., Suite 201. Zip 75062. Tel: 255-0505
 American, see Stanford
 Ampex Corp., 401 Broadway, Redwood City, Calif 94063. Tel (415) 367-2011. Telex: 348464. TWX (910) 378-5920. Pres. A.N. Hausman, Tape Sales Mgr. R.A. Antonio
 Sales offices: **Glendale, Calif.**, 500 Rodier Dr. Zip 91201. Tel (213) 240-5000 - **Atlanta, Ga.**, 3135 Chestnut Dr., Suite 101. Zip 30340. Tel: (404) 451-7112 - **Arlington Heights, Ill.**, 719 W Algonquin Rd. Zip 60005. Tel (312) 593-6000 - **Bethesda, Md.**, 10215 Fernwood Rd. Zip 20817. Tel (301) 530-8800 - **Allendale, N.J.**, 5 Pearl Court. Zip 07401. Tel (201) 825-9600 - **Carrollton, Tex.**, 3353 Earhart Dr. Zip 75006. Tel (214) 960-1162
 Associated Audio Servs Inc., 181 Westchester Ave., Port Chester, N.Y. 10573. Tel (914) 937-5129. Pres. D. Richard Kraus, VP Allan Johnson
 Audio Magnetics Corp., 2602 Michelson Dr., Irvine, Calif 92716. Tel (714) 833-0020
 Avtek, see Northwestern
 B A S F Systems Corp., Crosby Dr., Bedford, Mass 07130. Tel (617) 271-4000
 Branches: **Santa Monica, Calif.**, 1307 Colorado Ave. Zip 90404. Tel: (213) 451-8781 - **Atlanta, Ga.**, 3300 Buckley Rd., Suite 403. Zip 30341. Tel (404) 455-4145 - **Palatine, Ill.**, 800 E Northwest Hwy., Suite 220. Zip 60067. Tel (312) 934-4990 - **Ridgewood, N.J.**, 579 Franklin Tpk. Zip 07450. Tel: (201) 447-6904
 Kenneth A Bacon Assocs., 216 Montego Key, Bel Mar, N.J. 08007. Tel (609) 883-5041. Dwner & Sales Mgr. Kenneth A. Bacon, Prod'n Mgr. Rick Bacon
 Belmax, see Sony
 Bonnaville Prod'n, 130 Social Hall Ave., Salt Lake City, Utah 84111. Tel: (801) 237-2400. TWX (910) 925-5266
 Broadcast 1, see RKD
 Burlington Audio Tapes Inc., 106 Mott St., Oceanside, N.Y. 11572. Tel: (516) 678-4414. Pres. Rudy Schwartz
 Calibron (sub of Koss Corp.), 600 Lake Emma Rd., Lake Mary, Fla 32746. Tel (305) 323-2400. TWX (810) 856-0300. Pres: Dennis Wherry; Sales Mgr.: Robert Horan
 Century Sound & Slide, 1018 Busse Hwy., Park Ridge, Ill 60068. Tel (312) 696-0675. Pres & Sales Mgr. Allen I. Tallman
 Certron Corp., 1701 S. State College Blvd., Anaheim, Calif 92806. Tel (714) 634-4280. WATS (800) 854-3943. TWX (910) 593-1611. Pres. Edwin Gamson, VP Mktg. Ray Allen; Sales Mgr. Monica Terrill; Adv. Mgr. Hal Wide
 Colorchrome, see RKD
 Continental Electronics, 4087 Glencoe Ave., Marina del Rey, Calif 90291. Tel (213) 822-2045. Cable CDNETLEC. Pres. E.L. Ellman, Tape Sales Mgr. John Adams
 Cycles, see Audio Magnetics
 Emerald, see Irish Magnetic
 Enlightenment, see RKD
 Extra Dynamic, see RKD
 4 Starr, see Le Bo/Peerless
 Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10118. Tel (212) 736-3335. Cable FUJIFILM VP & Gen. Mgr. John Dale, Nat'l Sales Mgr. Al Bedross, Mktg. Mgr. John Birmingham
 General Electric Co., 1 College Blvd., Portsmouth, Va 23705. Tel (804) 483-5000
 H I Ents Inc., 9537 Telstar Ave., Suite 121, El Monte, Calif 91731. Tel

(213) 444-9224. Pres. Malcolm Morrett
 Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel. (213) 774-5151.
 Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 New Town Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582.
 J V C Indus. Co., 41 Slater Dr., Elmwood Park, N.J. 07407. Tel: (201) 794-3900
 Larksong, 10 Scott Pl., Point Arena, Calif. 95468. Tel: (707) 882-2833. Pres: Alan Nven; Tape Sales Mgr.: Rebecca Hantula.
 Laser, see Swire Intermagnetics
 Le Bo/Peerless Co., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600. Telex: 133126. Pres. Lawrence Firestone; Tape Sales Mgr. Arthur Kline
 Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE, Washington, D.C. 20002. Tel: (202) 832-7883. Pres. Harold H. Lion; Tape Sales Mgr.: Richard Lion.
 Loranger Entertainment (div. of Loranger Mfg. Corp.), PO Box 948, Warren, Pa. 16365. Tel (814) 723-8600. Telex: 914542. Pres. Rob Loranger.
 Sales office: **Plainsboro, N.J.**, Princeton Meadows, IC-The Office Center. Zip 08536. Tel: (609) 799-3331.
 M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-5544.
 Magnavox, PO Box 6950, Knoxville, Tenn. 37914. Tel: (615) 521-4316.
 Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Telex: 143223. Pres: Aaron Wasserstrom; Tape Sales Mgr. Paul Mastroianni.
 Mann Endless Cassette Inds. Corp., PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres: Donald Mann; VP: Joseph Lee, U.S. Sales: Robert Kline
 Maxell Corp. of America, 60 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8020. Pres T. Okada, Nat'l Sales Mgrs. (consumer audio) M. Standley, (consumer video) D. Patrician, (professional/industrial prods) J. Ringwood; Adv. Mgr.: Chris Mangiapane.
 Memorex Corp., Consumer Prods. Business, PO Box 988, Santa Clara, Calif. 95052. Tel: (408) 987-1752. Telex: 334492. VP & Gen. Mgr.: John R. Humphreys; Nat'l Sales Mgr.: Jack C. Battaglia; Mktg. Mgrs.: Alan Davis, Joseph M. Petite
 Branches: **Fallerton, Calif.**, 1408 E. Orangethorpe, Suite D. Zip: 92631 - **Lombard, Ill.**, 335 Eisenhower Ln. S. Zip: 60148 - **Troy, Mich.**, 3221 W. Big Beaver Rd., Suite 106. Zip: 48084 - **King of Prussia, Pa.**, 741 Fifth Ave. Zip: 19406 - **Springfield, Va.**, 5803 Rolling Rd., Suite 215-A. Zip: 22152 - **Lynnwood, Wash.**, 4208-198 St. SW, Suite 110. Zip: 98036.
 Microsette, see Recortec
 Nakamichi USA Corp., 1101 Colorado Ave., Santa Monica, Calif. 90401. Tel: (213) 451-5901. Cable NAKREI. Telex: 652429. Pres: N. Nakamichi; VP & Nat'l Sales Mgr.: Katsura Izumi
 Northwestern Inc., 1224 SW Broadway, Portland, Ore. 97205. Tel: (503) 226-0170. Pres. Robert M. Lindahl; Sales Mgr.: Paul A. Buescher
 P D Magnetics, PO Box 4459, Wilmington, Del. 19807. Tel: (302) 999-4253. Telex: 835420. Gen. Mgr. Ruud Tension; Tape Sales Mgr.: H.E. Smith.
 Panasonic Co. (div. of Matsushita Electric Corp. of America), 1 Panasonic Way, Secaucus, N.J. 07094. Tel: (201) 348-7000.
 Phico Consumer Electronics, PO Box 690, Knoxville, Tenn. 37914. Tel: (615) 521-4316.
 Phylco Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel: (714) 621-9561. Dwner: Robert Deates; Gen. Mgr.: Rick Deates.
 Quasar Co., 9401 W Grand Ave., Franklin Park, Ill. 60131. Tel: (312) 451-1200.
 R K D Tape Corp., 3 Fairfield Crescent, West Caldwell, N.J. 07006. Tel: (201) 575-8484. VP & Gen. Mgr.: Hugh Wallace; VP Mktg. & Sales, Consumer Prods.: Stan Bauer.
 Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76086. Tel (817) 390-3272.
 Rainbow, see Swire Intermagnetics
 Realistic, see Radio Shack
 Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 962-0220. TWX (910) 379-5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxel.
 Respond Int'l., 1190 Muraloma Way, Suite Y, Sunnyvale, Calif. 94086. Tel: (408) 245-1351. Cable RESPOND. TWX: (940) 339-9584. Pres.: Ronald L. Alun
 Sanyo Electric Inc., 1200 W Artesia Blvd., Compton, Calif. 90220. Tel: (213)

537-5830
 Scotch, see 3M
 See Hear Inds. (div. of RJA Inc.), 717 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 516-0315. Pres.: Ray Jacobs; Tape Sales Mgr.: Bob Glom.
 Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Cable: SENTIND. Pres. Barry Rosen, Tape Sales Mgr.: Daniel Rosen.
 Sony Corp. of America, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. Local Branch: 47-47 Van Dam St., Long Island City 11101. Tel. 361-8600.
 Sound Center Inc., 4307 W. Vliet St., Milwaukee, Wis. 53208. Tel: (414) 344-4447. Pres. Lynn Tallar; Tape Sales Mgr.: Pamela Jeske, Chief Eng. Timothy Hauboldt.
 Sound/Pro Inds. Inc., 7529 Trask Ave., Playa del Rey, Calif. 90291. Tel: (213) 822-0510. Pres. Donald K.M. Rothgery; Exec. VP: JoAnne Auld Rothgery; VP Mktg.: Don Millard; Sales Mgr.: Tom Reed; Mktg. Dir. Donald J. Sigaty.
 Spectrum Fidelity Magnetics, 49 Glenwood Ave., Lancaster, Pa. 17602. Tel: (717) 295-9275. Contact: John Yoder.
 Stanford Int'l, 569 Laurel St., San Carlos, Calif. 94070. Tel: (415) 592-5958. Pres. & Sales Mgr.: Fred Dobbs.
 Mark Starr Corp., 1609 64 St., Emeryville, Calif. 94608. Tel: (415) 658-0109. Pres: Gary W. Wood.
 Super Avilyn, see TDK
 Supertape, see Radio Shack
 Swire Intermagnetics Co., 234 W. 146 St., Gardena, Calif. 90248. Tel: (213) 515-0494. Telex: 698238. Pres: Irving Katz; Exec. VP Sales & Mktg. James W. Lantz, Gen. Mgr.: Leonard A. Hering.
 Sylvania Consumer Electronics, PO Box 6950, Knoxville, Tenn. 37914. Tel: (615) 521-4316.
 T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Telex: 144535. Pres. Iwao Kawakami; VP & Gen. Mgr.: Ken Kohda; Nat'l Sales Mgr.: Doug Chaburn; Nat'l Video Prods. Mgr.: Ed Pessara; Nat'l Adv. Mgr.: Lou Abramowitz.
 Branches: **Irvine, Calif.**, 2102 E. Alton St., Zip 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Reg'l Sales Mgr.: Gene Dunham - **Marietta, Ga.**, 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Sales Mgr.: George Castel - **Des Plaines, Ill.**, 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: (312) 297-1341. WATS: (800) 323-5956. Reg'l Sales Mgr.: Jack Pender.
 T S I, see Tape Specialty
 Tapecon Inc., 45 Jefferson St., Stamford, Conn. 06902. Tel: (203) 325-1541. TWX: (710) 474-3334. Pres.: Gene Tornatore; VP: Fred Luminoso.
 Tapemasters Inc., PO Box 38651, Dallas, Tex. 75238. Tel: (214) 349-0081. WATS: (800) 527-1227. Pres.: Jack Rheingans; Tape Sales Mgr.: William D. Murray.
 Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-9450. Sales Mgr.: Michael T. Mulcahy.
 Tape Specialty Inc., 13411 Satcoy St., North Hollywood, Calif. 91605. Tel: (213) 786-6111. Pres.: Steve Feldman; Gen. Mgr.: Len Feldman; Chief Eng.: Stu Feldman.
 3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55144. Tel: (612) 733-1110.
 Tracs, see Audio Magnetics
 Tramar Corp., 1798 Technology Dr., San Jose, Calif. 95110. Tel: (408) 947-1000. TWX: (910) 338-7067. Telex: 171647. Pres. & Sales Mgr.: Marshall H. Mitzman.
 Triad Prods. Inc., 1910 Ingersol, Des Moines, Iowa 50309. Tel: (515) 243-2125. Pres.: Richard Trump; Sales Eng.: William Synhorst.
 U T C, see Universal Tape
 Ultrachrome, see RKD
 U-matic, see Sony
 Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward D. Praeger.
 Video Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Tape Sales Mgr.: John S. Maloney.
 X L, see Swire Intermagnetics
 Yamaha Electronics Corp. USA, 6600 Orangethorpe Ave., Buena Park, Calif. 90620. Tel: (714) 522-9105. QUIP: (714) 522-9150. Pres.: Michio Kondo; Sr. VP: Vic Dhta, Exec. VP Mktg.: Don Palmquist.

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BASF

Audio/Video Tapes

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ACCESSORIES MANUFACTURERS OF THE UNITED STATES



A & B Cassette Dupl'g, 1502 S. 87, West Allis, Wis. 53214. Tel: (414) 774-7250. Pres. & Sales Mgr.: Judy Benz.
Product: Tape—carrying & storage cases (audio).

A L S Inds., 1942 W. Artesia Blvd., Torrance, Calif. 90504. Tel: (213) 532-9262. Telex: (910) 346-7754. Pres.: Richard Smith; Sales Mgr.: Robert Mitchell.
Product: Record—carrying & storage cases; Tape—carrying & storage cases (audio & video); video game storage cases.

A-Bee Syndicate Inc., 230 Fifth Ave., New York, N.Y. 10001. Tel: (212) 684-7850.
Product: Record & tape—carrying & storage cases.

Acrylic Design & Fabrication Co., 1814 W. Hubbard, Chicago, Ill. 60622. Tel: (312) 226-4222.
Product: Record & Tape—carrying & storage cases (audio & video).

Advance Prods. Co. Inc., PO Box 2178, Wichita, Kan. 67201. Tel: (316) 263-4231. Pres.: William D. DeVore; Sales & Adv. Mgr.: Paul Keck.
Product: PIXIMOBILE storage cabinets.

Aldisr Mfg. Co. Inc., 63 E. Sandford Blvd., Mount Vernon, N.Y. 10550. Tel: (914) 668-1297. Pres. & Adv. Mgr.: Gerald Shirley; Sales Mgr.: Lindley Nichols.
Product: Record—TELEVEKX 45 rpm adaptors; ALDSHIR replacement styli.

Allsop Inc., PO Box 23, Bellingham, Wash. 98227. Tel: (206) 734-9090. Telex: 152101. Pres.: Ivor Allsop; Dir.: Ron Morgan; Nat'l Sales Mgr.: Jeffrey V. Heiminger.
Product: Record—record care prods.: ORBITRAC record cleaner; Tape—ALLSOP non-abrasive, "wet-type" head cleaners (audio & video).

Amaray Sales Corp., 2251 Grant Rd., Suite H, Los Altos, Calif. 94022. Tel: (415) 968-2840. Pres.: Ron Garrett; Sales Mgr.: Jeff Taplin.
Product: Tape—cassette storage cases (audio & video).

Amberg, see Vernon McMillan.

American Sound Corp., 25133 Thomas Dr., Warren, Mich. 48091. Tel: (313) 539-2900. Pres.: Frank S. Day; VP & Gen. Mgr.: Paul Hayes; Sales Mgr.: Donald Armstrong.
Branches: North Hollywood, Calif., West American Sound, 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100—Atlanta, Ga., American Sound—Atlanta, 2091 Faulkner Rd. NE. Zip: 30324. Tel: (404) 633-4577. Gen. Mgr.: Matt Polakoff; Sales Mgr.: Peter Thomason.
Product: Tape—head cleaners.

Ampep Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Telex: 348464. TWX: (910) 378-5920. Pres.: A.H. Hausman; Sales Mgr.: R.A. Antonio.
Sales Offices: (see listing under Empty Cartridges, Cassettes & Reels).
Product: Tape—head cleaners, demagnetizers, leader & splicing tape.

R. B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R.B. Annis.
Product: Tape—HAN-D-MAG demagnetizers (audio & video), ANNIS pocket magnetometers.

Apres Audio Ltd., 99 Kinderkamack Rd., Westwood, N.J. 07675. Tel: (201) 666-4667. Pres.: Eric Shupack; Sales Mgr.: Madelyn Shupack; Adv. Mgr.: Alan Shupack.
Product: APRES designer audio & video furniture; AUDIO ARCHITECTS speaker wall brackets.

Arista Ent's. Inc., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-7000.
Product: Record—record care prods., replacement styli, 45 rpm adaptors; Tape—head cleaners, demagnetizers, leader & splicing tape.

Aspen Ltd., 77 E. Floyd Ave., Englewood, Colo. 80110. Tel: (303) 789-2239.
Product: Record—record care prods.: anti-static cleaner & scratch remover, stylus cleaner; Tape—head cleaners, demagnetizers, test tapes.

Audio Architects, see Apres.

Audio Groome, see Empire.

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
Product: Tape—head cleaners, leader tape.

AudioLab Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500.
Product: Tape—bulk erasers (audio & video).

Audio-Technical US Inc., 1221 Commerce Dr., Stow, Ohio 44224. Tel: (216) 686-2600.
Product: Record—record care prods.: preservatives, record cleaners, stylus cleaners; replacement styli, tonearm lifts, phono cables.

Audiotech (div. of GC Electronics), 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Cable: GCELECT. Telex: 257318. Pres.: Wayne Timpe; Sales & Mktg. Mgr.: Owen Jackson.
Product: Record—record care prods.: aerosol cleaners, anti-static fluid, stylus brush, record brush, cleaning cloth; turntable mats, 45 RPM adaptors, stylus tracking force gauges, test records, stylus microscopes, tonearm head shells; Tape—head cleaners (audio & video), bulk erasers (audio & video), demagnetizers (audio & video), leader tape (audio), splicing tape & equip. (audio).

Audio/Video Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.
Product: Tape—carrying & storage case (video), head cleaners (audio), cassette hub locks; SAV-A-TAPE cassette repair kit.

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa. 19406. Tel: (215) 272-8500. Pres.: John Ballantyne; VP Sales: John Butterworth.
Product: Tape—carrying & storage cases (audio).

B A S F Systems Corp., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000.
Product: Tape—cassette storage units.

B M I (Beaux-Merzon Inc.), 4916 Maspeth Ave., Maspeth, N.Y. 11378. Tel: (212) 381-1303. Pres.: Dick Merzon; VP: Roberta Wiltshger.
Product: Record—carrying cases, record care prods.

Kenneth A. Bacon Assocs., 216 Montego Key, Bel Marin Keys, Calif. 94947. Tel: (415) 883-5041. Owner & Sales Mgr.: Kenneth A. Bacon; Prod'n Mgr.: Rick Bacon.
Product: Tape—bulk erasers (audio & video).

Bazzi Electronics Corp., 3018 Ave. C, Holmes Beach, Fla. 33510. Tel: (813) 778-4442.
Product: Tape—head cleaners, demagnetizers.

Beaux-Merzon, see B M I.

Bib Audio/Video Prods., 1751 Jay Ell Dr., Richardson, Tex. 75081. Tel: (214) 238-1224. Telex: 792451. VP Sales (USA): Michael Craft; Nat'l Sales Mgr.: Jim McBride; Internal Sales Coord.: (Ms.) P.J. Bridges; Sales Mgr.: Debi McBride.
Product: Record—record care prods.: record valet, stylus brush, stroboscopic record clamp, stylus balance; Tape—head cleaners (wet or dry), bulk erasers, demagnetizers, splicing tape & equip. (¼", ½", ¾"), head cleaning kits (all audio & video); audio cassette hand winder, video-cassette title kit, video camera lens care kit, VTR maintenance kit, VTR dust cover.

Blackbourn Inc., 10150 Cross-town Circle, Eden Prairie, Minn. 55344. Tel: (612) 944-7010. Pres. & Adv. Mgr.: George F. Snelgrove; Sales Mgr.: Thomas F. Sabow.
Product: Tape—vinyl cassette albums (audio & video)

Black Magic, see Recoton.

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave., Indianapolis, Ind. 46220. Tel: (317) 251-3918.
Product: Record—LIFETIME PROTECTORS, PROTECT YOUR RECORDS replacement record sleeves; BOWERS LP & tape gift wraps, polyethylene jacket covers.

W. H. Brady Co., 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Cable: BRADYCD. Telex: 26677. Gen. Mgr.: John Arnold; Sales Mgr.: Mary Ciocarelli.
Product: Tape—leader tape (video), splicing tape (audio & video).

Broadcast Electronics Inc. (a Filmways Co.), 4100 N. 24 St., Quincy, Ill. 62305-3606. Tel: (217) 224-9600. Cable: BCSTELEC. Pres.: Lawrence J. Ceron; VP Mktg.: C.I. King; Sales Mgr.: J. Engle; Adv. Mgr.: Thomas R. Humphrey.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio)

C P R, see Discwasher.

Caltron Corp. (sub. of Koss Corp.), 600 Lake Emma Rd., Lake Mary, Fla. 32746. Tel: (305) 323-2400. TWX: (810) 856-0300. Pres.: Dennis Wherry; Sales Mgr.: Robert Horan.
Product: Tape—head cleaners, demagnetizers.

Carter Corp., PO Box 5185, Rockford, Ill. 61125. Tel: (815) 397-3200. Cable: CARTERCORP. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Plant Mgr.: W. Skip Kruger.
Product: Record—record care prods., replacement styli, 45 rpm adaptors; Tape—head cleaners (audio & video), demagnetizers (audio), splicing tape (audio).

Cartron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280. TWX: (910) 593-1611. Pres.: Edwin Gamson; VP Mktg.: Ray Allan; Adv. Mgr.: Hal Wilde; Sales Mgr.: Monica Terrill.
Product: Tape—head cleaners (audio).

Clear Sound, see Recoton.

Coastal Specialty Tapes Inc., 274 Bangor St., Lindenhurst, N.Y. 11757. Tel: (516) 226-5900. Pres.: Dan Dobbs.
Product: Tape—leader tape, splicing tape, sensing tape.

Continental Electronics, 4087 Glencoe Ave., Marina del Rey, Calif. 90291. Tel: (213) 822-2045. Cable: CONTELEC. Pres.: E.L. Elly; Sales Mgr.: John Adams.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)

Crestmark Inds., Edison, N.J. 08817. Tel: (201) 225-0700.
Product: Record & Tape—carrying & storage cases.

Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-6111.
Product: Record & Tape—carrying & storage cases.

Custom Dupl'n Inc., 6330-36 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 670-5575. Pres.: Leonard Gros; Sales Mgr.: Bob Hively.
Product: Tape—carrying & storage cases (audio & video), head cleaners (audio & video), leader tape (audio), splicing tape (audio).

Dajim Corp., 1 Willow St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.
Product: Home audio furniture.

Delrama Int'l., 37 Newtown Rd., Plainville, N.Y. 11803. Tel: (516) 293-8740. Pres.: Thomas Della Rocca; Sales Mgr.: C. LaGrega.
Product: Record—record care prods.: turntable mounted record brush.

Diellectrics Inc., 300 Burnett Rd., Chicopee, Mass. 01020. Tel: (413) 598-8308.
Product: Record & Tape—carrying & storage cases (custom).

DiscKeeper, see Discwasher.

DiscKit, see Discwasher.

DISContinued Recs., 444 S. Victory Blvd., Burbank, Calif. 91502. Tel: (213) 849-4791. Owner: Les Szanas.
Product: Reference library of out-of-print recorded material.

Discwasher Div., Jensen Sound Labs (an Esmark Co.), 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314) 449-0941. Cable: DISCAUDIO. Telex: 447278. Pres.: Bruce R. Maier; Nat'l Sales Mgr.: James D. Hall;

Adv. Mgr.: Chris Oberschelp.
Product: Record—record care prods.: DISCWASHER record cleaner; DISCKIT record cleaning kit; SC-2 stylus cleaner; ZEROSTAT anti-static gun; GOLD ENS audio connector cables; D'STAT II anti-static turntable mat; DISCOFOT turntable isolation damping kit; SMOG-LIFTERS speaker cables; DISCKEEPER record storage system; VPR record sleeves; Tape—PERFECT-PATH head cleaners (audio & video); CRP capstan pinch roller cleaner (audio).

Distec Inc., 4212 Barringer Dr., Charlotte, N.C. 28210. Tel: (704) 527-6913. Pres.: Fred E. Martiniz.
Product: Record—THE DUSTBUSTER record care prod.

Donnak Inds., PO Box 422, Ridgefield, N.J. 07657. Tel: (201) 945-6820.
Product: Tape—head cleaners, leader tape.

D'Stat, see Discwasher.

Duotone Co. Inc., PO Box 1168, Miami, Fla. 33143. Tel: (305) 665-1121. WATS: (800) 327-5808. Sales & Adv. Mgr.: Stephen Gibson Nester. phen Gibson Nester.
Product: Record—carrying & storage cases, record care prods., replacement styli, 45 rpm adaptors; Tape—carrying & storage cases, bulk erasers, demagnetizers, leader & splicing tape (all audio); head cleaners (audio & video).

Dustbuster, see Distec.

Dynasound (div. of Data Packaging Corp.), 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. TWX: (710) 320-0885. Pres.: Richard Morningstar; Sales & Mktg. Dir.: Peggy Harmatz; Nat'l Sales Mgr.: Bill McFeeters.
Product: Record—carrying & storage cases; Tape—carrying & storage cases (audio & video).

E V G Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 378-0440. Pres.: Michael Damsky; Nat'l Sales Mgr.: Bill Ranshous.
Product: Record—45 RPM adaptors, replacement styli, automatic center posts, audio cables; Tape—head cleaners (video), video cables & connectors.

Editall, see Xedit.

Electronic Homes Co., 234 Fifth Ave., New York, N.Y. 10001. Tel: (212) 689-9332.
Product: Tape—TDYDA storage cases, head cleaners, demagnetizers.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Cable: ELMAR. TWX: (910) 346-6940.
Product: Tape—cassette storage box, head cleaners, demagnetizers, splicing tape.

Empire Scientific Corp., 1055 Stewart Ave., Garden City, N.Y. 11530. Tel: (516) 222-1400. Cable: EMPSCO. Telex: 125472. Pres.: Ernst K. Benz; VP & Gen. Mgr.: Larry Stowe; VP Sales: Andy Sagal; Mktg. Dir.: John Agazim.
Product: Record—AUDIO GROOMER record care prods.: anti-static gun, anti-static/dust brush, stylus cleaning fluid, anti-static record sleeves, record cleaner; anti-static turntable mat, carbon-fiber headshell, universal headshell, headshell wires, connecting cables; EMPIRE replacement styli (for Empire cartridges).

Marvin Eppy Designer/Manufacturer, 1064 River Rd., Edgewater, N.J. 07070. Tel: (201) 224-2771. Contact: Marvin Eppy.
Product: Record—record/video disk racks.

Erase-Sure, see Magnesonics.

Esselle Pendaflex Corp., Quentin Rd., Garden City, N.Y. 11530. Tel: (516) 741-3200.
Product: Record & Tape—MUSIC LIBRARY carrying & storage cases.

Fidelipac Corp., PO Box 808, Moorestown, N.J. 08057. Tel: (609) 235-3511. TWX: (710) 897-0254. Pres.: Roger Thanhauser; VP Sales: Arthur Constantine.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers, splicing tape & equip.

Fidelitone Inc., 3001 Malmo Rd., Arlington Heights, Ill. 60005. Tel: (312) 640-2450. Telex: 2810050.
Product: Tape—video storage chests.

Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Cable: COEXPORT. Telex: 698393. Pres.: Alwin P. Schmid; VP: Joseph Bouzagliou; Sales Mgr.: Manuel Munoz.
Product: Tape—FINETAPE head cleaners, leader tape.

Fine Design Prods. Inc., 1830 S. Clinton, Chicago, Ill. 60616. Tel: (312) 939-5420.
Product: Record & Tape—carrying & storage cases.

Finetape, see Finebilt.

Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10118. Tel: (212) 736-3335. VP & Gen. Mgr.: John Dale; Nat'l Sales Mgr.: Al Bedross; Mktg. Mgr.: John Birmingham.
Product: Tape—½" videocassette head cleaning cassettes.

G C Electronics, 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Cable: GCELECT.
Product: Record—record care prods., 45 RPM adaptors, record handler grip device; Tape—head cleaners, demagnetizers, tape erasers & splicers.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100.
Product: Tape—head cleaners.

Gold-ens, see Discwasher.

Gusdorf Corp., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel: (314) 647-1207. Cable: GUSDORSON. Telex: 44821.
Product: Electronics furniture.

Han-D-Mag, see R.B. Annis.

Hartzell Custom Prods., Turtle Lake, Wis. 54889. Tel: (715) 986-4407. Gen. Mgr.: Gary Jacob; Sales Mgr.: Thomas Lawrence.

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Hercv Electronics Inc., 14225 Ventura, Tarzana, Calif. 91356 Tel: (213) 789-0368.

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Imperial Paper Box Corp., 252 Newport St., Brooklyn, N.Y. 11212 Tel: (212) 346-6100. TWX (710) 584 2386. Pres. Louis Sukoff, Sales Mgr.: Ira Sukoff.

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Imperial Plastics Inc., PO Box 246, Lakeview, Minn 55044 Tel: (612) 469-4951

Product: Record—carrying & storage cases: Tape—carrying & storage cases, plastic security boxes for cartidges & cassettes
Inches Per Second Inc., 107 Bridge Rd., Hauppauge, N.Y. 11787 Tel: (516) 234-3322. TWX (510) 227-1585. Pres. William Prechtel, Sales Mgr.: Douglas Scott

Product: Tape—carrying & storage cases (audio), head cleaners (audio & video).
International Rec'g Co., 1649 W. Evergreen Ave., Chicago, Ill 60622 Tel: (312) 227-2000

Product: Record—record care prods., turntable mats, 45 RPM adaptors, replacement styl, Tape—head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.
Irish Magnetic Rec'g Tape (div of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803 Tel: (516) 293-5582 Cable MORHANEX Telex. 96-7880

Product: Tape—head cleaners
Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710 Tel: (516) 785-6480.

Product: Record—replacement styl: Tape—cassette storage library, tape carousels & storage centers, demagnetizers.
Jacksonville Ginter Box Co. Inc., 2527 Walnut St., Jacksonville, Fla. 32206 Tel: (904) 355-8341.

Product: Record—PACK RACK LP storage rack, Tape—8-tr cases
Joyce Molding Corp., 501 Division St., Bonton, N.J. 07005 Tel: (201) 334-2020. Pres.: E.F. Joyce, Sales Mgr.: E.F. Joyce Jr

Product: Tape—carrying & storage cases (audio & video).
Kinetic Audio/Kustom Acoustics Inc., 6628 W. Irving Park Rd., Chicago, Ill 60634. Tel: (312) 685-6609. Pres.: Ted R. Narson, Sales Mgr.: Jeanne K. Held.

Product: Record—carrying & storage cases, record dividers, audio cable, Tape—carrying & storage cases (audio & video), tape storage dividers.
King Instrument Corp., 80 Turnpike Rd., Westboro, Mass. 01581 Tel: (617) 366-9141 Cable KINGINST Telex. 948485. Pres. William H. Anderson; VP Sales & Mktg. William E. Cline; Sales Mgr. Joseph Ciccone

Product: Tape—splicing tape.
Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324 Tel: (213) 886-8383

Product: Tape—carrying & storage cases
Lafayette Radio Electronics Corp., 111 Jericho Tpk., Syosset, N.Y. 11791 Tel: (516) 294-0610.

Product: Tape—demagnetizers
Le Bo/Peerless Co., 60 West St., Bloomfield, N.J. 07003 Tel: (201) 429-8600 Telex 133126 Pres. Lawrence S. Freestone, Sales Mgr.: Arthur Kline

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Linear Sound Rec'g, 211 Glenridge Ave., Montclair, N.J. 07042. Tel: (201) 744 0686.

Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape
M J S, 2514 Seaboard Ave., San Jose, Calif. 95131 Tel: (408) 262-5544

Product: Tape—head cleaners
Magnetics Sales & Mfg. Co., 3740-B Transport, Ventura, Calif. 93003. Tel: (805) 642-3092. Pres. Donald P. Crosslight.

Product: Tape—ERASE-SURE bulk erasers, RAPID WINDER cassette re-winder
Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Telex: 143223. Pres.: Aaron Wasserstrom; Sales Mgr. Paul Mastroianni

Product: Tape—leader tape (audio)
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Mann Endless Cassette Inds Corp., PO Box 1347 San Francisco, Calif. 94101 Tel: (415) 221 2000 Pres. Donald Mann, VP Joseph Lee; US Sales Robert Kline, Foreign Sales & Licensing, John Bell

Product: Tape—head cleaners (audio), splicing tape & equip (audio & video)
Marsand Inds Inc., 5150 W. Jefferson Blvd., Los Angeles, Calif. 90016 Tel: (213) 938-2755 Pres. S. Sykes, Exec. VP Martin A. Waterman, VP Sales Ron Newslander

Product: Tape—carrying & storage cases (audio & video)
Marshall Electronics Inc., PO Box 2027, Culver City, Calif. 90230. Tel: (213) 836-4288. Pres.: H. Shultz; Sales Mgr.: L. Marshall; Adv. Mgr.: W. Rex.

Branch: Tuckahoe, N.Y., LCA Sales Co., 76 Main St. Zip: 10707. Tel: (914) 961-4700. Sales Mgr.: Bob Sherwood.

Product: Tape—microphone cable, audio & patch-bay connectors.
Mastro Inds Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.

Product: Tape—head cleaners, 8-tr dust caps.
Maxell Corp. of America, 60 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8020. Pres.: T. Ohada; Nat'l Sales Mgrs.: (consumer audio) M. Standley, (consumer video) D. Patricia, (professional/industrial prods.) J. Ringwood, Adv. Mgr.: Chris Mangiapane

Product: Record—record care prods.: automatic self-rotating record cleaner; Tape—storage cases (audio), demagnetizers (audio)—illuminated wand & electronic cassette types), tape recorder care kit, takeup reels (7" plastic; 7" & 10 1/2" metal).
Vernon McMillan Inc., 801 Newark Ave., Elizabeth, N.J. 07208. Tel: (201) 352-8800.

Product: Record & Tape—AMBERG carrying & storage cases.
Media Int'l Inc., 425 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 467-5430. Pres.: Duane Lundeen; VP: Al Masters, Treas.: Margaret Lundeen.

Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing & equip. (all audio).
Memorex Corp., Consumer Prods. Business, PO Box 988, Santa Clara, Calif. 95052. Tel: (408) 987-1752. Telex: 334492. Pres.: C.S. Strauch; VP Sales: John R. Humphreys; Nat'l Sales Mgr.: Jack C. Battaglia; Mktg. Mgrs.: Alan F. Davis, Joseph M. Petite.

Branches: Fullerton, Calif., 1408 E. Orangethorpe, Suite D. Zip: 92631—Lombard, Ill., 335 Eisenhower Ln. S. Zip: 60148—Troy, Mich., 3221 W. Big Beaver Rd., Suite 106. Zip: 48084—King of Prussia, Pa., 741 Fifth Ave. Zip: 19406—Springfield, Va., 5803 Rolling Rd., Suite 215-A. Zip: 22152—Lynnwood, Wash., 4208—198 SW. Suite 110. Zip: 98036.

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Micro-Trak Corp., 620 Race St., Holyoke, Mass. 01040. Tel: (413) 536-3551. Pres. & Sales Mgr.: William E. Stacy.

Product: Tape—carrying & storage cases (audio).
Microtran Co. Inc., 145 E. Mineola Ave., Valley Stream, N.Y. 11582. Tel: (516) 561-6050. TWX: (510) 225-8412.

Product: Tape—head cleaners, demagnetizers.
Mid America Plastics Corp., 6900 Canby, Reseda, Calif. 91335. Tel: (213) 705-1024.

Product: Tape—carrying & storage cases (audio & video)
Monster Cable Co., 101 Townsend St., San Francisco, Calif. 94102. Tel: (415) 777-1355. Telex: 470584. Pres.: Noel Lee; Sales Mgr.: Jan Whitaker; Production: Andy Choy

Product: Record—ORSONIC disk stabilizers, head shells; MONSTER CABLE POWERLINE speaker cables & connectors.
Music Library, see Esselte Pendaflex.

Nagaoka, see Osawa.

Namiki Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652. Tel: (201) 368-8310. TWX: (710) 990-1273.

Home office: Japan.

Product: Record—disk stabilizer.
National Audio Co. Inc., 1911 S. Stewart Ave., Springfield, Mo. 65804. Tel: (417) 883-5377.

Product: Tape—bulk erasers, splicing tape & equip. (audio & video); leader tape (audio).
North American Tape Dupl'g Co., 15414 Cabrito Rd., Van Nuys, Calif. 91406. Tel: (213) 781-7650.

Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio).
Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401.

Product: Tape—carrying & storage cases (audio), head cleaners, bulk erasers, demagnetizers, splicing tape.
Nuclear Prods. Co., PO Box 5178, El Monte, Calif. 91734. Tel: (213) 283-2603. Pres. & Gen. Mgr.: Richard M. Evleth.

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Osawa & Co., Inc., 21 Harbor Park Dr., Port Washington, N.Y. 11050. Tel: (516) 484-5455.

Product: Record-NAGAOKA record care prods.; turntable mats; Tape-head cleaners (audio); splicing tape & equip. (audio).

Pack Rack, see Jacksonville.

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres.: Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.

Product: Tape-storage cases.

Perfect Path, see Discwasher.

Pfanstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres.: Merle R. Nelson; Mktg. Dir.: Bob Wight.

Product: Record-PFANTDNE record care prods., 45 rpm adaptors; PFANSTIEHL cables, connectors, splitters, switches (all audio & video).

Pantone, see Pfanstiehl.

Phyco Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel: (714) 621-9561.

Owner: Robert Deates; Gen. Mgr.: Rick Deates.

Product: Tape-carrying & storage cases (audio & video); head cleaners, bulk erasers, leader tape (all audio).

Pixmobile, see Advance Prods.

Pixoff, see Sonic Research.

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich. 48084. Tel: (313) 589-1771.

Product: Record-storage cases, record care prods.; Tape-storage cases.

Port-A-Tune (div. of Action Leathercraft Inc.), 12717 Bonaparte, Los Angeles, Calif. 90066. Tel: (213) 306-2083.

Product: Record & Tape-carrying & storage cases.

Powerline, see Monster Cable.

Preferred Sounds Inc., 135 Ludlow Ave., Northvale, N.J. 07647. Tel: (201) 768-8007. Pres.: Sal Nastro; VP Finance & Adm.: Joe Bakutes; Exec. VP Sales & Ops.: Al Santoro; VP Sales, Eastern Div.: Bob Schultz.

Product: Tape-carrying & storage cases (audio & video).

Pro I Packaging Inc., PO Box 54, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: R.L. Pink; VP Sales: J. Pink.

Product: Record & Tape-carrying & storage cases.

Protect Your Records, see Bowers.

Protone Inds., 8960 Glenoaks Blvd., Sun Valley, Calif. 91352. Tel: (213) 768-7888. Cable: PROTDNE. TWX: (910) 495-2013. Pres.: Greg Brickman; Sales Mgr.: Barry Stern.

Product: Tape-carrying & storage cases (audio & video).

Pyramid Mfg. Inc., 13127 Harper Ave., Detroit, Mich. 48213. Tel: (313) 839-2888.

Product: VIDENZA modular storage furniture.

Q-A-I Inc., 640 Dell Rd., Carlstadt, N.J. 07072. Tel: (201) 460-0060; NYC (212) 964-1714. Pres.: Steve Dauman; Sales Mgr.: George Ratowsky.

Product: Tape-cueing tape (audio).

R C 5, see Stanton.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462. Tel: (212) 892-6700.

Product: Tape-carrying & storage cases, videocassette recorder accessories, camera cables, video connectors.

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76086. Tel: (817) 390-3011.

Product: Record-REALISTIC record care prods., turntable mats, 45 RPM adaptors, replacement styli, patch cords; Tape-REALISTIC carrying & storage cases, head cleaners (audio & video), bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Rapid-Winder, see Magnesonics.

Raynor Sales Co. Inc., 1803 S. Hope St., Los Angeles, Calif. 90015. Tel: (213) 742-0888. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Rick Crane.

Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, turntable mats, replacement styli; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape (all audio & video).

Realistic, see Radio Shack.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442.

Product: Record-RECOTON carrying & storage cases, 45 rpm adaptors, replacement styli; BLACK MAGIC, CLEAN SOUND record care products; Tape-RECOTON carrying & storage cases (audio & video), leader & splicing tape; BLACK MAGIC head cleaners (audio & video); RECOTON demagnetizers, video cables & connectors, splitters & switching boxes.

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 225 Belleville Ave., Bloomfield, N.J. 07003. Tel: (201) 748-2222. Pres.: Marshall Weingarten; Sales Mgr.: Marion Burleigh.

Product: Tape-vinyl storage cases (audio & video).

Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888.

Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape-head cleaners.

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post.

Product: Record-record care prods., turntable mats, 45 RPM adaptors; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio & video).

Rotel of America Inc., 13528 S. Normandie Ave., Gardena, Calif. 90249. Tel: (213) 327-0600.

Product: Record-record care prods.

S C 2, see Discwasher.

S S K Ents Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (805) 889-1831. Pres.: Sonia F. Kara.

Product: Tape-head cleaners (audio & video).

Sav-A-Tape, see Audio Accessories.

Savoy Leather Mfg. Corp., Ward Hill Ind'l Park, 260 Nock Rd., Haverhill, Mass. 01830. Tel: (617) 374-0351. TWX: (710) 347-1121.

Product: Record & Tape-carrying & storage cases (audio & video).

Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920. Tel: (914) 268-6846.

Product: Record-replacement styli; Tape-demagnetizers.

Scotch, see 3M.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221.

Product: Record-carrying & storage cases, wire record racks, pole record racks, record carts; Tape-carrying & storage cases.

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Cable: SENTIND. Pres.: Barry Rosen; Sales Mgr.: Daniel Rosen.

Product: Record-carrying & storage cases, record care prods., 45 RPM adaptors, replacement styli; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio & video).

Service Mfg. Co. Inc., River St., Hastings-on-Hudson, N.Y. 10706. Tel: (914) 478-4000. Pres.: Joseph L. Berkman; VP Sales: Stuart Glenwick.

Product: Record-carrying & storage cases; Tape-carrying & storage cases (audio & video), videocassette storage cabinets.

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; Sales Mgr. (Molded Prods. Div.): Lloyd Pomeroy; Audio Prods.: Michael Tremblay.

Product: Tape-head cleaners (audio & video).

Smog Lifters, see Discwasher.

Snap Jack Inc., 805 Clifton Ave., Clifton, N.J. 07013. Tel: (201) 779-0225.

Product: Record-LP jacket wall frames.

Sonar Radio Corp., 3000 Stirling Rd., Hollywood, Fla. 33021. Tel: (305) 981-8800.

Product: Tape-VIDERASER video bulk erasers.

Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810. Tel: (203) 792-8822.

Product: Record-PIXDF record care prods.; SDNUS replacement styli.

Sonrise Audio Systems, 13622 NE 20 St., Bellevue, Wash. 98005. Tel: (206) 641-1900.

Product: Audio & video cabinetry.

Sonus, see Sonic Research.

Sound Guard Corp. (div. of Audio Technica US Inc.), 348 SW 13 Ave., Pompano Beach, Fla. 33060. Tel: (305) 782-1041. WATS: (800) 327-1144. Pres.: Greg Cornehlis.

Product: Record-record care prods.; preservatives & cleaners.

Sound/Pro Inds. Inc., 7529 Trask Ave., Playa del Rey, Calif. 90291. Tel: (213) 822-0510. Pres.: Donald K.M. Rothgery; Exec. VP: JoAnne Auld Rothgery; VP Mktg. Don Millard; Sales Mgr.: Tom Reed; Mktg. Dir.: Donald J. Sigaty.

Product: Record-carrying & storage cases.

Sound Saver, see Transcriber.

Speaker Uppers, 1019 Via Sorella, Walnut, Calif. 91789. Tel: (714) 598-1906.

Product: Speaker stands.

Spin-Clean, PO Box 15395, Pittsburgh, Pa. 15237-0595. Tel: (412) 486-2100. Pres.: Paul C. Mawhinney.

Product: Record-record care prods.; record washer system.

Slak-It by Visual Displays Corp., 975 Essex St., Brooklyn, N.Y. 11208. Tel: (212) 649-1818. Pres.: Samuel Nadrich; Sales Mgr.: Michael Nadrich; Plant Mgr.: David Nadrich.

Product: Record & Tape-cabinets, stereo component & speaker stands, video component cabinets.

Stanford Int'l, 569 Laurel St., San Carlos, Calif. 94070. Tel: (415) 592-5958. Pres. & Sales Mgr.: Fred Dobbs; Ops. Mgr.: Jan Dillard.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

Stanton Magnetics Inc., 200 Terminal Dr., Plainview, N.Y. 11803. Tel: (516) 445-0063. TWX: (510) 221-1845. Pres.: Walter D. Stanton; Prof. Prod. Nat'l Sales Mgr.: Peter Bidwell.

Product: Record-record care prods.; RC5 all-in-one cleaner; STANTON stylus cleaner; STANTON replacement styli.

Staticmaster, see Nuclear Prods.

Sterling Prods. Co. Inc., 1689 Oakdale Ave., West St. Paul, Minn. 55118. Tel: (612) 455-6691.

Product: Tape-carrying & storage cases.

Studio Magnetics Co. Inc., 12 Long Island Ave., Holtsville, N.Y. 11742. Tel: (516) 289-3400. Pres.: George Chahane; VP: Craig M. Balaban.

Product: Tape-head cleaners (audio-non-abrasive cassette & aerosol spray types).

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T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Telex: 144535. Pres.: Iwao Kawakami; VP & Gen. Mgr.: Ken Kohda; Nat'l Consumer Sales Mgr.: Doug Chatburn; Nat'l Video Prods. Mgr.: Ed Pes-sara.

Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Reg'l Sales Mgr.: Gene Dunham—Marietta, Ga., 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Sales Mgr.: George Casteel—Des Plaines, Ill., 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: (312) 297-1341. WATS: (800) 323-5956. Reg'l Sales Mgr.: Jack Pender.

Product: Tape—carrying & storage cases (audio), head cleaners (audio & video) demagnetizers (audio).

Taber, see Taber Mfg.

Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831.

Product: TABERASER demagnetizers.

Tapecom Inc., 45 Jefferson St., Stamford, Conn. 06902. Tel: (203) 325-1541. TWX: (710) 474-3334. Pres.: Gene Tomatore; VP: Fred Luminoso.

Product: Tape—carrying & storage cases (audio & video), head cleaners (audio).

Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700.

Product: Tape—splicing tape.

Tapemasters Inc., PO Box 38651, Dallas, Tex. 75238. Tel: (214) 349-0081.

Product: Tape—carrying & storage cases (audio).

Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-9450. Sales Mgr.: Michael T. Mulcahy.

Product: Record—record care prods.: velvet cleaners & fluids; Tape—head cleaners (audio & video), demagnetizers (audio).

Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303.

Product: Tape—head cleaners, demagnetizers.

Telex, see Aldshr.

Tempo (div. of Hagerstown Leather Goods Co.), 858 Willow Circle, Hagerstown, Md. 21740. Tel: (301) 797-6600. Pres.: Dr. Harold N. Taylor; VP Mktg.: David L. Handler.

Product: Record & Tape—"custom made" carrying & storage cases (audio & video).

3 M Co., Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110.

Product: Tape—SCOTCH carrying & storage cases, head cleaners, leader & splicing tape.

Toyota, see Electronic Homes.

Trackmaster Inc., 1310 S. Dixie Hwy. W., Pompano Beach, Fla. 33060. Tel: (305) 943-2334. Pres.: Roy Parsons; Sales Mgr.: Lupe Parsons.

Product: Tape—bulk erasers, splicing tape & equip.

Transcriber Co. Inc., PO Box 478, Attleboro, Mass. 02703. Tel: (617) 222-3525. VP: John Sheasgreen; VP Sales: John McDonald.

Product: Record—record care prods.: SOUND SAVER record preservatives; TRANSCRIBER turntable mats; Tape—TRANSCRIBER head cleaners, demagnetizers (audio), bulk erasers (audio).

Ultra Specialty Inc., 20700 S. Belshaw Ave., Carson, Calif. 90746. Tel: (213) 537-8850. Cable: ULTRASPEC. Telex: 194566.

Product: Record—carrying & storage cases; Tape—carrying & storage cases, leader & splicing tape, ultrasonic film splicer.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.

Product: Tape—head cleaners, demagnetizers, leader & splicing tape.

V R P, see Discwasher.

Veritas Electronics Corp., 22 Grand Ave., Farmingdale, N.Y. 11735. Tel: (516) 694-5393. Cable: VERITAS. Telex: 961399. Pres.: Warren S. Rosenthal.

Product: Record—record care prods., 45 RPM adaptors, Tape—head cleaners, demagnetizers, splicing tape & equip.

Videna, see Pyramid.

Video Accessories Co., see Audio/Video Accessories.

Videoraser, see Sonar Radio.

Vinyweld, 2011 W. Hastings, Chicago, Ill. 60608. Tel: (312) 243-0606.

Product: Record & Tape—carrying & storage cases.

Visual Displays Corp., see Stak-It.

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241.

Product: Tape—carrying & storage cases.

Walco-Linck Corp., 1234 Hwy. 46, Clifton, N.J. 07015. Tel: (201) 471-1070.

Product: Record—replacement styli.

Wide Range Electronics Corp., 2119 Schueltz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Telex: 442560. Pres.: Otto Rauhut.

Product: Tape—bulk erasers, demagnetizers (both audio & video).

Xedit Corp., 133 S. Terrace Ave., Mount Vernon, N.Y. 10550. Tel: (914) 668-0388. Pres.: Claude Karczmer; Sales Mgr.: Daniel Brietstein.

Product: Tape—EDITALL splicing & editing equip. (audio & video).

Zerostat, see Discwasher.

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Product: CHU-BDPS miniature bubblegum record album novelty featuring actual jacket artwork.
 AdTees Corp., PO Box 608, Stanley Ave., Thomasville, N.C. 27360. Tel: (919) 475-0111. Pres.: Tim Batten; VP Mktg.: Tim Tucker.
Product: Customized T-shirts.
 Album Globe Dist'n Co. Inc., City Square, 260 W. Main, Suite 107, Hendersonville, Tenn. 37075. Tel: (615) 824-9100. Pres.: Mike Shepherd; Adv Mgr.: Kerth Stewart; Album Coord.: Patsy West.
Product: Posters.
 Artemis Inc., 556 Westport Ave., Norwalk, Conn. 06851. Tel: (203) 846-0828. WATS: (800) 243-6102. Telex: 965802.
Product: Posters.
 Art-Phyl Creations, 16250 NW 48 Ave., North Miami, Fla. 33014. Tel: (305) 624-2333. Pres.: Art Hochman; Adv. Mgr.: Lori Sidlar.
Product: Novelties.
 Art Servs. Inc., 8221 Melrose Ave., Los Angeles, Calif. 90046. Tel: (213) 653-9033.
Product: "Gold record" commemorative plaques.
 Big Ed's Unlimited, 11141 Georgia Ave., Suite A-1, Wheaton, Md. 29092. Tel: (301) 949-9500.
Product: Customized T-shirts.
 Blue Island Entertainment, 1446 N. Martel, Suite 3, Los Angeles, Calif. 90046. Tel: (213) 851-3161. Pres.: Bob Gilbert; Sales Mgr.: Fleming Colgate.
Product: Posters, T-shirts, jackets, patches, buttons & badges, decals.
 Ron Boutwell Ents., 11842 Vose St., North Hollywood, Calif. 91605. Tel: (213) 764-1314. Pres.: Ron Boutwell; Dr.: Kim Grant; Licensing: Michael Weinstock.

Button Master, 39 Front St., Bridgeport, Pa. 19405. Tel: (215) 277-1966. WATS: (800) 523-1197.
Product: Buttons.
 Capricon Sales, 3146 Victory Dr., Columbus, Ga. 31907. Tel: (404) 689-2990.
Product: Customized T-shirts.
 Chu-Bops, see AGI.
 Color Craft Lithographics (div. of Super Prod'ns Inc.), 31 Industrial Park Dr., Hendersonville, Tenn. 37075. Tel: (615) 822-5080. Pres.: Gordon Cash; Sales Mgr.: Mike Shepherd.
Product: Posters.
 Custom T-Shirt & Photo, PO Box 5712, High Point, N.C. 27262. Tel: (919) 885-0263.
Product: T-shirts.
 Dajm Corp., 1 Willow St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.
Product: Plastic display aids.
 DeeJay Gold & Platinum Rec. Plaques Co., 3010 W. Burbank Blvd., Burbank, Calif. 91505. Tel: (213) 845-0744, 849-5347. Pres.: Dave Goldstein; Sales Mgr.: Jackie Goldstein.
Product: "Gold & Platinum" Record Plaques
 Factors Etc. Inc., Gessler Park, Bear, Del. 19701. Tel: (302) 834-1625. WATS (800) 441-7650. Pres.: H. Lee Gessler; Sales Mgr.: Laurence H. Seoney.
Product: Customized T-shirts & transfers, buttons & badges
 Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. WATS: (800) 648-0958. Pres.: Warren Perkins.
Product: T-shirts, hats/caps, jackets.
 Graffiti (div. of Bay Bag & Shirt Co.), 15209 Fredenck Ave., Rockville, Md. 20850. Tel: (301) 424-2580. Va. Mktg. Office: (703) 241-2172. Client Coord.: Jan Raabe.
Product: T-shirts & jerseys, jackets, caps & visors.
 Graphic Design Inc., 23800 Amber, Warren, Mich. 48089. Tel: (313) 758-0480. Pres.: R.G. Heppard
Product: Posters.
 A.C. Hampson Printing Co. Inc., PO Box 97, Union City, Conn. 06770. Tel: (203) 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: Ron Gallant.
Product: Posters, belt buckles.
 Holoubek Studios Inc., 4712 N. 125 St., Butler, Wis. 53007. Tel: (414) 781-4800. WATS: (800) 558-0566. Telex: 269472
Product: T-shirts & iron-ons.
 Mahoney/Wasserman & Assocs., 117 N. Robertson Blvd., Los Angeles, Calif. 90025. Tel: (213) 550-3922.
 Branch: New York, N.Y., 510 Madison Ave. Zip: 10022. Tel: (212) 751-2060.
Product: Posters, T-shirts, jackets.
 Melodee Ents. Inc., 158 Gatone Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-3172. Pres.: Melinda Mullinax; Sales Mgr.: Dee Mullins.
Product: Posters.
 The Merchandising Guild, 6163 Glen Alder, Los Angeles, Calif. 90068. Tel: (213) 462-0583.
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, buttons & badges, embroidered satin jackets.
 Modern Album of Indiana Inc., 1299 Voorhees St., Terre Haute, Ind. 47808. Tel: (812) 235-6001. Pres.: Rollie Froehlig.
Product: Posters.
 Motor City Mds., 104 W. Fourth St., Suite 309, Royal Oak, Mich. 48067. Tel: (313) 398-1637.
Product: Posters, buttons, badges, T-shirts, greeting cards.
 Dlympic Litho Corp., 116 Nassau St., Brooklyn, N.Y. 11201. Tel: (212) 522-2400. Pres.: Marvin D. Frankel; Gen. Mgr.: Herbert Farber
Product: Posters.
 One Stop Posters, 1001 Monterey Pass Rd., Monterey Park, Calif. 91754. Tel: (213) 263-7361. Sales Mgr.: Clifton Mizokami.
Product: Posters, buttons & badges.
 Photo-Lith Int'l, 11816 Western Ave., Stanton, Calif. 90680. WATS Tel: (800) 854-2489. TWX: (910) 596-1816. Pres.: Jeffrey Cohen; Mktg. Mgr.: Janet Hunt.
Product: Posters, T-shirts & transfers, patches, buttons & badges.
 Plymouth Mills, Empire State Bldg., Suite 5110, 350 Fifth Ave. Zip: 10118. Tel: 594-0120.
Product: T-shirts.
 Primo Ents., 58-25 Brooklyn-Queens Expwy., Woodside, N.Y. 11377. Tel: (212) 898-5100.
Product: T-shirts.
 Promedeus Arts Inc., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present.
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets, buttons & badges, tour passes & I.D.'s.
 Q-A-I Inc., 640 Dell Rd., Carlstadt, N.J. 07072. Tel: (201) 460-0060; NYC: (212) 964-1714. Pres.: Steve Dauman; Sales Mgr.: George Ratosky.
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 Stenco Graphics, PO Box 2501, 5311 SW Ninth, Des Moines, Iowa 50315. Tel: (515) 285-6564.
Product: Customized T-shirts.
 Stiff Recs., 5 Crosby St., New York, N.Y. 10013. Tel: (212) 431-1600. Telex: 238566. Pres. Bruce Kirkland, Asst. to Pres. Nancy Harrison; Mds. Mgr.: Melaine Popkin.
Product: Posters, T-shirts, patches, buttons & badges.
 TeeJays Mfg. Co. Inc., c/o Mark Ivey, 107 Riviera Dr., Florence, Ala. 35630. Tel: (205) 767-0125.
Product: T-shirts & jerseys.
 Threedim Prod'ns, 16925 Osego St., Encino, Calif. 91316. Tel: (213) 789-3302. Owner: William Huggins.
Product: 3-D photography.
 Tutto (div. of Jack Otto & Sons Inc.), 1127-9 Vine St., Cincinnati, Ohio 45210. Tel: (513) 621-1674. Pres.: Jack Otto; Sales Mgr.: David E. Ditto.
Product: Adhesive cloth tour passes & patches for concert & radio station promotions, posters, T-shirts, buttons & badges, concert tickets.
 The T-Shirtery Inc., 1200 Menlo Dr. NW, Atlanta, Ga. 30377. Tel: (404) 351-9850. WATS (800) 241-1052. Pres.: Jay J. Cohen; VP Sales: Paul I. Katz.
Product: T-shirts & jerseys, jackets, hats/caps, patches.
 T Shirts Int'l Inc., 239 S. Cooper St., Memphis, Tenn. 38104. Tel: (901) 522-8383.
Product: Posters, T-shirts, patches, jackets, buttons.
 The Ultimate Design Group, 730 W. Oregon, Milwaukee, Wis. 53204. Tel: (414) 276-5680.
Product: Pewter pins, badges
 Warjo Promos, 145 W. 55 St., Suite 2E, New York, N.Y. 10019. Tel: (212) 245-7179.
Product: Posters, belt buckles, T-shirts, jackets, hats/caps, keychains, patches, buttons & badges.
 Winterland Prod'ns, 890 Tennessee St., San Francisco, Calif. 94107. Tel: (415) 648-7700. Telex: 171762. Pres.: Dell Furano; Sales Mgr.: Richard Fish.
Product: Posters, belt buckles, T-shirts, jackets, hats/caps, keychains, patches, buttons & badges.
 Zap Ents., 2833 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 732-3781.
Product: Posters.

**JUKEBOX
 MANUFACTURERS**

Centur Inc., 245 W. 74 Pl., Hialeah, Fla. 33014. Tel: (305) 558-5200. Telex: 803694.
 Rock-Dia Mfg. Corp., 800 N. Kedzie Ave., Chicago, Ill. 60651. Tel: (312) 638-7600.
 Rowe Int'l Inc. (sub. of Triangle Inds. Inc.), 75 Troy Hills Rd., Whippany, N.J. 07981. Tel: (201) 887-0400. Cable: ROVEND. Telex: 136412. VP: Edward A. Wiler; Sales Mgr.: Edward M. Lloyd.

**TITLE STRIP
 MANUFACTURERS**

Don's Title Strip Co. Inc., 1146 W. Montrose Ave., Chicago, Ill. 60613. Tel: (312) 271-7290. Pres.: Don Cihak.
 Graphic Design Inc., 23800 Amber, Warren, Mich. 48089. Tel: (313) 758-0480. Pres.: R.G. Heppard.
 Kideran Recs. Prod'ns, 4926 W. Gunnison St., Chicago, Ill. 60630. Tel: (312) 545-0861. Pres.: Raymond Peck; Gen. & Sales Mgr.: George Peck.
 Melodee Ents. Inc., 158 Gatone Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-3172. Pres.: Melinda Mullinax; Sales Mgr.: Dee Mullins.
 Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Mgr.: William P. Miller.
 Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222. Pres.: Dick Steinberg; Sales Mgr.: William Thomas.
 Rik Tinory Prod'ns, 180 Pond St., Cohasset, Mass. 02025. Tel: (617) 383-9494. Pres.: Richard F. Tinory; Arist Relations: Claire L. Babcock.

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A.Bee Syndicate Inc., 230 Fifth Ave., New York, N.Y. 10001. Tel: (212) 684-7850.

Product: Record & tape display racks.

Acrylic Design & Fabrication Co., 1147 W. Ohio, Chicago, Ill. 60622. Tel: (312) 226-4222.

Product: Record & tape (audio & video) display racks, point-of-purchase displays

Al-Len Cutting Co., 109 S. Fifth St., Brooklyn, N.Y. 11211. Tel: (212) 782-2322.

Product: Record divider cards.

Art-Phyl Creations, 162-50 NW 48 Ave., Miami, Fla. 33014. Tel: (305) 624-2333. Pres.: Art Hochman; Sales Mgr.: Lori Sidlar.

Product: Tape (audio & video) browser boxes, disk & tape (audio & video) display racks.

G. Benson & Co. Printers Inc., 75 Spring St., New York, N.Y. 10012. Tel: (212) 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson.

Product: Record & tape divider cards.

Ted Bushman Signs, 627 Broadway, Massapequa, N.Y. 11758. Tel: (516) 798-8590. Owner: Ted Bushman.

Product: Disk & tape divider cards & signs.

Carter Corp., PO Box 5185, Rockford, Ill. 61125. Tel: (815) 397-3200. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Plant Mgr.: W. Slap Kruger.

Product: CARTER CRAFT disk display racks (audio & video).

Carter Craft, see Carter Corp.

Container-Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721.

Product: Record & tape browser boxes, record & tape display racks.

Continental Forest Inds., Bleached System Opns., Office Park II, Greenwich, Conn. 06830. Tel: (203) 964-6666. TWX: (710) 579-2912.

Product: CONVERSAFE ORANGE anti-counterfeiting paperboard product.

Conversafe Orange, see Continental Forest Inds.

Creative Store Equip. Inc., PO Box 933, Terrell, Tex. 75160. Tel: (214) 563-5869.

Product: Record & tape display racks, tape security systems.

Crown Store Equip. Co., PO Box 400, 1302 Kittle Rd., Holland, Ohio 43528. Tel: (419) 865-1394.

Product: Display fixtures.

Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-4106. Pres.: Al Metzger; Nat'l Sales Mgr.: Judy Harris.

Product: Record & tape divider cards.

Custom Interior Designs Inc., 8148 Vine St., Cincinnati, Ohio 45216. Tel: (513) 821-5666.

Product: Design & fabrication of custom casework, point-of-purchase displays, display fixtures.

Dajim Corp., 1 Willow St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.

Product: MONARK record browser boxes, record & tape display racks.

Design Fabrications Inc., 1090 Wheaton St., Troy, Mich. 48084. Tel: (313) 689-8206. Pres. & Sales Mgr.: Bruce R. Dych.

Product: Record & tape display racks (custom).

Oelectrics Inc., 300 Burnett Rd., Chicopee, Mass. 01020. Tel: (413) 598-8308.

Product: Record & tape divider cards (custom).

Ostec Inc., 4212 Barringer Dr., Charlotte, N.C. 28210. Tel: (704) 527-6913. Pres.: Fred E. Martiniz.

Product: THE TAPE CENTER tape display racks (audio & video).

Electra Display, 122 W. 27 St., New York, N.Y. 10001. Tel: (212) 924-1022.

Product: Moving signs, display lighting.

Fidelipac Corp., PO Box 808, Moorestown, N.J. 08507. Tel: (609) 235-3511. TWX: (710) 897-0254. Pres.: Roger Thanhauser; VP Sales: Arthur Constantine.

Product: Tape display racks.

Fixture Concepts Inc., 104 Nelsen Ave., Tukwila, Wash. 98188. Tel: (206)

226-1450. Gen. Mgr.: Jerry Schoeler; Sales Mgr.: Peter Scott; Adv. Mgr.: Lynda Hobson.

Product: Disk (audio & video) & tape (audio & video) display racks.

Forest Packaging Corp., 542 Factory Rd., Addison, Ill. 60101. Tel: (312) 543-7035.

Product: Corrugated counter top displays.

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. WATS: (800) 648-0958. Pres.: Warren Perkins.

Product: Disk (audio & video) & tape (audio & video) plastic divider cards.

Hamilton Fixture Co., 4805 Hamilton-Middletown Rd., Hamilton, Ohio 45012. Tel: (513) 868-2144. Pres.: John Schlegel; VP & Sales Mgr.: John Overmann.

Branch: Brea, Calif., Hamilton Fixtures West, 542 W. Lambert Rd. Zip: 92621. Tel: 529-8123, VP & Gen. Mgr.: Ron Lloyd.

Product: Disk (audio & video) & tape (audio & video) browser boxes, disk (audio & video) & tape (audio & video) display racks, disk (audio & video) & tape (audio & video) divider cards, disk (audio & video) & tape (audio & video) security system.

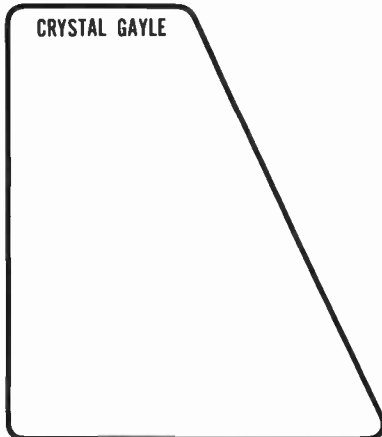
Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave., Los Angeles, Calif. 90058. Tel: (213) 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern; Display Div. Dr.: Jerry Gottschalk.

Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel: (212) 387-1747.

Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) display racks.

Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel: (213) 886-8383.



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Product: Tape browser boxes & display racks.
 Le-Bo/Peerless Co., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600. Telex: 133126. Pres.: Lawrence S. Firestone; Sales Mgr.: Arthur Kline.
 Product: Disk & tape (audio & video) display racks, disk & tape (audio & video) divider cards.
 Liberty Fixture Inc., PO Box 8431, Stockton, Calif. 95208. Tel: (209) 948-1176. Pres.: Leonard Semler; Sales Mgr.: Wayne Hibner.
 Product: Disk & tape (audio & video) browser boxes, disk & tape (audio & video) display racks & related items.
 Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Telex: 914542.
 Product: Record & tape browser boxes.
 Malory Dist' Prods. Co., 3029 E. Washington Ave., Indianapolis, Ind. 46201. Tel: (317) 636-5353.
 Product: Tape display racks.
 Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411. Tel: 588-2781. Pres.: Jim McCann; Nat'l Sales Mgr.: Tom O'Leary.
 Product: Tape display rack (audio).
 Modern Album & Finishing Co. Inc., Cardinal Int'l Park, Gilpin Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-1100. NYC: (212) 291-7600. Pres.: G.D. Thomas; Sales Mgr.: R.A. Froehlig.
 Branches: Terra Haute, Ind., Modern Album of Indiana, 1299 Voorhees St. Zip: 47808. Tel: (812) 235-6001. Pres.: Rolife Froehlig-Nashville, Tenn., Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: (615) 255-7461.
 Product: Disk (audio & video) divider cards, tape (audio & video) browser boxes.
 Monark, see Dajim.
 N E R T (New England Record & Tape) (div. of PBM Survey), PO Box 268, Zip: 01842; 641 Haverhill St., Lawrence, Mass. 01841. Tel: (617) 686-4293. Pres.: Jerry P. Marcus; VP Int'l Sales: P.H. Kankey; Gen. Mgr.: Melvin L. Marcus; Sales Mgr.: B.J. Kankey.
 Product: Record browser boxes, record display racks.
 Pak-Wa Corp., 128 Tivoli St., Albany, N.Y. 12207. Tel: (518) 465-4556. Pres.: Samuel A. Strasser; Sales Mgr.: Myron S. Strasser Jr.
 Product: Tape browser boxes (audio & video).
 Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres.: Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.
 Product: Record browser boxes, record display racks, tape storage cases.
 Polarproof, see Polaroid.
 Polaroid Corp., 1 Upland Rd., Norwood, Mass. 02062. Tel: (617) 769-6800.
 Product: POLARPROOF product verification materials.
 Pro I Packaging Inc., PO Box 54, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: R.L. Pink; VP Sales: J. Pink.
 Product: Disk & tape (audio & video) display racks; corrugated store displays (stock & multi-color).
 Raynor Sales Co. Inc., 1803 S. Hope St., Los Angeles, Calif. 90015. Tel: (213) 742-0888. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Rick Crane.
 Product: Disk & tape divider cards (both audio & video).
 Recolon Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442.
 Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.
 Rycor, 794 Forest Rd., Atlanta, Ga. 30301. Tel: (404) 522-9726.
 Product: Point-of-purchase displays.
 Scotch, see 3M.
 Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221.
 Product: Record display racks, wire pegboard baskets.
 Stak-It by Visual Displays Corp., 975 Essex St., Brooklyn, N.Y. 11208. Tel: (212) 649-1818. Pres.: Samuel Nadrich; Sales Mgr.: Michael Nadrich; Plant Mgr.: David Nadrich.
 Product: Tape display racks (audio & video).
 Starbrite Video Advertiser, see Voorhies.
 Star Title Strip Co., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Mgr.: William P. Miller.
 Product: Record & tape divider cards.
 The Tape Center, see Distec.
 3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110.
 Product: SCOTCH tape display racks.
 Voorhies Ent's. Inc., 2869 Wexford Blvd., Stow, Ohio 44224. Tel: (216) 688-5811. Pres., Sales & Adv. Mgr.: Robert Voorhies; Treas.: Jennie Voorhies.
 Product: STARBRITE VIDEO ADVERTISER moving video signs.
 Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241.
 Product: Tape display racks.
 Dick Wagner, 5930 Penfield Ave., Woodland Hills, Calif. 91367. Tel: (213) 992-6266.
 Product: Disk & tape display racks (audio & video).
 Wilts Music Co., 7380 Industrial Rd., Florence, Ky. 41042. Tel: (606) 283-2050. Pres.: Edward R. Cranley.
 Product: Sheet music display racks.
 Wremaid Prods. Corp. (div. of Vutec Metal Inds. Corp.), 60 West Ave., Patchogue, N.Y. 11772. Tel: (516) 475-0193. Telex: 221601. Pres.: Howard L. Sinkoff; Sales Mgr.: Robert Greenberg.
 Product: Disk & tape browser boxes, disk & tape display racks (all audio & video).

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Wondirection Recs., c/o Black Bull, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-8072.
 Wooden Nickel Recs. Inc., c/o Cooper, Epstein & Hurewitz, 9465 Wilshire Blvd., Suite 800, Beverly Hills, Calif. 90212. Tel: (213) 550-1010. Chm.: Jerry Weintraub; Co-Pres.: William Trout; Co-Pres./Sec'y: James Golden.
 Wordcraft, see Vocab.
 Word Inc., PO Box 1790, Waco, Tex. 76796. Tel: (817) 772-7650. Pres.: Jarrell McCracken; Exec. VP: Stan Moser; VP Sales: Roland Lund; VP Mktg.: Dan Johnson; Mdsq. Dir.: Rob Dean; PR Dir.: Walt Quinn.
 Branches: North Hollywood, Calif., 10220 Riverside Dr., Zip: 91602. Tel: (213) 508-5550. A&R Dir.: Gary Whitlock; Publ'g Dir.: Don Cason—Nashville, Tenn., 2300 Hillsboro Rd., Suite 302. Zip: 37212. Tel: (615) 383-8964. A&R Dir.: Dan Raines; Publ'g: Bubba Smith.
 Int'l branches: Australia (Sacred), Canada (Word), England (Word), New Zealand (Sacred).
 Labels: (Owned) Canaan, DaySpring, Myrrh, Word; (distributed) Maranatha! Resonance.
 Words of Wisdom Ent's & Recs., 2901 W. 61 St., Indianapolis, Ind. 46208. Tel: (317) 257-6356. Pres.: Rickie Clark; Gen. Mgr.: Jeffrey Clark; A&R Dir.: Brenda Carhee; Promo. Dir.: Butch Slaughter.
 Labels: (Owned) Clark, Words of Wisdom.
 World Int'l Jazz Inc., see Gene Kennedy.
 A World of Jazz, see Vee Jay.
 World Sound Rec'g Inc., 20472 Purlingbrook, Livonia, Mich. 48152. Tel: (313) 478-3048. VP Promo. & Sales: Dennis A. Gannage; VP A&R: Victor C. Spicer; Recorded Music Dir.: Michael T. Martin; VP Nat'l Tour Direction: Louis B. Wysocki; VP Retail Mktg.: Keven Kuhlman; VP Adv. & Promo.: Dan Angott; Ass'l VP Promo.: Graham Strachan.
 Labels: (Owned) Candy Apple, Dag.
 Worldstar Recs., PO Box 2609, 119 1/2 E. Main St., Lafayette, La. 70502. Tel: (318) 235-3587. Owner/Mgr.: J. Michael Fernandez.
 Worldtone Music Inc., 230 Seventh Ave., New York, N.Y. 10011. Tel: (212) 691-1934. Mgr.: K. Spear; Ass'l Mgr.: N. Spear.
 Labels: (Owned) Worldtone; (distributed) Balkanton (Bulgaria).
 World Wide Music Inc., 1300 Division St., Nashville, Tenn. 37203. Tel: (615) 256-7543. Pres.: Calvin H. Everhart. (Distributed by Melodee)
 Label: (Owned) True.
 Worldwide Music Servs., PO Box 995, Ansonia Sta., New York, N.Y. 10023.
 World'n Shoe, see Bullet.
 Wright Recs., 4123 N. 44 St., Milwaukee, Wis. 53216. Tel: (414) 873-4287.
 Pres.: Ken Wright; VP: Kurt Jensen.

X

X L, see Rayner Street.
 Xanadu Recs. Ltd., 3242 Irwin Ave., Kingsbridge, N.Y. 10463. Tel: (212) 549-3655. Cable: XANADU. Pres.: Don Schlitten; VP: Nina Louise Reid Schlitten.
 Int'l repts.: Italy (IRD), Japan (Nippon Columbia), UK (Jazz Horizons).

Y

Y T F (Sweden), see SWS.
 Yatahec Recs., PO Box 31819, Dallas, Tex. 75231. Tel: (214) 750-0720.
 Owner: Pat McKool; A&R: Bart Bartos; Promo.: Rusti James.
 Labels: (Owned) Yatahe; (distributed) Branch Int'l, Lemon Square.
 Yazoo Recs. Inc., 245 Waverly Pl., New York, N.Y. 10014. Tel: (212) 255-3698. Pres., Sales & Pub.: Nick Paris; Pop A&R: Steve Call; Adv.: James Polk; Promo. Dir.: Felix Fernandez; Tape: Bob Hicks; Int'l Rep.: James Soli.
 Int'l repts.: Australia (Larrikin), Canada (Almada), Finland (J. Santavuori), France (DAM), Italy (IRD), Japan (Pooh Yokochi), Sweden (Amigo), UK (Swift).
 Yellow Bee Prod'n Inc., 245 Waverly Pl., New York, N.Y. 10014. Tel: (212) 255-3698. Pres., A&R & Disco Relations: Nick Paris; VP Int'l Sales: Ben Covington; Pub., Adv. & Promo.: Eli Frammer; Sales & Mktg.: Roosevelt Graves; Adv.: Steve Call; Tape: Lemon Jefferson.
 Label: (Owned) Blue Goose.
 Int'l repts.: Australia (Larrikin), Canada (Almada), Finland (J. Santavuori), France (DAM), Italy (IRD), Japan (Pooh Yokochi), Netherlands (Sound Prods.), Sweden (Amigo), UK (Swift).
 Yellow Bird, see Canary-Yellow Bird.
 Young (Brazil), see Fermalta.
 Youngheart Recs., 2413 1/2 Hyperion Ave., Los Angeles, Calif. 90027. Tel: (213) 663-3223. Pres.: Robin Baltic.

Z

Zansabar, see Crimson Dynasty.
 Zanzibar, see Rob-Lee.
 Zenth, see Random.
 Ze Recs., 154 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-7233. Pres.: Michael Zilkha; Opns. Dir.: Andrew Fuhrmann; Promo. Mgr.: Debbie Caponetta; Press Officer: Betsy Volch Farren.
 Labels: (Owned) Puddle, Ze.
 Int'l repts.: Worldwide (PolyGram, Island) excluding Canada (PolyGram, WEA), Mexico (Musart).
 Zim Recs., PO Box 158, 18 Ivy Dr., Jericho, N.Y. 11753. Tel: (516) 681-7102, 822-7952. Owner: Arthur Zimmerman.
 Labels: (Owned) Zim; (distributed) Attaxeras (Sweden), Honeydew (USA), Jazz Connoisseur (Italy), No Gap (USA), Raretone (Italy), Unique Jazz (Italy).
 Int'l repts.: France (Paguras), Germany (International Music Serv.), Italy (Raretone), Switzerland (Plainsphere), UK (Jazz Horizons).
 Zipcode, see Ralph's Radio.
 Zipp-Zapp Recs. Corp., 1425 Key Hwy., Baltimore, Md. 21230. Tel: (301) 752-1500. Pres. & Promo. Mgr.: Charles P. Guerriero; Treas. & Bus. Mgr.: Ernest W. Cash; Sec'y & Sales Mgr.: John C. Guerriero.
 Ziv Int'l Inc., 600 N. Sepulveda Blvd., Bel Air, Calif. 90049. Tel: (213) 476-7345. Cable: ZIVINC. Telex: 698619.
 Zombie, see Right Note.
 Zondervan Recs. (div. of Zondervan Corp.), 1415 Lake Dr. SE, Grand Rapids, Mich. 49506. Tel: (616) 459-6900. Recs. Dir.: Phil Brower.
 Labels: (Owned) Milk 'n' Honey, New Dawn.
 Zouvenir, see Vantage.
 Zynn, see Master-Trak.
 Zzyz Recs., PO Box 23, Sun Valley, Calif. 91352-0023. Tel: (213) 982-2174.
 Dmer & Pres.: James Freedner; Promo.: Lawrence Treadwell.

WHOLESALEERS

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Photographs: Hitachi.
 Playback equip.: Hitachi, Panasonic.
 Accessories: Planton.

• MADISON (Area Code 608)

Rapid Sales Co. Inc., 1019 Jonathan Dr., Zip: 53713. Tel: 271-2551. Pres.: Rolf V. Voegelin; Buyer: Sings, Lowell Grass; Albums & Tape, Donald Smith; Budget Lines & Accessories, Robert Obbink; D Labels, Los Lawrence. (Rec. & Tape D & RJ)
 Labels: Disneyland, GNP Crescendo, Golden, Peter Pan, Ranwood, SQN, Tell, Vox.

• MILWAUKEE (Area Code 414)

Audie's One-Stop, 2204 W. North Ave., Zip: 53205. Tel: 342-4636, 931-8015.
 Owner & Mgr.: Autacraga Dolson; Singles, Albums & Tape Buyer: John Reed. Local branch: Audie's Recs., 2239 W. Capitol Or. Zip: 53206. Tel: 445-2420. Mgr. & Buyer: George Johnson. (Rec. & Tape OS)
 Mean Mountain Music, 926 W. Oklahoma Ave., Zip: 53215. Tel: 483-6500.
 Owner: M.J. Muskovitz. (Rec. OS, I & E—50's & 60's prod.)
 Radio Doctors & Recs. Ltd., 240 W. Wells St., Zip: 53203. Tel: 276-6422.
 Pres.: Stuart Glassman; Mgr.: Michael Mowers; Buyers: Singles, Annette & John Jankowski; Albums, Thomas Jacobson; Tape, Randy Hauser. (Rec. & Tape OS)

• SHEBOYGAN (Area Code 414)

Euroline Communications Servs., PO Box 362, 707 Plaza 8, Suite 203, Zip: 53081. Tel: 458-2222/8880. Pres.: Dieter E. Helm. (Rec. & Tape I)
 Labels: Archiv, Deutsche Grammophon, Fontana, Karussell, Philips, Polydor (all Germany).

TAPE CUSTOM DUPLICATORS

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WISCONSIN

• MILWAUKEE (Area Code 414)

A & B Cassette Dupl'g, 1502 S. 87, West Allis 53214. Tel: 774-7250. Pres. & Gen. & Sales Mgr.: Judy Benz.
 Audio: Cassette.
 Audio Cassette Dupl'g's of Wisconsin, 159 E. Silver Spring Dr. Zip: 53217. Tel: 961-1635. Pres.: J. Shutter; Gen. Mgr.: G. Miller; Sales Mgr.: J. Stoeker. (PFG)
 Audio: Cassette, open reel.
 Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette.
 Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 273-5720. (PFG—labeling service only)
 Audio: 8-tr., cassette, open reel.
 Orange Prod'n House, 6055 W. Fond du Lac. Zip: 53218. Tel: 461-3600.
 Pres.: Larry Lee Hansen; Gen. Mgr.: Todd Scott; Sales Mgr.: Kay Yaeger. (PFG)
 Audio: Cassette, open reel.
 Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette.
 Safeguard Co., 2820 N. Brookfield Rd., Brookfield 53005. Tel: 782-6433.
 Audio: 8-tr., cassette, open reel, 2-tr. cartridge.

a word to the wise



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Finland	189	Nicaragua	254	Virgin Islands.....	300
France	191	Nigeria	254	Yugoslavia	300
		Norway.....	254		

ARGENTINA

Population: 27,862,771

Rate of exchange: \$1 (US) = 20,000 pesos

Per capita income: \$2,100

Holidays: January 1, Holy Thursday, Good Friday, May 1 (Labor Day), May 25 (Anniversary of the 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), August 17 (Anniversary of the Death of General San Martín), December 8 (Immaculate Conception), December 25.

• record & tape manufacturers / distributors / importers

A R, see American Rec'g

Accord, see Musidisc

America, see Musidisc

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires Tel 701 2159/8954 Cable AUTORRADIO Telex: 22687 Pres Claudio Mario Nadal, Gen Mgr Miguel Angel Pettinato, Sales Mgr. Luis Galvez Santana, Int'l Dir. Ramon Villanueva

Labels: (Owned) AR, Tennessee, (licensed foreign) Accion (Mexico), Continental (Brazil), DJM (UK), Everest (USA), Foni Cetra (Italy), GNP Crescendo (USA), Musidisc (France), Sonet (Sweden), Sweet City (USA)

Angel, see EMI Odeon

Angel, see Famous

Artaria Kotrona S.R.L., Esmeralda 459, Buenos Aires 1007 Tel 392 2683 Cable ARIADISC Execs Ingrid Roehrer, Elizabeth Kallay, Bruno Iannice, Marta Alicia Blejer, Gen Mgr Bruno Iannice, Sales Mgr Claudio Davila (Distributor/Importer)

Home office: Germany, Artaria

Labels: (Owned) Artaria, Exclusived Cassette, Kontrast, Kotrona, Profile, Specialty, (licensed) Amerindian (Germany), Bis (Sweden), Oelos (USA), Harmonia Mundi (Germany), Everest group (USA), Schwann (Germany), Unicorn (UK)

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires Tel 51 3371 Pres. Carlos Klavins

Aurora SA, Cerrito 866, 1057 Buenos Aires Tel 46 3251 Telex 390 18720 (Distributor)

Bang Bang, see Jaime Olaszewski-Circle Line & Musidisc

C B S SAICF (Discos), Emilio Mitre 1819, 1424 Buenos Aires Tel 922 4011 Cable COLRECORD, Telex 17091 Mng Dir Hecio Cuomo

Labels: (Owned) CBS, Columbia, Epic, Odyssey, Drfeo, Portrait, (licensed) A&M (USA), Alfa (USA), Astarte (Spain), Bid (USA), Blue Sky (USA), Boardwalk (USA), CGD (Italy), Caribou (USA), Cleveland Int'l (USA), Dan (Mexico), Full Moon (USA), GIO (UK), Hembra (Belgium), Jet Pad (Switzerland), Kirshner (USA), Lynx (USA), Nemporer (USA), Ode (USA), PIR (USA), Precision (USA), Priority (USA), Sherbet (Australia), Som (Brazil), Sondor (Uruguay), Sono-Radio (Peru), T-Neck (USA), TSGP (USA), Tabu (USA), Tappan Zee (USA), Uncle Sam (USA), Unlimited Gold (USA)

Camel, see MusicTape

Capitol, see EMI-Odeon

Carmusic SAIC, Mexico 2833, Buenos Aires Tel 97 7185 Pres. Laura Roma Casella, Gen. Mgr., Alba Casella

Int'l rep.: Uruguay (APSA)

Casablanca, see Phonogram

Cashbox, see Interdisc

Cauce, see Trova

Circle Line, see Jaime Olaszewski-Circle Line & Musidisc

Colon Recs. S.R.L., 33 Orientales 955/57, 1236 Buenos Aires Tel 922 5323 Mgr. Rudi B. Szuzim (Wholesaler/Importer/Exporter)

Columbia, see CBS

D G G, see Phonogram

Oscotlanda Queri & Cia Ltda., Ave Belgrano 3459, 3rd fl., Dept 15, Buenos Aires

Home office: Bolivia

E M I Odeon SAIC (IFPI), Mendoza 1660, 1428 Buenos Aires Tel 781-4061/9 Cable TURNTABLE Telex 22796 Mng. Dir.: Luis S. Aguado, Finance Dir. Alberto Pandelo, Prod'n Dir.: Roberto Altuna, Prod. Dir.: Roberto Ruiz; Comm'l Dir.: Alberto Caldero, Factory Mgr Jorge Cellerano Labels: (Owned) Angel, Capitol, EMI, EMI-America, Harvest, Liberty, Odeon, Parlophone; (licensed) WEA (USA)

Int'l reps.: Bolivia (Oscotlanda), Ecuador (IFESA), Guatemala (Odeca), Peru (EMPSA), Uruguay (A.&R. Gossia), USA (Discos Alhambra), Venezuela (Los Ruces)

E P S A (Electrical Prods SAIC), Mexico 2835, Buenos Aires Tel 93-8316, 97-4609 Pres. & Gen Mgr. Laura Roma Casella (Distributor—Tape only)

Epic, see CBS

Exclusived Cassette, see Artaria-Kotrona

Famous S.R.L., Anasco 1015, Buenos Aires, Tel 59-2918

Label: (Owned) Ariel

Festival, see Musidisc

Fontana, see Phonogram

Harvest, see EMI Odeon

Impacto, see Tonodisc

Interdisc SA/K Tel, Pedro Goyena 70/72, 1424 Buenos Aires Tel 923 4926/9209 Pres. Ruben Giro Aprile, VP Maria Vargas Aprile, Sales Mgr Jorge Aprile, Accounting: Luis Spadafora, Art & Prod'n Papo Puentes, Promo Jorge Alloggio, Luis Gils, Int'l Maria Apule

Labels: (Owned) Cashbox, Interdisc, (licensed foreign) AVI (USA), Baby (Italy), Buddha (USA), Carosello (Italy), Continental (Brazil), K-tel (USA), Melody (Mexico), Musidisc Europa (France), Prelude (USA)

Int'l reps.: Bolivia (Laureano Rojas), Brazil (K-tel), Mexico (Melody), Spain (K-tel), Venezuela (K-tel)

Jazz Anthology, see Musidisc

Karusell, see Phonogram

Kontrast, see Artaria-Kotrona

Kotrona, see Artaria-Kotrona

Liberty, see EMI-Odeon

Linea Tres, see RCA

London, see Phonogram

Magnatec SA, Albarino 1540, 1440 Capital Federal Tel 68-6834 Cable MAGNATEC BAIRES Pres Alfredo Farhi, Gen. Mgr Carlos Farhi, Sales Mgr Ruben Ochoa

Mercury, see Phonogram

Microfon Argentina SA (IFPI), Lavalle 1430, 6th fl., 1048 Buenos Aires Tel 49 6128, 40 8766 Cable MICROFON BAIRES Telex 17774 MIFON AR Pres Mario Ruben Kaminsky, VP Norberto Kaminsky

Labels: (Owned) Micsa, (licensed foreign) Alshire (USA), Ariola (worldwide), Arista (USA), Audiofidelity (USA), Island (USA), Jupiter (Germany), MCA (USA), Ricordi (Italy), Ri Fi (Italy), Velvet (Venezuela), Int'l reps.: Bolivia (Heriba), Colombia (Codiscos), Ecuador (Fadisa), Mexico (Ariola), Peru (FTA), Spain (Ariola), Uruguay (EDISA), Venezuela (Velvet)

Micsa, see Microfon

Music Hall, see Sicomercana

MusicTape S.R.L., Gamarra 1822, 1431 Buenos Aires, Tel 52-7414/8241 Dir. Jose Carlos Silvestre, Gen. Mgr. Adrian Pellerano, Sales Mgr Hector Yu Ita

Labels: (Owned) Camel, MusicTape (licensed) Anhembi (Brazil), Bendig (Brazil), Camel (Brazil), Coombe (UK), Count Down (Germany), Crazy (Brazil), FIF (Brazil), GTA (Brazil), Infoco (Brazil), Intersona (Brazil), Seta (Brazil), Sigla (Brazil), Take Play (Brazil), Tropisong (Brazil)

Musidisc Europe Sudamericana SAICF, Uruguay 1037, 4th fl., 1016 Buenos Aires Tel 41-0464/7091 Cable MUSIOISC BAIRES, Telex 22197 Dir Jaime Olaszewski

Home Office: France

Labels: (Owned) Accord, America, Festival, Jazz Anthology, Musidisc, Non Stop, Score, Visadisc, (licensed domestic) Bang Bang, Circle Line Prod'n, (licensed foreign) Atlas (Italy), Atropa (France), Coombe (UK), Countdown (Germany), Durium (Italy), Earth (USA), Elyer (Belgium), GMT (France), Gull (UK), Lesser Int'l (Germany), MCR (Netherlands), Notable (USA), PVK (UK), Panarecord (Italy), Rockoko (USA), Saar (Italy), Victoria (Germany)

Int'l reps.: Colombia (Codiscos), Peru (Panamericana Television), Uruguay (EDISA/Phonogram, Renew Variety, Sondor/CBS)

N G, see Tonodisc

Non Stop, see Musidisc

Odeon, see EMI-Odeon

Odyssey, see CBS

Jaime Olaszewski Circle Line Productions, Aguero 1920, 8th fl., 18, 1425 Buenos Aires Tel 826-0034 Cable CIRCLE-LINE BAIRES, Telex 22197 Gen Dir J. Olaszewski, Fred, Gen. Mgr. A.M. Hernandez

Labels: (Owned) Bang Bang, Circle Line, (licensed foreign) Albatros (France), Dial (Spain), Elyer (Belgium), Ibach (France), MM (France), Multipix (UK), Tommy (Uruguay), Victoria (Germany)

Domestic labels represented: Alos, worldwide, Arfon (worldwide except Uruguay), Argentina Prod'n (worldwide except UK), Campo (worldwide except Bolivia), Mburucuya (worldwide), Paraguari (worldwide), TK (Europe, Japan), Tonodisc (Europe, Japan)

Int'l reps.: Chile (Quatro), Colombia (Codiscos), Ecuador (Fadisa), France (Elyeprot), Japan (Musicamigos), Spain (Dial), Uruguay (Maloo, Tommy)

Orfeo, see CBS

Paraiso Recs S.R.L., Maipu 896, 1006 Buenos Aires Tel 392-1674 Telex 121625 (Distributor/Importer)

Int'l rep.: USA (Daniel Szyld)

Parlophone, see EMI Odeon

Philips, see Phonogram

Phonogram SAIC (IFPI), Calle Moreno 2038, Buenos Aires, Tel 48-7709/5524/6728 Telex: 17775 Mng Dir John Lear, Int'l Mgr Adrian Berwick, Promo Mgr Leopoldo Bentivoglio

Labels: (Owned) Casablanca, OGG, Fontana, Karussell, London, Mercury, Philips, Polydor, Vertigo, Verve, (licensed foreign) Charisma (UK), Osneyland Vista (USA), Lollipop, MGM (USA), RSO (USA), Rocket (UK), Zafiro (Spain)

Polydor, see Phonogram

Portrait, see CBS

Proarca, see RCA

Prodisco, see Tonodisc

Promusica, see Tonodisc

Propitec, see Artaria-Kotrona

RCA Ltd. (Sucursal Argentina) (IFPI), Paroissien 3930, 1430 Buenos Aires Tel 541 4171 Cable. RCAAR Telex 21239 Pres Adolfo Pino, Gen. Mgr Jorge Oscar Schutt, Sales Mgr. Guillermo Gluecksmann

Labels: (Owned) Linea Tres, Proarca; (licensed foreign) Barclay

(France), Camden (USA), Can't Stop (USA), Erato (France), Fantasy (USA), Hansa (Germany), Mellow (Netherlands), Polar (Sweden), Pure Gold (USA), RCA (USA), Red Seal (USA), Victor (USA), Victrola (USA)

Record World S.R.L., Pueyrredon 1924, 1119 Buenos Aires Tel (01) 771 9908. Mgr Luis G. Pisterman (Importer/Exporter)

Rhombus, see Trova

Ritmo, see Sicomercana

Rondo Musical S.R.L., La Pampa 2586, 1428 Buenos Aires, Tel 784-0747 Gen Mgr Jorge C. Esperon

Score, see Musidisc

Sicomercana SACIFI (IFPI), Jose E. Uriburu 40-42, 1027 Buenos Aires, Tel 46 9807 Cable SICAMERICANA, Pres Nestor Norberto Selasco, Gen Mgr. Cirilo Langus, Sales Mgr Jorge Nicocia

Labels: (Owned) Music Hall, Ritmo, (licensed) Durium (Italy), Eagles (UK), Hispavox (Spain), Marifer (Spain), Musart (Mexico), Orfeon (Mexico), PRT (UK), Rialto (UK), Satril (UK), Sire (UK)

Int'l reps.: Bolivia (Lauro), Colombia (INS), Costa Rica (Indica), Ecuador (Famoso), Mexico (Orfeon), Uruguay (Sondor)

Specialty, see Artaria Kotrona

Tema, see Trova

Tennessee, see American Rec'g

Tonodisc SA (IFPI), Culpina 375, 1406 Buenos Aires Tel 612 4873/5107, 611 4819 Telex 9191 Pres Natalio Garber, VP Francisco Vidal, Sales Mgr Ricardo Portela, Promo, Mgr Julio Garcia, Prod'n Mgr. Raul Gimenez

Labels: (Owned) Impacto, NG, Prodisco, Promusica, (licensed foreign) BASF (Venezuela), Boni (Colombia), Ljubljana (Yugoslavia), Musart (Mexico), Victrola (Japan)

Int'l reps.: Brazil (Chantecler, Columbia), France (Delphine), Italy (Saar), Mexico (Gas), Spain (Belter), UK (BBC), USA (Project 3)

Tower Recs., Verbal 457, Local 83, Buenos Aires Tel 99 1659 Owners Ralph Haeck, Eduardo Ostrogovich (Importer/Exporter)

Int'l branch: USA, Surco Ents

Trova Inds Musicales SA (IFPI), Cangallo 4378/80/82, Buenos Aires Tel 811 0890/0990/2810 Pres Felix Horowitz, Gen. Mgr. & A&R: Nahum Roberto Rudaef

Labels: (Owned) Cauce Rhombus, Tema, Trova, Vernal

Int'l reps.: Brazil (CID, Continental, Phonogram, RGE/Fermata, Sigla), Chile (Quatro), France (Pathe Maicon EMI), Italy (Carosello), Japan (Victor), Mexico (Gamma), Spain (CBS), Uruguay (Clave), Venezuela (BASF)

Vernal, see Trova

Vertigo, see Phonogram

Verve, see Phonogram

Visadisc, see Musidisc

W K Producciones Artisticas, Juan Francisco Segui 3728, Buenos Aires, Contact Enrique Inberri

• music publishers

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires Tel 51-3371 Pres Carlos Klavins

Edam S.R.L. (Ed. Argentina de Musica Int'l), Tucuman 994, 1049 Buenos Aires Tel 35 2187/4358 Gen Mgr Elsa N Villar

Edifon S.R.L., Lavalle 1430, 6th fl., Buenos Aires Tel 45-7142 Cable MICRO FON BAIRES Telex 17774 MIFON AR Pres Mario Ruben Kaminsky, Gen Mgr Elena S. de Larrazabal

Korn SAIC (Ed. Musical), Av Cordoba 1351, 2nd fl., Buenos Aires Tel 44 0611/5142/9798 Cable EOIKORN, Gen Mgr Nelida Lopez French

M A I (Musica Argentina & Internacional) SA Ed., Talcahuano 68, 1391 Buenos Aires Tel 37 9441 Cable EDIMAI Telex 22796 Pres Luis S. Aguado, Gen Mgr Maria Haydenwurcel

Melograf S.R.L. (affiliate of CBS Songs Int'l), Suipacha 476, 1008 Buenos Aires, Tel 49-3551 Dir Beatriz Lupo

Music Tape (SADAIC), Gamarra 1822, 1431 Buenos Aires Tel 52-8261/7414 Dir Jose Carlos Silvestre, Gen Mgr Adrian Pellerano

Jaime Olaszewski, Aguero 1920, 8th fl., 18, 1425 Buenos Aires Tel 826-0034 Cable CIRCLE LINE BAIRES Telex 22197 Gen Dir. J. Olaszewski, Fred, Gen. Mgr. A.M. Hernandez

P A M S C O SAC (Pan American Music Serv Corp.), Jose E. Uriburu 40-42 3rd fl., Buenos Aires, Tel 49-0399, 46-9807/00 Cable PAMESCO

Peer-Southern Org., see Edam

Puma (Publicaciones Musicales Americanas) S.R.L., Culpina 375, Buenos Aires Tel 612-4873/5107 Pres Francisco Vidal, Gen. Mgr. Marta Rizzo

Relay (Eds. Musicales) SA, Paroissien 3930, Buenos Aires Tel 70-4171/4175 Telex 21239 VP Jorge Oscar Schutt; Mgr Howard Dean McCluskey

S I G E M (Sistema Globo de Edicos Musicales), 683 Florida, Buenos Aires Tel 392-9962

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion Wagneriana de Buenos Aires, Santa Fe 1243, 1st fl., Buenos Aires
 Collegium Musicum de Buenos Aires, Libertad 1630, Buenos Aires
 Mozartium Argentino, Rodriguez Pena 1882, 1021 Buenos Aires Tel. 44-4836. Pres. Jeannette Arata de Enze

CATALOG SERVICES

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires

Tel: 701-7159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana.
CBS Recs. SAICF (Discos), Emilio Mitre 1819, 1424 Buenos Aires. Tel: 922-4011. Cable: COLRECORD. Telex: 17091. Mng. Dir.: Hecio Cuomo.
SoHo Srl, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Pres.: Nelson Montes.

LICENSING ORGANIZATION, MUSIC

S A D A I C (Sociedad Argentina de Autores & Compositores de Musica). Lavalle 1547, Buenos Aires. Tel: 40-4867. (Performing rights only)

LICENSORS, RECORD & TAPE

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.
Muscicape Srl, Gamarra 1822, 1431 Buenos Aires. Tel: 52-7414/8241. Dir.: Jose Carlos Silvestre; Gen. Mgr.: Adrian Pellerano; Sales Mgr.: Hector Yulita.

PLATING, PROCESSING & PRESSING PLANTS

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.
B S S SAICF (Discos), Emilio Mitre 1819, Buenos Aires. Tel: 922-4041. Cable: COLRECORD. Telex: 17091. Mgr.: Hecio Cuomo.
Galvadis Srl, 11 de Septiembre 481, Ramos Mejia, Buenos Aires. Tel: 653-6826. Gen. Mgr.: Raul Iglesias.

RECORD PROMOTION

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.
Audiomagnética SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.
Muscicape Srl, Gamarra 1822, 1431 Buenos Aires. Tel: 52-7414/8241. Dir.: Jose Carlos Silvestre; Gen. Mgr.: Adrian Pellerano; Sales Mgr.: Hector Yulita.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. (PKG)
Audio: Cassette.

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (PKG)
Audio: Cassette, open reel.
Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge.

Audiomagnética SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.
EMI-Odeon SAIC, Montañeses 2150, 1428 Buenos Aires. Tel: 781-4061/69. Cable: TURNTABLE. Telex: 22796.
Audio: Cassette.

E P S A (Electrical Prods. SAIC), Mexico 2835, Buenos Aires. Tel: 93-8316, 97-4609. Pres. & Gen. Mgr.: Laura Roma Casella.
Audio: 8-tr. cassette, open reel.
Magnatec SA, Albarino 1540, 1440 Capital Federal. Tel: 68-6834. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa.
Audio: Cassette.

Muscicape Srl, Gamarra 1822, 1431 Buenos Aires. Tel: 52-7414/8241. Dir.: Jose Carlos Silvestre; Gen. Mgr.: Adrian Pellerano; Sales Mgr.: Hector Yulita.
Audio: Cassette, open reel.

Phonogram SAIC, Calle Moreno 2038, Buenos Aires. Tel: 48-7709/5524. Telex: 17775. Mng. Dir.: John Lear.
SoHo Srl, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Audio: Cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

EMPTY CARTRIDGES, CASSETTES & REELS

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana (Audio only)
Brand names: AR, TENNESSEE.

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Audio: 8-tr. cassette.
Magnatec SA, Albarino 1540, Capital Federal 1440. Tel: 68-6840. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa. (Empty only)
SoHo Srl, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. (Empty only)
Audio: PENTAGON Cassette.

ENVELOPES & MAILERS

JACKETS & SLEEVES

LABELS, DISK

POLYETHYLENE BAGS & SHRINKWRAP

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

PROFESSIONAL TAPE SUPPLIES

Magnatec SA, Albarino 1540, Capital Federal 1440. Tel: 68-6834. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa.
Audio: Boxes, hubs.
SoHo Srl, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Audio: Cassette labels.

RAW MATERIALS

RECORD MANUFACTURING EQUIPMENT

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683

RECORDS & TAPE

Total records & pre-recorded tape sold: \$200,000,000.
Record & pre-recorded tape production: LP's & cassette 1980-35,455,000

Billboard 1982-1983 International Buyer's Guide

Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Argentina SACI, Bme. Mitre 1902/10, Buenos Aires. Tel: 45-9012/7726/8465. Cable: ARGEVA.
Audio: Blank-compact cassette, open reel; raw-cassette, broadcast studio.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. (Blank only)
Audio: PERCEPTION, SONDLINe, TENNESSEE cassette.

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Audio: Cassette, open reel.
Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge.

Audiomagnética SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.
B A S F (Argentina) SA, PO Box 4800, Av. Corrientes 327, 1000 Buenos Aires. Tel: 32-9491/9496. Telex: 121067.
Audio & Video: Cassette, open reel

SoHo Srl, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Audio: PENTAGON Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
SoHo Srl, Uruguay 806, 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Product: PENTAGON In-cassette, reel-to-reel, reel-to-cassette duplicators.

TAPE PACKAGING & LABELING EQUIPMENT

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

• accessories

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana.
Product: Record-carrying & storage cases; Tape-carrying & storage cases, head cleaners, leaders & splicing tape.

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Product: Record-carrying & storage cases, record care products, turntable mats, 45 RPM adaptors, replacement styli; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Holimar Srl, Cespedes 2670, Buenos Aires. Tel: 73-8127. (Importer)
Product: Record-ORTOFON replacement styli.

Muscicape Srl, Gamarra 1822, 1431 Buenos Aires. Tel: 52-7414/8241. Dir.: Jose Carlos Silvestre; Gen. Mgr.: Adrian Pellerano; Sales Mgr.: Hector Yulita.
Product: Record-turntable mats; Tape-head cleaners, leader tape, splicing tape & equip.

Ortofon, see Holimar
SoHo Srl, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Product: Tape-head cleaners, bulk erasers, demagnetizers, splicing tape & equip. (all audio)

• store fixtures

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Product: Record & tape browser boxes, display racks, divider cards, security systems.

Muscicape Srl, Gamarra 1822, 1431 Buenos Aires. Tel: 52-7414/8241. Dir.: Jose Carlos Silvestre; Gen. Mgr.: Adrian Pellerano; Sales Mgr.: Hector Yulita.
Product: Tape display racks (audio).

• jukebox importer

• jukebox title strip importer

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

• promotional merchandising aids

Artaria-Kotrona Srl, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

AUSTRALIA

Population: 14,700,000.
Rate of exchange: \$1 (US) = 0.98 Australian dollars.
Per capita income: \$7,400.
Holidays: January 1, January 26 (Australia Day), Good Friday, Easter Monday, April 25 (Anzac Day), Queen's Birthday, December 25, December 26 (Boxing Day).

RECORDS & TAPE:

Total records & pre-recorded tape sold: \$200,000,000.
Record & pre-recorded tape production: LP's & cassette 1980-35,455,000

units. Singles 1980-10,928,000 units.
Type of distribution: Manufacturer-to-retailer predominates.
Type of promotion: Radio exposure predominates, but TV film clips have usually been very effective.
Jukeboxes: 5,000.

RADIO STATIONS:

No. of commercial 126; No. of government 88
Comment: Primarily independent operations, with specialized programming occurring in metropolitan areas. Pop/rock stations are usually dominant in the metropolitan areas, with MOR and country stations dominating elsewhere.

TELEVISION STATIONS:

No. of commercial 50; No. of government 87.
Comment: American and English shows are dominant, with locally produced shows accounting for approximately 20% of programming.

• record & tape manufacturers / distributors / importers

A O, see Crest.
A T A Recs., 96 Glebe Point Rd., Glebe, Sydney, NSW 2037. Tel: (02) 660-3466. Cable: SHOWBIZ. Telex: 22429. Mng. Dir.: Kevin Jacobsen; Gen. Mgr.: Maxwell Moore; Sales Mgr.: Col Joye. (Distributed by Festival)
Labels: (Owned) ATA, Southern Star, Wheel.

A T Y, see EMI.
Acoustic Monitor, 106 Belmore Rd., Riverwood, NSW. Tel: 253-0644. Telex: 72758. (Distributor)
Albert Prod's, 139 King St., Sydney, NSW 2000. Tel: (02) 232-2144/2441. Cable: ALMUS. Telex: 27194. Mng. Dir.: E.F. Albert; Int'l Bus. Affairs Mgr.: Crispin Dye; European Div. Mgr.: Alex Young; Int'l Promo Mgr.: Fita Riccobono; Exec. Prod'rs: Harry Vanda, George Young. Studio Mgr.: Bruce C. Brown.

Int'l repts.: North America (Albert/Atlantic), Central & South America, France, Germany, Italy, Netherlands, Scandinavia, Spain, UK (Albert/Epic), Australasia (Albert/EMI).
Another Rec. Dist'n, GPO Box 236C, Hobart, Tasmania 7001. Tel: (002) 34-8905. Telex: 57059. Dir.: Stefan Markovich. (Distributor)

Archiv, see PolyGram.
Argus Music Pty. Ltd., 10-16 Dowling St., Woolloomooloo, Sydney, NSW 2000. Contact: Malcolm Reed
Label: (Represented) Moss Music Group (USA).
Armada, see Trafalgar.
Arrival Recs., 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: (02) 660-0011. Contact: Phil Israel.

Astor Recs. Pty. Ltd. (IFPI), 100 William St., Kings Cross, Sydney 2000. Tel: (02) 357-3277. Telex: 26856. Gen. Mgr.: Rex M. Barry; Sales Mgr.: Arno Rieumers.
Labels: (Owned) Astor, W&G. (Licensed domestic) Fabre, Rough Diamond, (Licensed foreign) Cream (USA), Europa (Germany), Everest (USA), MCA (USA), Miller (Germany), Molown (USA), Ovaton (USA), PRT (UK), Rialto (UK), Somers (Germany), Vanguard (USA)

Asylum, see WEA.
Alco, see WEA.
Atlantic, see WEA.
Au-Go-Go, see Missing Link.

Avan-Guard Music Pty. Ltd. (IFPI), 401A Pitt St., 1st fl., Sydney, NSW 2000. Tel: (02) 267-5253. Telex: 24178. Mng. Dir.: Ali Knoff; Gen. Mgr.: Judith Knoff; Sales Mgr.: J.M. Antal.
Labels: (Owned) Avan-Guard, Pepito, Triton. (Licensed foreign) JMC (USA)

Int'l repts.: Fiji (Morris Haadstrom), Hong Kong (Hong Kong Recs.), Hungary (Kultura), New Zealand (Ode).
Ava & Susans Recs., PO Box A357, Shop 21, 590 George St., Sydney, NSW 2000. Tel: (02) 264-3179. Mng. Dir.: Barry Stahl; Gen. Mgr.: Brian Leonard.
Label: (Licensed) Entracé (USA)

Avenue, see Image.
Axis, see EMI.
Batfolk, see Battyman.
Batgas, see Battyman.
Batjazz, see Battyman.

Battyman Recs. Australia, PO Box 94, 101 William St., Bathurst, NSW 2795. Tel: (063) 315-708, 312-062. Cable: BATRECORDS. Proprietor: Christopher Battyne; A&R: Tony Ansell; Sales Mgr.: Ian Frame, Adv. & Album Cover Design: Marc Battyne.
Labels: (Owned) Batfolk, Batgas, Batjazz.

Big Mouth, see Laser.
Bluebird, see RCA.
Board, see Catskill.
Bootleg, see Fable.
Brook, see Powderworks.

Southern Music Publishing Co. (A/Asia) Pty. Ltd. Sydney, Australia

Bullet, see Crest
 Bungalow, see Dpal
 Bunyip Recs Pty Ltd., 2 Seventh St., Warragamba, NSW. Tel: (047) 74-1422. Mng. Dir. Ian B MacLeod.
Labels: (Owned) Bunyip, Rockably
C B S Recs. Australia Ltd. (IFPI), 15 Blue St., Sydney, NSW 2060. Tel: (02) 339-0255. Cable: CDLRECDRD. Telex: 21246. Chm., William Smith; Mng. Dir., Paul Russell; Deputy Mng. Dir. John McCreedy.
Labels: (Owned) CBS, Epic, Portrait; (licensed) ARC, Blue Sky, Boardwalk, Caribou, Curb, GTD, Giant, Illegal, Jet, Kershner, Nemperor, T Neck, TSDP, Tabu, Tappan Zee, Uncle Jam, Unlimited Gold, Virgin (all USA).
 Camden, see RCA
 Candle, see Larrikin
 Capitol, see EMI
 Carina Co. Pty. Ltd., PO Box 126, Carina House, 6 Artarmon Rd., Willoughby (Sydney), NSW 2068. Tel: (02) 95-2005. Cable: CARINIA. Telex: 10101. Mng. Dir.: Mrs N. Kulakowski, Gen. Mgr. C.R. Barlow.
Labels: (Owned) Carina, Chic, Classics-For-All, Line 99, Dpera For-All; (represented) Acanta (Germany), Apon (USA), Anolia (Germany, Spain), Atoll (France), Audio-Fidelity (USA), Belter (Spain), Chiaroscuro (USA), ECM (Germany), Elite Special (Switzerland), Erato (France), Eurodisc (Germany), Fiesta (USA), Folkways (USA), Font-Cetra (Italy), Forlane UMIF (France), Grecophone (USA), Harmonia Mundi (Germany), Jugofon (Yugoslavia), MPS (Germany), Metronome (Germany), Metropole (France), Monitor (USA), PWM (Poland), Phonart (Australia), RTB (Yugoslavia), Scascia (Italy), Seahorse (Australia), Studio SM (France), Swagge (Australia), Telefunken (Germany), Viking (New Zealand).
Int'l rep.: New Zealand (Viking)
 Cascade, see DeLron
 Casino, see DeLron
 Catskills Music Pty. Ltd., 18 Dleander St., Brighton, NSW 5048. Tel: (08) 296-9965. Mng. Dir.: T.J. Evans; Gen. Mgr.: R.E. Evans; Music Prod'n: R. Robjohns.
Labels: (Owned) Board
 Cherry Pie Recs., PO Box 225, 34 Warne St., Pennant Hills, NSW 2120. Tel: (02) 84-5506, 819-6151. Cable: MATTIMUS. Telex: 10101. Mng. Dir.: Graeme Rulo.
Chc. see Carina
 Clarion Recs., 70 King George St., Unit 2, Victoria Park, WA 6100. Tel: 362-1184. Mng. Dir. Martin Clarke.
 Classics-For-All, see Carina
 Classics For Pleasure, see EMI
 Cleopatra Recs., PO Box 121, Elsternwick, Vic. 3185. Tel: (03) 523-6124. Telex: 34225. Mng. Dir.: Jeremy Freiberg; Gen. Mgr.: Alister Webb.
Labels: (Owned) Cleopatra, Option.
 Colossal Recs. of Australia Pty. Ltd., 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Cable: CDLSSAL. Telex: 30333. Mng. Dir. Mimmo Lo Prete; Gen. Mgr. Osvaldo Maione; Sales Mgr. Sam Lo Prete.
Labels: (Owned) Colossal, DEMA; (licensed) Ala, Alpha, Ariston, Carosello, Durum, Phonogram, Ricordi, Ri-Fi, WEA (all Italy); D'Amato (Malta); Columbia, Marfer, Zafiro (all Spain); Galaxy, President (both UK).
 Columbia, see EMI
 Columbia Studio Two, see EMI
 Concert Rec'g, PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145. Tel: 631-6189. Gen. Mgr.: John Clancy; Sales Mgr.: Mary Clancy.
Home office: USA
Labels: (Owned) Concert, Moonlight
 Copperfield Recs., 305 Lower Plateau Rd., Bigola Plateau, NSW 2107. Tel: (02) 389-3043. Mng. Dir. & Gen. Mgr.: David Gibson; Sales Mgr.: Leif Gibson. (Distributed by Janda)
Labels: (Owned) Copperfield; (licensed foreign) Big (Italy), Euro (Italy), Prom (Germany), Symphony Tone (Switzerland).
Int'l rep.: UK (Spark)
 Cotillion, see WEA
 Crest Rec. Co. Pty. Ltd., PO Box 270, St. Kilda, Vic. 3182. Tel: (03) 592-6733. Mng. Dir.: Marcus Herman; Mktg. Dir.: Don Fraser.
Labels: (Owned) AD, Bullet, Crest, Crest Int'l.
 D E M A, see Colossal
 D & G, see PolyGram
 DeLron Recs. (div. of Ibone & Co. Pty. Ltd.), PO Box 64, 10-14 W Parade, West Ryde, NSW 2114. Tel: (02) 80-3193/6334. (Importer/Exporter as World Wide Rec. Imports)
Labels: (Owned) Cascade, Casino, DeLron, Solid Gold
 Deluxe Recs. Pty. Ltd., PO Box 1670, North Sydney, NSW 2060. Tel: (02) 92-0844. Telex: 21654. Mng. Dir.: Michael Browning; Gen. Mgr.: Warren Cross. (Licensed to RCA)
Labels: (Owned) Deluxe, Luxury
 Discuro Pty. Ltd., 20 McKillop St., Melbourne, Vic. 3000. Tel: (03) 67-5391. Gen. Mgr.: Peter Mann.
Labels: (Owned) Score
 E M I Recs. Australia (IFPI), 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 2-0912. Cable: EMIRECDRD. Telex: 24182. Mng. Dir.: Peter Jamieson; Mktg. Mgr.: Brian Harris; Prod. & Promos. Mgr.: David Gilchrist.
 Branches: Adelaide, SA 5067, 83 Fullerton Rd., Kent Town. Tel: (08) 332-9233. Telex: 88312. Sales Mgr.: Paul Martinovich—Brisbane, Qld. 4066, 24 McDougall St., Milton. Tel: (07) 36-7388. Telex: 41912. Sales Mgr.: Graham Smith—Melbourne, Vic. 3205. Tel: (03) 690-3022. Telex: 33359. Sales Mgr.: Geoff Greensill—Perth, WA 6008, 292 Rokeby Rd., Subiaco. Tel: (09) 381-4055. Telex: 93146. Sales Mgr.: Jeff Reynolds.
Home office: UK
Labels: (Owned) Axis, Capitol, Classics For Pleasure, Columbia, Columbia Studio Two, EMI, EMI America, EMI Int'l, Electrola, Harvest, His Master's Voice (HMV), Listen For Pleasure, Deon, DZ, Parlophone, Pathe, Pathe Marconi, Regal, Regal Zonophone, Stateside, Studio 301, Toshiba; (licensed domestic) ATV, Albert Prod'n, Survival, WBE; (licensed foreign) Argo (UK), Blue Note (USA), Carrere (UK), Chiswick (UK), Cube/Fly (UK), Decca (UK), Deram (UK), Liberty (USA), London (USA), Private Stock (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Threshold (UK), United Artists (USA), Waverley (UK).
Int'l rep.: France (Pathe Marconi), Germany (Electrola-EMI), Japan (Toshiba), Netherlands (Bovema-EMI), New Zealand (EMI), Philippines (Dyna), USA (Capitol)
 Earth Media Rec'g Co., 14 Glen St., Milsions Point, NSW. Tel: (02) 929-8669.
 Electrola, see EMI
 Elektra, see WEA
 Enigma, see WEA
 Environment, see Laser
 Epic, see CBS
 Eureka Recs., PO Box 113, North Ryde, NSW 2113. Tel: (02) 888-6470. Mng. Dir.: Les Simmonds; Gen. Mgr.: Helen Matthews. (Licensed to RCA)
Labels: (Owned) Eureka, Stockade
 Expordisc, GPO Box 236C, Hobart, Tasmania 7001. Tel: (002) 34-8905. Telex: 57059. Dir.: Stefan Markovitch. (Exporter).

Fable Rec. Co. Pty. Ltd., 137 Moray, South Melbourne, Vic. 3205. Tel: (03) 699-9999. Telex: 33609. Mng. Dir.: Ron Tudor. (Distributed by Astor)
Labels: (Owned) Bootleg, Fable
 Festival Recs. Pty. Ltd. (IFPI), 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Cable: FESTIVAL. Telex: 25686. Mng. Dir.: Allan Hely; Gen. Mgr.: Jim White; Sales Mgr.: Noel W. Brown.
Int'l branches: England, New Zealand, USA
Labels: (Owned) Alternative, Festival Int'l, Infinity, Interfusion, (represented) A&M (USA), Arista (USA), Bearsville (USA), Bronze (UK), Butterfly (USA), Chrysalis (UK), Concord Jazz (USA), Crescendo (USA), DIM (UK), Fantasy (USA), Hispavox (Spain), Island (UK), Jive (UK), Magnet (UK), Monument (USA), Project 3 (USA), Propeller (New Zealand), Rag Baby (USA), Runaway (UK), Shelter (USA), Shelby Singleton (USA), Stiff (UK).
 Fiddling Fool Prod'n, 67 King St., Glenbrook, NSW 2773. Tel: (047) 395-579. Dir.: Gus McNeil
Focus, see Spotlight
Fontana, see PolyGram
 Fontana Gold, see PolyGram
 44, see PolyGram
 Genesis Music, PO Box 26, Auburn, NSW 2144. (Distributed by Spotlight)
Gold Seal, see RCA
 Grass Roots Recs., PO Box 4, Drummoyno, NSW 2047. Tel: (02) 819-7422. Cable: MATTIMUS. Telex: 10101. Owners: Phil & Chris Matthews.
 Ron Gray, 12 Sheffield St., Merryland, NSW 2160.
Label: (Represented) Jazzology-GHB (USA).
 Green, see Larrikin
 H M V, see EMI
 Hadley Recs., Eret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary B. Scott.
Labels: (Owned) Hadley
 Hammar TV Prod'n Pty. Ltd., PO Box 225, 376 Swan St., Richmond, Melbourne, Vic. 3121. Tel: (03) 428-1618. Mng. Dir.: Sino Gazzardi; Dfice Mgr.: James Laming; Sec'y: Fiona Burke. (Distributed by Hammar & Trac).
 Branches: Keswick, SA 5035, 30 Kent Rd. Tel: (08) 223-5333. State Mgr. Graham Foster—Lowe Cove, NSW 2066, 474 Penrose St., Suite 1. Tel: (02) 427-1155. State Mgr.: Alec Smith.—Perth, WA 6001, PO Box 1918. Tel: (09) 321-7762.
 Happening Prod'n Pty. Ltd., Unilme House, 4th fl., 5-13 Northciff St., Milsions Point, Sydney, NSW 2061. Tel: (02) 922-4100. Cable: SEMUS. Telex: 26405.
Harbour, see Image
Harvest, see EMI
Heliodor, see PolyGram
 His Master's Voice, see EMI
 Hollywood Music Video, 1100 High St., Armadale, Vic. 3143. Tel: 509-7633.
Label: (Represented) Entr'acte (USA).
 Horizon Recs., 68 Arthur St., North Sydney, NSW 2061. Tel: (02) 922-1277.
Chief Exec. & Gen. Mgr.: D. Robertson; Sales Mgr.: R. Robertson
 Billy Hyde Music Pty. Pty., 7 Union St., South Melbourne, Vic. 3205. Telex: 38513. Pres.: Garry Hyde; Gen. Mgr.: Ivor McCuffin.
Labels: (Represented) Latin Percussion Ventures (USA)
 Image Recs. Pty. Ltd. (IFPI), 137 Moray St., South Melbourne, Vic. 3205. Tel: (03) 699-9999. Cable: IMGARECDRD. Telex: 33609. Mng. Dir.: John E. McDonald; Gen. Mgr.: Keith Colas; Promo. & Sales Mgr.: Steve Rawlins.
Labels: (Owned) Avenue, Harbour, Image, Music Plus; (licensed) Aze (Canada), Boot (Canada), Coombe (UK), Emerald (UK), Gateway (USA), Jupiter (Germany), Karma (Germany), Midsong (USA), Music World (New Zealand), Shiva (Belgium), Specialty (USA), TTR (Netherlands), Sydney Thompson (UK), Who's Who in Jazz (USA)
Int'l rep.: Canada (Atlantic, Boot), Germany (Teldec), New Zealand (Atlantic, Festival, Music World), South Africa (RPM), UK (Atlantic, Emerald), USA (Atlantic).
 Infinity, see Festival
 Interfusion, see Festival
 International, see RCA
 J & B Recs. Ltd., 30 Whiting St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4377. Chm.: Brian Nicholas; Gen. Mgr.: Tony Paris.
Label: (Owned) J&B
 Janda Recs., 47 Wellington St., Rozelle, Sydney, NSW 2039. Tel: (02) 82-0628. Mng. Dir.: Andrew Steele; Sales Mgr.: Stuart Emanuel. (Distributor/Importer)
Labels: (Owned) Janda Jazz; (licensed) Jazzis, MBS (USA), Mick Lloyd (USA).
 Jazzis Recs., PO Box 512, Double Day (Sydney), NSW 2028. Tel: (02) 36-3580. Telex: 70041.
Jazznote, see Larrikin
Junction, see Powderworks
 K & S Educational Group, 99-101 Argus St., Cheltenham, Vic. Tel: 550-6311. Cable: SCHD18 MELBODURNE. Mng. Dir.: Ian R. Stevenson, Gen. Mgr.: Ross Hennessy; Sales Mgr.: Richard Clivaz; Adv. Mgr.: Malcolm MacArthur.
Label: (Represented) Caedmon (USA).
 Larrikin Recs., PO Box 162, Paddington, NSW 2021. Tel: (02) 336-567. Chief Exec. & Gen. Mgr.: Warren Fahy; Sales Mgr.: Craig McIntosh.
Labels: (Owned) Green, Larrikin, Rissole, Wendi; (licensed domestic) Candle, Grass Roots, Jazznote, Move; (licensed foreign) Flying Fish (USA), Kicking Mule (USA), Rounder (USA), Sonet (UK), Stash (USA), Sugar Hill (USA), Topic (UK)
Int'l rep.: Canada (Elephant), UK (Celtic Music, Plant Life), USA (Shanachie).
 Laser Recs. Pty. Ltd., 55 Grove St., Birchgrove, Sydney, NSW 2041. Tel: (02) 818-2590. Mng. Dir.: G. Pierson; Gen. Mgr.: A. Davidson; Sales Mgr.: W. Thomas.
Labels: Big Mouth, Environment, Laser, Reg. Studio One
Int'l rep.: Austria (Bellaphon), Germany (Bellaphon), Italy (Cinevox), Scandinavia (Salfr), Switzerland (Bellaphon), USA (Dorn).
 Liberation Recs., 9 Dundas Ln., Albert Park, Melbourne, Vic. 3206. Tel: (03) 690-3399. Telex: 31738. Mng. Dir.: Michael Gudinski; Dir. Glen Wheatley; Gen. Mgr.: Gary Ashley.
 Line 99, see Carina
 Listen For Pleasure, see EMI.

Local, see Missing Link
 Luxury, see Deluxe
 Lyonn Trading, PO Box 517, Crows Nest, NSW 2065
Label: (Represented) Crystal (USA).
 Lyric, see Did Tyme
 M G M, see PolyGram
 M R Acoustics, PO Box 165, Annerley, Brisbane 4103. Tel: 48-7598, 284-6764. Telex: 42603. Dir.: Colin H. Robertson; Gen. Mgr.: G.A. Robertson; Sales Mgr.: W.L. McAuliffe
Labels: (Licensed foreign) American Gramophone (USA), Audio Encore (USA), Audio Lab (Japan), Audio Source (USA), Gasparo (USA), HiFi Sound (UK), Direct-to-Disc (USA), Mark Levinson (USA), Nippon Phonogram (Japan), Dupos (Sweden), Oranda (USA), Proprius (Sweden), RCA (Japan), Reference (USA), Richardson (Japan), Sound 80 (USA), Sound Storage (USA), Trend (USA), Umbrella (Canada).
Mercury, see PolyGram
Mercury/Emarcy, see PolyGram
Mercury Golden Imports, see PolyGram.
Metro, see PolyGram.
Midi, see WEA.
 Midnight Recs., PO Box 144, Milsions Point, NSW 2061: 275 Alfred St., North Sydney, NSW 2060. Tel: (02) 922-6077. Telex: 23551. Mng. Dir.: Peter Ra.
 Minstrel Recs. Co. Pty. Ltd., 12 Humphrey St., Rosebery, NSW 2018. Tel: (02) 699-2720, 667-1386. Gen. Mgr.: Peter Giam; Sales Mgr.: Julie Gabriele; Dirs.: P. Zappia, C. Zahar.
Labels: (Represented) CBS, CGD, EMI, RCA, Ricordi, Ri-Fi, Saar, Said, WEA Italiana (all Italy).
 Missing Link Recs., 239 Flinders Ln., Melbourne, Vic. 3000. Tel: (03) 63-5507. Telex: 57059. Mng. Dir.: Keith Glass, Gen. Mgr.: Bruce Milne.
Labels: (Owned) Au Go Go, Missing Link; (licensed foreign) Cherry Red (UK), Ralph (USA), Rough Trade (UK), Statik (UK).
Int'l rep.: Germany (Boots), Japan (Trio), New Zealand (Propeller, RTC), UK (Cherry Red, 4AD, Rough Trade, Statik), USA (Systematic, Thermidore)
Moonlight, see Concert
 Move Recs., 10 Glen Dr., Eaglemont 3084. Tel: (03) 497-3105. Chief Exec.: Martin Wright.
Labels: (Owned) Move; (represented) Avart Gande (USA).
 Mushroom Recs. Pty. Ltd., 9 Dundas Ln., Albert Park, Melbourne, Vic. 3206. Tel: (03) 690-3399. Cable: MUSHREC. Telex: 31738. Mng. Dir.: Michael Gudinski; Dir.: Ray Evans; Gen. Mgr.: Gary Ashley; Bus Affairs: Simon Young. (Distributed by Festival)
Branch: North Sydney, NSW, 275 Alfred St., 12th fl. Tel: (02) 436-1411. Branch Mgr.: Ann Wright
Music For Pleasure, see Summit.
 Musciland Export Corp., PO Box 380, Elsternwick, Vic. 3185. Tel: (03) 523-6124/5375. Telex: 34225. Mng. Dir.: Joanne Freiberg; Sales Mgr.: David R. Williams. (Exporter: Distributor as Musciland Rec. Dist.).
 Musciland Rec. Dist., PO Box 121, Elsternwick, Vic. 3185; 26 Dak Grove, Ropponlea, Vic. 3182. Tel: (03) 523-6124/5375. Telex: 34225. Mng. Dir.: Jeremy Freiberg; Nat'l Sales Mgr.: Neal Snodgrass; Financial Mgr.: Ken Waddell; Dist'n Mgr. William R. Tolson. (Distributor: Exporter as Musciland Export Corp.)
Music Plus, see Image
 Network Publ'g (IFPI), PO Box 68, Milsions Point, Sydney, NSW 2061. Tel: (02) 922-4455. Mng. Dir.: Doug Jansen.
Label: (Owned) Rich
Nightlight, see Spotlight
 Nonesuch, see WEA
 Deon, see EMI
 Did Tyme Imports, 350 Centre Rd., Bentleigh, Vic. 3204. Tel: (03) 557-1050. Owner & Gen. Mgr.: Kenneth M. Henderson.
Labels: (Owned) Lyric; (licensed domestic) Ken A Tone, Philophone; (licensed foreign) Air Check (USA), Arcadia (UK), Blue Rhythm (Germany), Caprice (Sweden), Dawn Club (Germany), Doric (USA), Fountain (UK), Halcyon (UK), Harrison (USA), Hindsight (USA), IAJRC (USA), Mouthmouth-Evergreen (USA), Music For Collectors (USA), Nostaliga (Sweden), Phonastatic (Sweden), Radio Archives (USA), Sountrak (USA), Spokane (USA), Sunbeam (USA), Totem (USA), VJM (UK).
Int'l rep.: Germany (Blue Rhythm), USA (City Hall)
 Omega Recs. Pty. Ltd., Spectrum Bldg., Suite 104, 1st fl., 220 Pacific Hwy., Crows Nest, NSW 2065. Tel: (02) 922-343/3485. Dir. & Gen. Mgr.: E.A. Standfield; Sec'y: S.R. Matthews. (Distributed by Janda)
Labels: (Owned) Omega, Velvet
 Dpal Recs., 20 Barnes St., West Tamworth, NSW. Tel: (067) 659-290. Chief Exec.: Ross Murphy. (Distributed by Hadley)
Labels: (Owned) Bungalow, Dpal, Stoney Broke.
 Dpera-For-All, see Carina
 Dption, see Cleopatra
 Outlet Rec'g Co. Ltd., 1 Jane St., Smithfield, Sydney, NSW.
Home office: UK—Northern Ireland
 Oz, see EMI
 P C Stereo Pty. Ltd., PO Box 272, Mount Gravatt, Brisbane, Qld. 4122. Tel: (07) 343-1612. Telex: 42993. Mng. Dir. Clive A. Purcell; Sales Mgr.: M. Shepherd
Labels: (Licensed) Chalfont (USA), Chandos (UK), Delos (USA), Sefel (Canada), Telarc (USA), Toch (USA), Varese Sarabande (USA).
Parlophone, see EMI
Pathe, see EMI
Pathe Marconi, see EMI
Pepto, see Avart Gande
 Phantom Recs. Pty. Ltd., Box A566, Sydney South, NSW 2000. Tel: (02) 264-8992. Dir. Dare Jennings. Gen. & Sales Mgr.: Jules R. B. Normington.
Label: (Owned) Phantom
Int'l rep.: USA (Bomp).
Philips, see PolyGram
Philips Int'l, see PolyGram
Philophone, see Did Tyme
Polydor, see PolyGram
 PolyGram Recs. Pty. Ltd. (IFPI), PO Box 314, Westfield Towers, 2nd fl., 100 William St., Sydney, NSW 2011. Tel: (02) 357-3277. Cable: PHDRREC. Telex: 26856. Mng. Dir.: Ross Barlow; Mktg. Mgr.: Graham Newman; Financial Mgr.: Stephen Wagner.
Labels: (Owned) Archy, DG, Fontana, Fontana Gold, 44, Heliodor, Karussell, MGM, Mercury, Mercury/Emarcy, Mercury Golden Imports, Metro, Philips, Philips Int'l, Polydor, Polygram, Polystar, Privilege, RSD, Resonance, Verve; (licensed) BBC (UK), CTI (USA), Capricorn (USA), Chansma (UK), Chess (USA), Gladly (UK), Kudu (USA), Mercury/Delite (USA), Mercury/Lone Star (USA), Pablo (USA), Pablo Live (USA), Polydor/EG (UK), Polydor/Kolob (USA), Polydor/MVP (USA), Polydor/Dyster (USA), RSO/Curtom (USA), Rocket (UK), Salvation (USA), Phil Spector Int'l (UK), Track (UK), Unverse.
Polyphon, see PolyGram.

Polystar, see PolyGram.
 Portrait, see CBS.
 Powderworks Recs. & Tapes Pty Ltd., 28 Cross St., Brookvale, NSW 2100
 Tel: (02) 938-2200. Telex: 20270. Dirs.: Ken Harding, Tony Hogarth, Alan
 Watson.
 Labels: (Owned) Brook, Junction, Powderworks; (licensed domestic)
 Missing Link; (licensed foreign) Avatar, Beggars Banquet, Bulldog,
 Creole, Ice, Logo, Mute, Original, Radialchoice, Transatlantic (all UK)
 Int'l rep.: New Zealand (RCA).
 Prase Inds. Corp., 21 Kyabra St., Fortitude Valley, Qld Tel: 52-4004
 Home office: USA.
 Labels: (Owned) Praise group.
 Praseworthy, see Spotlight.
 Privilege, see PolyGram.
 Pure Gold, see RCA.
 R C A Ltd. (IFPI), 11 Khartoum Rd., North Ryde, Sydney, NSW 2113 Tel.
 (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Brian Smith,
 Mktg. Mgr.: Morris Smith.
 Home office: USA.
 Labels: (Owned) Bluebird, Camden, Gold Seal, International, Pow-
 derworks, Pure Gold, Rockaway, Victor, Victrola, Vintage; (licensed do-
 mestic) Deluxe, Eureka, Powderworks, Stockade; (licensed foreign) AVI
 (USA), Ariola (USA), Ariola Eurodisc (Germany), Attic (Canada), BTM
 (UK), Buddha (USA), Can't Stop (USA), Celebrity (UK), Grunt (USA),
 Hansa (Germany), Lifesong (USA), Lollipop (Germany), Midsong (USA),
 Millennium (USA), Numero Uno (Italy), Polar (Sweden), Pyramid (USA),
 RKM (Belgium), Roulette (USA), Salsoul (USA), Signature (USA), Tembo
 (UK), Windsong (USA).
 R S O, see PolyGram.
 Ramrod, see Johnny Rebb.
 Reader's Digest Servs. Pty. Ltd., 26-32 Waterloo St., Surry Hills, Sydney,
 NSW 2010. Tel: (02) 699-0111. Cable: READIGEST. Telex: 20260. Rec. &
 Tape Dept. Mgr.: Kerth N. Anderson.
 Home office: USA.
 Johnny Rebb Ent's. Pty. Ltd., PO Box 341, 370A Port Hacking Rd., Caringbah,
 NSW 2229. Tel: (02) 525-7124, 522-7139. Pres. Johnny Rebb. Gen.
 Mgr.: Syd McDonagh; Music Co-ord.: Russ Kruger.
 Label: (Owned) Ramrod.
 Record Dists. (Australia) Pty. Ltd., 32 Railway Parade, Granville, NSW 2142
 Tel: (02) 637-3087. Cable: IBNATE. (Distributor)
 Regal, see EMI.
 Regal Zonophone, see EMI.
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 5073. Telex: 70518. Mng. Dir.: Martin Fabinyi, Gen. Mgr.: Diane Ber-
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EMPTY CARTRIDGES, CASSETTES & REELS

Ampeg Australia Pty. Ltd., 65 Waterloo Rd., North Ryde, NSW 2113. Tel: (02) 887-3333. Cable. VIDEOTAPE. Telex: 20608 Mgr./Dir.: Howard Lilley; Magnetic Tape Div. Mktg. Mgr. Richard Blackett
 Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr., Tel. (03) 877 6222.
 Audio: Cassettes, reels

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel (02) 661-6511 Telex. 24761. Mng. Dir. Stephen L. Green, Gen. Mgr. Robert R. Blake, Technical Mgr. W. Dale Humphriss.
 Int'l branches: France, Hong Kong, Israel, USA
 Audio & Video: Cassettes

Klaron Ent's. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel. (03) 61-3541 Telex. 34732. Mng. Dir. B.K. Horman, Sales Mgr.: A.K. Horman
 Branches: Artarmon, NSW 2064, 3 Lancelly Pl., Unit 3. Tel: (02) 438-1388—Brisbane, Qld. 4000, 199 Elizabeth St. Tel: (07) 229-2077—Adelaide, SA 5000, 35-37 Halifax St., Tel. (08) 212-2217.
 Audio: Reels

JACKETS & SLEEVES

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000 Tel (02) 20912. Cable. EMIRECORD Telex. 24182 Mng. Dir. Peter Jameson; Mktg. Mgr. Brian Harris (LP)

LABELS, DISK

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel (02) 20912. Cable. EMIRECORD. Telex: 24182 Mng. Dir. Peter Jameson; Mktg. Mgr.: Brian Harris (45, LP)

PROFESSIONAL TAPE SUPPLIES

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel (02) 20912. Cable. EMIRECORD. Telex: 24182 Mng. Dir.: Peter Jameson; Mktg. Mgr.: Brian Harris.
 Audio: Cassette labels

RAW MATERIALS

Nylex Corp. Ltd., 359 Horsley Rd., Milperra, NSW 2214. Tel (02) 774 4444. Telex. 20403 Mng. Dir. Henry Bosch, Gen. Mgr. Keith J. Anderson,

Prod. Mgr. Malcolm Scott
 Product: Vinyl compounds (dry blend, granules or biscuit)
 R C A Ltd., 11 Khartoum Rd., North Ryde, Sydney, NSW 2113 Tel (02) 888 5444 Cable. RCAAUST Telex 21654 Mng. Dir. Brian Smith, Mktg Mgr. Morris Smith (45, LP)

TAPE, BLANK LOAEO & BULK RAW

Agfa-Gevaert Ltd., PO Box 48, 372 380 Whitehorse Rd., Nunawading, Vic. 3131 Tel (03) 878 8000 Telex. 30702 Melbourne
 Audio: Blank—2", 1" & 4" open reel, cassette, raw—2", 1", 4", 4" 8 tr., 4" cassette
 Video: Blank—2" & 1" open reel, 4" cassette; 4" Beta, VHS & V-2000 raw—2" & 1", 4", 4" & 4" cassette
 Ampex Australia Pty Ltd., 65 Waterloo Rd., North Ryde, NSW 2113 Tel (02) 887 3333 Cable. VIDEOTAPE. Telex. 20608. Mgr./Dir. Howard Lilley; Magnetic Tape Div. Mktg. Mgr. Richard Blackett
 Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr. Tel. (03) 877-6222
 Audio: Blank—2", 1" & 4" open reel, cassette, raw—4", 4" cassette.
 Video: Blank—2" & 1" open reel, 4" & 4" Beta & VHS cassette.
 Audiotaape, see Klaron

B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel. 320-6555. Telex. 30448. Mgr. H. Hanfield (Raw only)
 Audio: Cassette, open reel.

C P H Video, PO Box 27, Willoughby, NSW 2068 Tel: (02) 43-044 Telex 20689 Pres. David Maxwell
 Int'l branches: England, USA
 Video: Cassette

Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000 Tel (03) 663-3605 Telex. 31501 (Manufacturers' rep.)
 Audio: TRACKMASTER 8 tr. cassette

G-tape, see Greencorp
 Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Stephen L. Green, Gen. Mgr.: Robert R. Blake; Technical Mgr. W. Dale Humphriss
 Int'l branches: France, Hong Kong, Israel, USA
 Audio: G-TAPE, OPUS blank, raw—GREENCORP 4", 4" cassette.
 Video: G-TAPE, OPUS blank, GREENCORP raw

K G C Magnetic Tapes, 1/22 Euston Rd., Alexandria, Sydney, NSW 2015. Tel (02) 519-2677. Cable. MAGTAP. Telex: 71659. Gen. Mgr.: W.F. Gordon. (Blank only)
 Audio: Cassette

Klaron Ent's. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel (03) 61-3541. Telex: 34732. Mng. Dir.: B.K. Horman, Sales Mgr.: A.K. Horman
 Branches: Artarmon, NSW 2064, 3 Lancelly Pl., Unit 3. Tel: (02) 438-1388—Brisbane, Qld. 4000, 199 Elizabeth St. Tel: (07) 229-2077—Adelaide, SA 5000, 35-37 Halifax St. Tel: (08) 212-2217
 Audio: AUDIOTAPE, KLARIDN blank—cassette, open reel; raw—8-tr., cas sette, open reel.

Opus, see Greencorp
 R C A Ltd., 11 Khartoum Rd., North Ryde, Sydney, NSW 2113 Tel: (02) 888-5444. Cable. RCAAUST. Telex. 21654. Mng. Dir.: Brian Smith; Mktg. Mgr. Morris Smith. (Blank only)
 Video: 4" VHS cassette
 Trackmaster, see Caras.

TAPE DUPLICATING & PROCESSING EQUIPMENT
 B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel. 320-6555. Telex. 30448. Mgr.: H. Hanfield.
 Audio: Pancakes
 Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000. (Manu- facturers' rep.)
 Audio: TRACKMASTER Winders, exercisers, 8-tr. duplicators, verifiers, 8-tr. & cassette loaders.
 Klaron Ent's. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel. (03) 61-3541. Telex. 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: A.K. Horman
 Branches: Artarmon, NSW 2064, 3 Lancelly Pl., Unit 3. Tel: (02) 438-1388—Brisbane, Qld. 4000, 199 Elizabeth St. Tel: (07) 229-2077—Adelaide, SA 5000, 35-37 Halifax St. Tel: (08) 212-2217
 Audio: DTARI checkers, duplicators, loaders.

Otan, see Klaron
 Trackmaster, see Caras.

• accessories

Ampeg Australia Pty. Ltd., 65 Waterloo Rd., North Ryde, NSW 2113. Tel: (02) 887-3333. Cable. VIDEOTAPE. Telex. 20608. Mgr./Dir.: Howard Lilley; Magnetic Tape Div. Mktg. Mgr. Richard Blackett
 Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr. Tel: (03) 877-6222.
 Product: Tape—head cleaners & demagnetizers, leader & splicing tape & equip.
 B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel. 320-6555. Telex. 30448. Mgr.: H. Hanfield.
 Product: Tape—head cleaners, splicing tape & equip.
 Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Mng. Dir.: Mimmo LoPrete; Sales Mgr.: Sam LoPrete.
 Product: Record & Tape—carrying & storage cases (audio).
 Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Stephen L. Green; Gen. Mgr.: Robert R. Blake, Technical Mgr.: W. Dale Humphriss.
 Int'l branches: France, Hong Kong, Israel, USA
 Product: Tape—carrying & storage cases, demagnetizers, leader & splicing tape (all audio)
 Klaron Ent's. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel. (03) 61-3541. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: A.K. Horman
 Branches: Artarmon, NSW 2064, 3 Lancelly Pl., Unit 3. Tel: (02) 438-1388—Brisbane, Qld. 4000, 199 Elizabeth St. Tel: (07) 229-2077—Adelaide, SA 5000, 35-37 Halifax St. Tel: (08) 212-2217.
 Product: Tape—head cleaners, demagnetizers, leader & splicing tape & equip.

• store fixtures

Colossal Recs of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Mng. Dir.: Mimmo LoPrete; Sales Mgr.: Sam LoPrete.
 Product: Display racks
 Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Stephen L. Green; Gen. Mgr.: Robert R. Blake; Technical Mgr. W. Dale Humphriss.
 Int'l branches: France, Hong Kong, Israel, USA
 Product: Divider cards

AUSTRIA

Population: 7,500,000
 Rate of exchange: \$1 (US) = 16.00 schillings.
 Per capita income: \$6,470.

Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), Ascension Day, Pentecost, Corpus Christi, August 15 (Assumption), October 26 (National Holiday), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, 26 (Christmas).

RECORDS:

Record sales certification awards: Gold single—50,000 units, platinum single—100,000 units, Gold LP—25,000 units, platinum LP—50,000 units.

Records sold domestically including imports (retail value): LP's 1981—5,300,000 units, \$42,347,000; 1980—6,900,000 units, \$48,126,000. Singles 1981—3,500,000 units, \$10,045,000; 1980—3,500,000 units, \$9,062,000.

Records imported from USA (factory value): 1981—\$216,300; 1980—\$322,000.

Records exported to USA (factory value): 1981—\$46,000; 1980—\$29,000.

Records imported from countries other than USA (factory value): 1981—\$13,758,000; 1980—\$13,845,000.

Records exported to countries other than USA (factory value): 1981—\$1,574,000; 1980—\$1,923,000.

Average retail price per record: LP's—\$9.99; singles—\$2.87.

TV merchandising: 12% of total sales.

Record club sales: 16% of total.

Discounting: Frequent.

Type of distribution: The manufacturer-to-retailer system predominates with a market share of approximately 64.5%; the manufacturer-to-wholesaler-to-retailer system has 16%; manufacturer-to-record club-to-retailer has 16%; rack jobbing has 3.5%.

Type of promotion: Austrian TV and the broadcasting system owned by the government are the main sources, followed by magazines, newspapers, discos and fan clubs.

Jukeboxes: 9,000.

TAPE:

Market: Audio—The tape market, where the muscassette system prevails, stagnated in 1981 in contrary to a decreasing rate of about 20% in 1980. The main reasons for this are attributed to the fight against piracy, better sound quality and one million fewer blank cassettes being sold. Video—VHS dominates the market with 50%, followed by Video 2000 (35%) and Beta (15%).

Pre-recorded audio tape sold domestically: Cassette 1981—2,750,000 units, \$22,302,000; 1980—2,716,000 units, \$23,016,000.

Pre-recorded audio tape imported from USA (factory value, CIF): 1981—\$36,700; 1980—\$56,300.

Pre-recorded audio tape imported from countries other than USA (factory value, CIF): 1981—\$5,357,000; 1980—\$7,335,000.

Pre-recorded audio tape exported to countries other than USA (factory value, FOB): 1981—\$2,019,000; 1980—\$1,618,000.

Pre-recorded video tape sold domestically including imports (retail value): 1981—50,000 units, \$4,250,000.

Average price per pre-recorded video tape: Cassette—\$8.11

Average price per pre-recorded video tape: Beta—\$81.00, VHS—\$87.00, V-2000—\$87.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios—2,400,000; television sets—2,350,000, color—1,150,000, b&w—1,200,000; phonographs—1,500,000; audio tape recorders—3,800,000; video tape recorders—90,000.

RADIO STATIONS:

No. of government 3 (1 AM, 3 FM)

TELEVISION STATIONS:

No. of channels: 2 government; 90% color (PAL).

IMPORT/EXPORT REGULATIONS:

Record imports from EFTA (European Free Trade Ass'n) and EG (European Common Market) countries are tax free; those from the USA are taxed 15.5%. Tape imports from EFTA countries and EG countries are tax free; those from the USA are taxed 10%.

MARKET ANALYSIS:

The Austrian sound-carrier market is dominated by the members of the Austrian branch of the International Federation of Producers of Phonograms and Videograms. The IFPI represents the biggest companies such as Amadeo, Ariola, Bellaphon, CBS, EMI Columbia, Musica, Phonogram, Polydor and WEA. The record clubs have great importance here, having been able to reach a sales turnover of 16% of the entire market. The turnover of the non-IFPI members reached about 22%.

1981 record company sales were down about 6% compared to 1980. The most important slump in the record field was registered by high-price albums, which were down 20%. Middle-price album sales rose about 14%, and the sale of low-price albums stagnated.

White open reel and 8-track cartridges have nearly vanished from the Austrian market, muscassettes stagnated in 1981. It is estimated that some 9.5 million blank cassettes were sold in Austria in 1981.

Market share for type of music is divided into 53% for international pop and entertainment, 23% national pop and entertainment, 12% classical and 12% country.

After a Supreme Court decision, parallel imports have no longer increased. This is also due to the fact that record prices have been rising considerably in the neighboring countries.

Video is becoming more important. It is estimated that an additional 35,000 new video units will be bought in 1981, adding to the current 90,000. VHS dominates the pre-recorded video market, followed by Video 2000 and Beta. Video 2000 enjoys much of its success to the Philips video factory in Vienna, which has a capacity of 700,000 recorders per year.

Manfred Schreiber.

• record & tape manufacturers / distributors / importers

A V O Schallplatten GmbH, Kohlgasse 23, A-1050 Vienna. Tel: (0222) 55 13 57. Telex: 77307. Gen. Mgr.: Heinz Juergens
 Accord Schallplatten Produktion GmbH & Co. KG, Herzog Friedrich Str. 8, A-6020 Innsbruck. Tel: (05222) 27 3 64. Gen. Mgr.: Wolfgang Lochbihler.

Billboard 1982-1983 International Buyer's Guide

Amadeo Desterreichische Schallplatten GmbH (IFPI), Mariahilfer Guertel 32, A-1060 Vienna. Tel: (0222) 56 35 60. Cable: AMADEDDISC. Telex: 75261 Mng. Dir.: Wolfgang Arming; Dir.: Erich Turan; F&A Mgr.: Franz Rauscher; Pop Int'l Prod. Mgr.: Monika Kapun; Classical Mgr.: Adelgund M. Gastener; Pop A&R Mgr.: Gottfried Ettl.
 Labels: (Owned) Amadeo, Atom; (licensed foreign) Barclay (France), Christophorus (Germany), EGG (France), Elite Special (Switzerland), Fono, Rei-Vera, Riviera (France), Tudor (Switzerland).
 Int'l repa.: Germany (Phonogram).

Angel, see EMI.

Archiv, see Polydor.

Ariola Schallplatten GmbH (IFPI), Hofmohlgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 05. Mng. Dir.: Stephen von Friedberg; Mktg. Mgr.: Erich Krapfenbacher.

Home office: Germany, Ariola-Eurodisc.
 Labels: (Owned) Ariola, Arista, Baccarola, Eurodisc, Panza, Savoy, Schaller, (licensed) Bearsville (USA), Bronze (UK), CGD (Italy), CMH (USA), Celluloid (France), Chrysalis (UK), Clan Celentano (Italy), Coconut (Germany), Front Line (UK), Golden Hour (UK), Handshake (USA), Hansa (Germany), Island (UK), MCA (USA), Manticore (UK), Maritim (Germany), Melodia (USSR), Montana (Germany), Muszka (Italy), D Tannenbaum, Pye (UK), Real (UK), Supraphon (Czechoslovakia), Virgin (UK), Ze (UK).
 Int'l repa.: See Ariola-Eurodisc listing in Germany.

Ariola, see Ariola.

Artone, see CBS.

Asylum, see WEA.

Alco, see WEA.

Atlantic, see WEA.

Atom, see Amadeo.

Baccarola, see Ariola.

Bacillus, see Bellaphon.

Bellaphon Recs. GmbH & Co. KG (IFPI), Grundsteinigasse 5-7, A-1160 Vienna. Tel: (0222) 43 61 22. Telex: 75922. Gen. Mgr.: Gerhard David; A&R Mgr.: Rudolf Spreitzer.
 Home office: Germany.
 Labels: (Owned) Bacillus, Bellaphon, Bellaphon Classic, Bellaphon Int'l, Danube Jazz Serie, Heimatland, Plifikus, Rare Bid; (licensed) Appaloosa, Avatar (UK), Black Saint (USA), Biber, Blind Man, Cain (Germany), Concord Jazz (USA), Delos, ECM (Germany), ENJA (Germany), Fusion, Gordy (USA), Greensleeves (UK), Hitsville, Jackson Sound, Jamaica Sound (UK), L&R (Germany), Lava, Motown (USA), Munich, Nagara, Newt, New Ways, Panda, Rare Earth, SSS Int'l, Schwann (Germany), Scotti Bros. (USA), Software, Soul, Sri Lanka, SteepleChase, Tania Motown (USA), Timeless, Tron, Vogue, Woolfe.

Das Beste (Verlag) GmbH (Reader's Digest Verlag GmbH), Singerstr. 2, A-1010 Vienna.
 Label: Das Beste.

Blue Danube, see Musidisc.

Bovema, see EMI.

A. Burki oHG Schallplatten Gross & Einzelhandel, Resnerstr. 32, A-1030 Vienna. Tel: (0222) 72 14 59. (Distributor).

C B S Schallplatten GmbH (IFPI), Hofmohlgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 08. Cable: COLRECORD. Telex: (8470) 12123. Gen. Mgr.: Jaroslav Sevcik; Mktg. & Sales Mgr.: Rudolf Nikles.
 Labels: (Owned) Artone, CBS, Embassy, Epic, Harmony, Maestro, Masterworks, Odyssey, Portrait, Robbi; (licensed) A&M (USA), Alladin, Blue Sky (USA), Caribou (USA), Dreyfus (France), GTO (UK), Horizon (USA), In-Invicta (USA), Jet (UK), Kirshner (USA), M Music, Monument (USA), Philadelphia Int'l (USA), Precision (USA), Starlite (USA), TK (USA), T-Neck (USA), Uncle Jam (USA), Unlimited Gold (USA).

Capitol, see EMI.

Casablanca, see Phonogram.

Charisma, see Phonogram.

Classics for Pleasure, see EMI.

Cobra, see EMI.

Columbia, see EMI.

Columbia-Music, see EMI.
 Communicia, Kleeblattgasse 4, A-1010 Vienna. Tel: (0222) 63 24 45, 63 55 52, 66 34 48.

Cotillion, see WEA.

Court Opera Classics, see Otto G. Preiser.

Crystal, see EMI.

D G, see Polydor.

D R K, see Phonogram.

Danube Jazz Serie, see Bellaphon.

Deutsche Grammophon, see Polydor.

DiscoTrade Gesellschaft mbH, Neulerchenfelderstr. 12, A-1160 Vienna. Tel: (0222) 48 25 91. Telex: 135245. Gen. Mgr.: Erich Kahr; Sales Mgr.: Alfred Kretschmer. (Distributor/Importer)

Disque D'Autriche, see Musidisc.

Donauton, see Musidisc.

E M I Columbia Austria GmbH (IFPI), Webgasse 43, A-1060 Vienna. Tel: (0222) 57 36 76. Telex: 3386. Mng. Dir.: Peter Mampell; Sales Mgr.: Roland Beck.

Branch: A-5020 Salzburg, Universitätsplatz 15. Tel: (06222) 43 215.
 Labels: (Owned) Angel, Bovema, Capitol, Classics For Pleasure, Cobra, Columbia, Columbia-Music, Crystal, EMI, EMI-America, EMI-Disc, EMI-Electra, EMI-Eminent, Encore, Gloria, Harvest, His Masters' Voice, Liberty United, Musica Prae Classica, Negram, One Up, Parlophone, Pathe, Pathe-Marconi, Regal, Seraphim, Sidewalk, Sonopresse, Stimme Seines Herrn, Talsman, United Artists, Waverley, Welt-Rekord; (licensed foreign) Abbey Road (UK), Accent (UK), Apple (UK), Baby (Italy), Blue Note (USA), Colorit (Germany), Folkways (USA), Harmonia Mundi (Germany), Hitsville (UK), Hoer zu (Germany), Kaleidoskop (Germany), Kling Klang (Germany), MFF (UK), Dz (Australia), Papagayo (Germany), Prisma (Germany), RAK (UK), Rolling Stones (UK), Ruessl Raechords (Germany), Safari (Germany), Soul (USA), Sunburst (UK), Unicorn (UK), Yona (France), Zoom (UK).

Earl Recs., Industrie-Str. B13, A-2345 Brunn. Tel: (02236) 6188. Telex: 79182. Chief Exec.: Renate A. Herzog.

Electrola, see EMI.

Elektra, see WEA.

Embassy, see CBS.

Eminent, see EMI.

Encore, see EMI.

Epic, see CBS.

Eurodisc, see Ariola.

Euroton Austria GmbH, Nobilegasse 40 42, A-1150 Vienna. Tel: (0222) 92 11 02. Telex: 31111. Mng. Dir.: E. Kozak; Sales Mgr.: Gerhard Hoke.

Labels: (Owned) Optima, Souvenir; (represented) Camden (UK), Documentary Series (Germany), Hallmark (UK), Pickwick (France, USA).

Fantastik, see Koch.

Fvstar, see Koch.

Fontana, see Phonogram.

Gig Sound Recs., Wredner Hauptstr. 57, A-1040 Vienna. Tel: (0222) 65 7411.

Telex: 133906. Gen. Dir.: Markus Spegel.

Labels: (Owned) Gig; (licensed) Gig-Erdenklang.

Int'l repa.: Germany (Teldec), Switzerland (Phonag).

Gloria, see EMI.

Harmony, see CBS.

Harvest, see EMI.

Heimatland, see Bellaphon.

Heliodor, see Polydor.

Help Int'l, see Help Recs.

Help Recs., Johann Schaschweg 9, A-9020 Klagenfurt. Tel: (04222) 31 558.

Chief Exec.: Eddy Korschke.

Labels: (Owned) Help, Help Int'l, Life.

His Master's Voice, see EMI.

Hit Recs. Austria, Dr. Rasperstr. 10A, A-4802 Ebensee. Tel: (06133) 72 90.

Dir.: Gisela Feichtinger; Gen. Mgr.: Manfred Feichtinger.

Inpart Warenhandel GmbH, Aspernstr. 133, A-1220 Vienna. Tel: (0222) 22 73 78. Telex: 133934. Mng. Dir.: Gabriele Freihammer; Dist'n: Kurt Schweiger.

Labels: (Licensed) Europa (Germany), Signal (Germany).

Intraton, see Musidisc.

Ixthuluh, Harrachstr. 46, A-4020 Linz. Tel: (0732) 25 72 84.

Jenisch Schallplatten-Produktion, Alberichgasse 8, A-1150 Vienna. Tel: 92 32 62. Gen. Mgr.: Erwin H. Jenisch.

K-tel Int'l GmbH, Mariannegasse 32, A-1090 Vienna. Tel: (0222) 43 95 71.

Telex: 076923. Mng. Dir.: Wolfgang Simon; Sales Mgr.: W. Tomschik.

Kabarett aus Wien, see Otto G. Preiser.

Johann Kaplan Jr., Burgergasse 17/19, A-1100 Vienna.

Karusell, see Polydor.

Koch Recs., A-6652 Elbgenalp/Tirol. Tel: (05634) 6444, 6513. Telex: 05561. Dir.: Franz Koch; Sales Mgr.: Selb Anton.

Labels: (Owned) Fantastik, Fvstar, Koch, Roko.

Lebendige Vergangenheit, see Otto G. Preiser.

Lesborne Desterreich Tontraeger GmbH, Kremsergasse 8-10, A-1130 Vienna. Tel: (0222) 82 42 15. Telex: 134391. Gen. Mgr.: Herman Macek;

Prod'r: Oscar Frenschich.

Liberty United, see EMI.

Life, see Help.

Leon Baby Recs., Hietzinger-Hauptstr. 98, A-1130 Vienna. Tel: (0222) 82 27 954, 82 68 233. Gen. Mgr.: Peter Lossack.

M C P-Joehcher, Box 47, Industriest. 5, A-6430 Oetztal-Bahnhof. Tel: (05266) 542. Telex: 53991. Gen. & Sales Mgr.: Hans Joehcher.

M G M, see Polydor.

M S C (Music Serv. Center) GmbH, Hofmohlgasse 1-5, A-1150 Vienna. Tel: (0222) 83 85 44, 85 83 91. Telex: 135249. Mng. Dir.: Walter Schwabl.

Maestro, see CBS.

Masterworks, see CBS.

Mercury, see Phonogram.

Migo Schallplatten, Fuchsthalergasse 11, A-1090 Vienna. Tel: (0222) 31 54 96. Gen. Mgr.: Rudolf Matasovics. (Distributor/Importer)

Mojam, see Montego.

Montego Mgmt. (IFPI), Kohlenhofgasse 4/8, A-1150 Vienna. Tel: (0222) 83 05 52. Gen. Mgr.: Lance Lumsden.

Label: (Owned) Mojam.

Musica Prae Classica, see EMI.

Musica Schallplatten Vertrieb GmbH (IFPI), Webgasse 43, A-1060 Vienna.

Tel: (0222) 57 56 46. Cable: MUSICA. Gen. Mgr.: Franz J. Wallner; Sales Mgr.: Franz Brenner. (Distributor)

musica viva Austria, Trabeng 32, A-9241 Wernberg. Tel: (04252) 21 74, (04242) 2 67 52. Gen. Mgr.: Dr. Elfriede Drtner.

Labels: (Owned) musica viva; (represented) Drpheus, Pape Verlag Berlin.

Musican, see WEA.

Musidisc Schallplatten, Stuerwerstr. 35, A-1020 Vienna. Tel: (0222) 24 34 01, 92 25 73.

Labels: (Owned) Blue Danube, Disque D'Autriche, Donauton, Intraton, Musidisc, Popcord, Viewtone.

Negram, see EMI.

Nonesuch, see WEA.

D Tannenbaum, see Ariola.

Odeon, see EMI.

Odyssey, see CBS.

One Up, see EMI.

Optima, see Euroton.

Paltram Prodn's, Gebr. Lang-G 11/18, A-1150 Vienna. Tel: (0222) 83 89 154. Gen. Mgr.: Evelyn Sperker.

Labels: Paltram, Roots, Soundbird, Truth.

Panza, see Ariola.

Parlophone, see EMI.

Pathe, see EMI.

Pathe-Marconi, see EMI.

Plifikus, see Bellaphon.

Philips, see Phonogram.

Phonogram (IFPI), Mariahilfer Guertel 32, A-1060 Vienna 6. Tel: (0222) 56 55 83. Telex: 75261. Mng. Dir.: Wolfgang Arming; F&A Mgr.: Franz Rauscher; Dir.: Erich Turan; Pop Int'l Prod. Mgr.: Monika Kapun; Pop Int'l Promo Mgr.: Bernadette Zimmermann; Pop A&R Mgr.: Gottfried Ettl; Classical Prod. Mgr.: Ewald Markl.

Labels: (Owned) Casablanca, Charisma, DRK, Fontana, Mercury, Philips, Polystar, Starclub, Vertigo; (licensed) Ades, Bertiza, Brain, Butterfly, CNR, CTI, Can't Stop, Carosello, Chess, Chiswick, Criminal, DJM, DaFoddi, De-Lite, Disneyland, Ensign, Factory, Fantasy, Fiction, Galaxy, Global, Jewel, Konkurrenz, Kudu, La, Logo, MFS, Metronome, Milestone, Nature, Nems, Pacific Art, Passport, Penelope, Pressing, Reflector, Ricordi, Riverside, Rocket, Roots, Rough Trade, Safari, Salvation, Sussex, Transatlantic, Vanguard, Vista.

Polydor GmbH (IFPI), Mariahilferstr. 127, A-1060 Vienna 6. Tel: (0222) 56 15 71. Telex: 75261. Mng. Dir.: Erich Turan; F&A Mgr.: Franz Rauscher; Pop Int'l Prod. Mgr.: Dorli Herzog; Classical Prod. Mgr.: Ewald Markl; Pop A&R Mgr.: Gottfried Ettl.

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 C B S Disques/Grammophonplaten SA/NV (IFPI), 68 Chaussee de Yvorde, 1120 Brussels, Tel. (02) 241-8730, Telex 22642, Gen. Mgr.: Denis Boyer de la Grodyay
 Capitol, see EMI
 Cardinal Recs Int'l, 13 bis Wouter Haecklaan, B-2100 Deurne, Tel. (031) 321-7874, Dir.: Rocco Granata
 Carrere Belgium, 591 Ch. de Jette, Brussels, Tel. (02) 428-8954, Telex. 64137, Gen. Mgr.: E. van der Smissen.
Label: (Owned) Carrere.
 Casablanca Moon, 5 Gasthuisstraat, 1000 Brussels, Tel. (02) 512-3687 Mgr. J. Bauwens
 Classics for Pleasure, see Music for Pleasure.

Clown Music NV (IFPI) (div of Johnny Hoes Benelux Music Inds.), PO Box 24, B 3680 Maaseik, Tel. (11) 86 59-36 Dir. Jacques Hoes, Gen. Mgr. Joseph Verbiest
Labels: (Owned) Clown, Gnome, Start
 Cogedep (SA) Music Rack-Jobber, 290 Av. de Schaarbeek, 1800 Vilvoorde, Tel. (02) 251-60 70 Mng. Dir. Gustave Smeets, Sales Mgr. Georges Verheyen (Distributor/Rack Jobber).
 Columbia, see EMI.
 Coltilion, see WEA.
 Grammed Discs, 52 Rue Paul Lauters, 1050 Brussels, Tel. (02) 640-7914 Gen. Mgr. Marc Hollander, Sales Mgr. Olivier Parlet, Promo. Dir.: Hanna Gorjaczkowska
Int'l reps.: France (Gaumont, Madrigal), Germany (Eigelstein, Rip Off), Italy (La Centrale), Japan (Eastern Works), Netherlands (Flying Disc, Parsley), Norway (Union), Sweden (Sam), Switzerland (Recommended/Intoxique), UK (Backs, Fast, Pinnacle, Probe, Recommended, Red Rhino, Revolver, Rough Trade, Virgin), USA (Bonaparte, Greenworld, NMDS, Rough Trade, Wayside).
 Decibel Music, 15 Eutropalaan, Industrietrezone 2, B-9800 Deinze, Tel. (091) 86-48-81, Telex: 12197, Gen. Mgrs. Chris R. Van Dost, Jules G. Callebaut Sr.
 Deutsche Grammophon, see PolyGram
 Diamant, see Vogue.
 Discus, see Parsifal.
 Distridisc PribA-Sprl., 47 van Trierstraat, 2000 Antwerp, Tel. (031) 37-12-58, 49-13-07 Telex 32559 Mng. Dir. Patrick Asselberghs. (Distributor/Importer)
 Downtown, see American & Interclub
 Durco Belgium SA, 1 Av. J.P. Ballings, B-1090 Brussels, Tel. (02) 479-9983, Telex: 63068, (Sales office only)
Home office: Netherlands
 E L K A, see Assekrem.
 E M I America, see EMI Belgium
 E M I Belgium SA/NV (IFPI), 49 Rue Emile Claus, 1050 Brussels, Tel. (02) 640 7501, Telex. 22616, Mng. Dir.: C.G.W. Andrews, A&R Mktg. Mgr. J. Govaerts; Sales Mgr.: H. Hendrickx; Label Mgrs.: B. Robert, L. Arys; Classical Label Mgr.: J. Langlois.
Labels: (Owned) Blue Note, Capitol, Columbia, EMI, EMI-America, Electrola, HMV, Harvest, IBC, Liberty-United, Odeon, Parlophone, Pathe, Punch, Regal-Zonophone, (Licensed domestic) Payola, Scalp, (Licensed foreign) Harmonia Mundi (Germany), Magnet (UK), Purple (UK), RAK (UK), Rolling Stones (UK)
 Electrola, see EMI
 Elektra, see WEA
 Elver Recs., 97 Rue de la Marliere, 7700 Mouscron, Tel. (056) 33-15-45, Telex: 57744 Gen. Mgr. Marcel de Keukeleere; Int'l Mgr. Pierre Vandemaete.
 Eurodisc, see Ariola Benelux.
 Eurovox Music Group, 322 Trierstraat, 2250 Kontich, Tel. (031) 887-6020 Cable EUROHOUSE, Owner & Dir.: Lou van Rymenant.
Labels: Arcade, Eurovox, Richter Scale 8, Valentine.
 Explorer, see WEA
 Expo, see Bizet
 Flemish Import Whrsns., 118 Zegersdreef, 2130 Brasschaat, Tel. (031) 51-74-37 (Importer)
 Flower, see Jump.
 Fly Music Sprl., 133/135 Chaussee de Nivelles, B-6521 Arquennes, Tel. (067) 87-81-43, Pres. Jean Sablon
Labels: (Owned) Fly, Lycifer.
Int'l rep.: Netherlands (Score)
 Folklore, see New Music
 Fonk, see Interclub
 Fontana, see PolyGram.
 Frankie Music Pvba, 74 Greinstr., Antwerp, Tel. (03) 32-24-85, 31-60-60, 33-65-99, Cable FRASUPREME.
Labels: (Owned) Frankie, Pims, Supreme, (represented) DJM (UK), Dolphin (UK), Ember (UK), Evolution (UK), Mabel (Switzerland), Music-O (USA), Page One (UK), Pama (UK), Norman Petty Prod'n (USA), Rediffusion (UK), Republic (USA), Swampfire (USA), W&G (Australia).
Int'l reps.: Australia (W&G), Germany (Ariola), Netherlands (Phonogram), UK (Dick James), USA (Norman Petty).
 Free, see Interclub.
 Fuga, see Baltic
 Fun Recs., 14 Nieuwstraat, 3370 Boutersem, Tel. (016) 73-36-04, Mgr.: Mr. Pritschou.
 Galaxy, see Interclub.
 Gamma-Rec., 78/80 Lange van Bloerstraat, 2000 Antwerp, Tel. (031) 35-21-11 Telex: 33713, Gen. Mgrs.: Leo Feisenstein, Stonne Holmgren. (One Stop/Importer/Exporter)
Labels: (Licensed domestic) J.W.'s, Snow; (Licensed foreign) Ogun (UK)
 Gnome, see Clown.
 H M V, see EMI.
 Hans, see Hans Kusters & PolyGram.
 Harvest, see EMI.
 Hebra, see New Music.

BAHAMAS

Population: 238,000
 Rate of exchange: \$1 (US) = 1.0 Bahaman dollars
 Per capita income: \$4,168.
 Holidays: January 1, Good Friday, Easter Monday, First Friday in June (Labor Day), Whit Monday, July 10 (Independence Day), First Monday in August (Emancipation Day), October 13 (Discovery Day), December 25, 26 (Boxing Day).

• **record & tape manufacturers / distributors / importers**

House of Music Ltd., PO Box N9226, Mackey St., Nassau, N.P., Tel. 50331 Cable MUSIC, Dirs.: Hartlyn M. & Bradley B. Roberts. (Distributor/Importer).
 International Music Recs. & Tapes, PO Box 2041, East St. S., Nassau, Tel: 5-3134. (Rack jobber-cutouts)
Home office: USA, Miami, Fla.
 Interfone (Bahamas) Ltd., PO Box F1052, Freeport Cable 1TONE, Telex: 297-30051, Gen. Mgr.: Terrence Gage, Dir.: Orville Turnquest; Sales Mgr. Aaron Gardiner (Distributor/Importer)
 O H B Recs. Co., Box 521, Nassau, N.P.
Home office: USA.

BELGIUM

Population: 9,880,000
 Rate of exchange: \$1 (US) = 38.3 Belgian francs.
 Per capita income: \$8,619
 Holidays: January 1, 2nd Easter Day, Whitmonday, Ascension, May 1 (Labor Day), July 21 (Independence Day), August 15 (Assumption), November 1 (All Saints Day), November 11 (Armistice Day), December 25

RECORDS:

Record sales certification awards: Gold single—50,000 units (nat'l), 100,000 units (int'l). Gold LP—15,000 units (nat'l), 25,000 units (int'l)
 Records sold domestically including imports: LP's 1980—9,056,000 units. EP's & Singles 1980—11,000,000 units
 Record club sales: 5% of total.
 Discounting: Frequent
 Type of record distribution: Percentages of total sales for 1979—manufacturer-to-retailer (48.1%), manufacturer-to-wholesaler-to-retailer (51.9%)
 Jukeboxes: 30,000

TAPE:

Market: Pre-recorded cassette sales are declining gradually, while blank tape sales continue to rise as more and more young buyers use blank tape to copy records. Pre-recorded video tape is just being introduced into the market
 Pre-recorded tape sold domestically including imports: Cassette 1980—2,154,000 units

RADIO STATIONS:

No. of government 3 (AM & FM), No. of independent 150 (FM)
 Comment: One station programs news, public services, and all types of music. Another features cultural shows, such as opera and classical music. A third transmits popular programs, including pop and rock music. All are run by the government, and since air time is not for sale, there are no commercials. The independent radio stations, which are, of course, illegal, all broadcast popular music, mostly of Belgian origin

TELEVISION STATIONS:

No. of channels: 12 government, 100% color
 Comment: Television programs include news, sports, talk shows, cultural programs, children's shows, and a lot of movies, but not much popular music (one program per week on RTB and one program every two weeks on BRT)

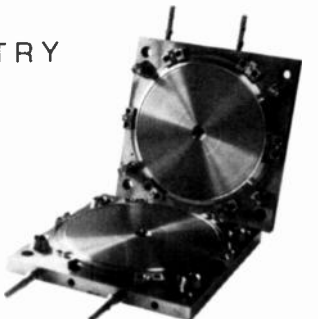
IMPORT/EXPORT REGULATIONS:

Belgian regulations are based on the principals of free economy Agreements with the Common Market are respected

TOOL & RECORD INDUSTRY

The best european manufacturer of molds for all type of presses, automatic, semi-automatic, injection etc...

- Monobloc or with demountable mold faces for 12" and 7"
- Inserts and insert frames
- Single or double 7" molds
- Stamper forming
- Edge-trimmers
- All Fabel material spare parts



19-21, av. du Pont de Luttre
1190 Bruxelles
BELGIUM
tlx 61269

Horizon, see New Music
 Hurrah, see Palette
 I B C, see EMI
 I M C, see Bizet
 Impact, see PolyGram
 Inelco Belgium SA (IFPI), 94 Av. des Croix de Guerre, 1120 Brussels. Tel: (02) 216-0160 Cable INELCOBEL Telex 22090 Pres. Pierre-Jean Goe maere; Sales Mgr. Marc Haezels
 Labels: (Owned) Lark; (Licensed foreign) Groove (UK), Metropole (France), Ovaton (USA), Rockhouse (Netherlands), Satril (UK), Strand (Germany)
 Inside Recs. NV, 92-94 Berendrechtstraat, 2020 Antwerp Tel: (031) 16-06-60
 Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel: (015) 41-13-31, 7 Steenmolenstraat, 2580 Sint-Katelijne-Waver. Tel: (015) 20-05-87 Mng. Dir. G.C.J. Peroux; Gen. Mgr. Leopold Proux; Sales Mgr. C.J. Proux Jr.
 Labels: (Owned) Atmos-Fear, Both Sides Burning, Downtown, Fonk, Free, Future, Galaxy, Space; (Licensed) Goldisc (USA)
 J W's, see Gamma
 Jazz Club, see Bizet & Palette
 Jump Recs & Music, 34 Hertsvelde, 2nd fl., 8200 Brugge 2 Owner & Mgr Eddy van Mouffaert
 Labels: (Owned) Flower, Jump; (Licensed) Yeah Songs
 Roland Kluger Music (RKM), 8 Rue Fernand Neuray, 1060 Brussels Tel: (02) 344-4840. Pres.: Roland Kluger; Int'l Mgr.: Ida Halla; Exploitation Mgr.: Herman van Laar
 Label: (Owned) RKM
 Int'l repts.: Australia (RCA), France (WEA), Germany (Hansa), Greece (Musica-Box), Italy (Durum), Latin America (Phonogram), Mexico (Gamma), Netherlands (CNR), Scandinavia (Sonet), Spain (Hispanovox), UK (Sire), USA (Sire)
 Hans Kusters Music PvbA, Broekstr. 10, B-1703 Kobbegem-Asse. Tel: (02) 452-7203/8963. Cable. KUSTERMUSIC. Telex: 62228. Pres.: Hans-P Kusters
 Label: (Owned) Hans
 L R, see Parsifal
 Lark, see Inelco
 Leman & Gorie SprL, 27 Rue Steppe, Brussels. Tel: (02) 427-3372 Gen Mgr. Pierre Gorie
 Labels: (Owned) Alpha, MBM (Mounumenta Belgicae Musicae).
 Int'l repts.: France (Musidisc)
 Liberty-United, see EMI
 Lonely Dancer, see American
 Lucifer, see Fly
 M B M, see Leman & Gorie
 M G M, see PolyGram
 Mallena, see CBA
 Meeuwens Disques, 2 Av. des Mersiers, 1320 Genval. Tel: (02) 425-4010
 Telex: 22922. Promo. F. van der Smussen
 Mercury, see PolyGram
 Midi, see WEA
 Monopole Recs. (NV Lambrechts), 7 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25. Mgr.: J. van de Vel; Gen. Mgr. L. Lambrechts.
 Labels: (Owned) Monopole, Paprika, Passe-Partout.
 Int'l repts.: Netherlands (Score)
 Monumenta Belgicae Musicae—MBM, see Leman & Gorie
 Music for Pleasure (Belgium) NV (IFPI), 25 Oud Strijderstraat, 1600 Sint-Pietersleeuw. Tel: (02) 377-8086. Telex: 64505. Mng. Dir.: C. Andrews; Gen. Mgr.: J. Brunel; Prod. Mgr.: M. Heymans
 Labels: (Owned) Classics for Pleasure, Music for Pleasure, Prestige for Pleasure, Sounds Superb, Success for Pleasure
 Music Radio Promos. Benelux, Postbus 31, Luchtbaai, B-2030 Antwerp 3. Tel: (031) 64-73-08. Dir.: Louisa Eychmans; Gen. & Sales Mgr.: Jozef Segers. (Distributor/Importer)
 N M C, see New Music
 Neovision, see Stock
 New Music Corp./Hebra Recs., 30 Rue St. Christophe, 1000 Brussels. Tel: 512-9375/7361
 Labels: Blue Jeans, Folklore, Hebra, Horizon, NMC, Vedette
 Nonesuch, see WEA
 O K Recs., 31 Rue Montoye, 1040 Brussels. Tel: (02) 511-7290. Telex: 26146. Dir.: Nigel Griffiths
 Odeon, see EMI
 Dnadisc, 21-A Dode Dorpsweg, 8202 Varsenare. Tel: (050) 31-59-10. Gen Mgr.: Christopher Wybouw
 Labels: (Owned) Dnadisc, Roadrunner
 Onyx, see Stock
 Palette Recs., 8 Rue Fernand Neuray, B-1060 Brussels. Tel: (02) 344-4840. Telex: 26350. Pres.: Felix Faecq; VP & A&R: Roland Kluger
 Labels: (Owned) Hurrah, Jazz Club, Palette, Sphinx
 Paprika, see Monopole
 Parlophone, see EMI
 Parsifal, 67 Guldenvieslaan, 8000 Brugge. Tel: (050) 33-95-16. Telex: 81251. Chief Exec.: G. Behaeghel
 Labels: (Owned) Parsifal; (Licensed) Discus, LR, Vogel
 Passe-Partout, see Monopole
 Pathe, see EMI
 Pavane, see Boite a Musique
 Payola, see EMI
 Philips, see PolyGram
 Phonogram, see PolyGram
 Phono-Office, 45-49 Blvd. des Arbaetr., 1400 Nivelles. Tel: (067) 22-71-68
 Pims, see Frankie
 Polydor, see PolyGram
 PolyGram Recs. SA (IFPI), 215 Rue Victor Hugo, 1040 Brussels. Tel: (02) 733-9724. Telex: 24516. Mng. Dir. & Sales Mgr.: Charles Licoppe; Gen. Mgr.: Maurice Mertens
 Polydor Div. Labels: (Owned) Archiv, Barclay, Deutsche Grammophon, MGM, Polydor, Verve; (Licensed domestic) Biram, Topkapi; (Licensed foreign) Ades (France), Cube (UK), Delphine (France), Disney (France), Flarensch (France), Harlekin (Netherlands), Hispanovox (Spain), Pablo (USA), RSO (USA), Phil Spector (UK), Phonogram Div. Labels: (Owned) Fontana, Impact, Mercury, Philips, Verve; (Licensed) Adele (France), Albatros (France), Argo (UK), Charisma (UK), Decca (UK), Deram (UK), Durium (Italy), Fleche (France), Ibach (France), London (UK), Diseau-Lyrie (UK), Telstar (Netherlands), Threshold (UK), Trema (France)
 Prestige for Pleasure, see Music for Pleasure
 Punch, see EMI
 Pyramid Int'l Music, 8 Bosstraat, 9180 Belsele. Tel: (031) 72-46-15. Gen. Mgr.: Marc De Coen
 R C A NV/SA (IFPI), Rec. Div. Belgium, 30 Square Francois Riga, B-8, 1030 Brussels. Tel: (02) 216-9780. Telex: 63718. Gen. Mgr.: Carl Vos; Sales Mgr.: Filip Struyven

Labels: (Licensed foreign) Bluebird (USA), Camden (USA), Cavalier (France), Coigems (USA), DRG (USA), FY (France), Fiori (France), Flying Dutchman (USA), Gold Seal (USA), Grunt (USA), Gryphon (USA), L'neatre (Italy), New York Int'l (USA), Pure Gold (USA), RCA (USA), RCA Int'l (USA), Red Seal (USA), Roadshow (USA), Safari (UK), Saravah (France), Solar (USA), Tabu (USA), Tortoise (USA), 20th Century (USA), Victrola (USA), Windsong (USA)
 R K M, see Roland Kluger
 Rain Recs., 211 Italiele, 2000 Antwerp. Tel: (03) 232-0487
 Labels: (Owned) Rain, Sunshine
 Rainbow Recs & Music Co. (Harry's PvbA), 100 Bergstraat, 3100 Heist-op-den-Berg. Tel: (015) 24-49-50. Telex: 63379. Mng. Dir.: Stan Verbeeck
 Ranch (F.), I.J.P. Ballingsstr., 1090 Brussels. Tel: (02) 479-9984
 Reader's Digest World Servs. SA, 29 Quai du Hainaut, 1080 Brussels. Tel: (02) 428-8478 Cable WORLDGIGEST. Telex: 21876. Europeen Repertoire Admin'r: Henri Heymans
 Recommended Recs., 4 Chemin d'Homimont, 7498 Hennuyeres. Tel: (067) 63-76-71 Contact Eric Faes
 Record Trade Co., 45 Kathelijnestraat, 2800 Mechelen. Tel: (015) 20-40-80. Telex 63370
 Regel-Zonophone, see EMI
 Reprise, see WEA
 Reward, 470 Steenwinkelstr., Schelle, Antwerp Tel: (03) 87-58-32/07.
 Chief Exec. J. Clauwers; Gen. Mgr.: J. Blanckaert; Sales Mgr.: P. Blanckaert
 Labels: Gamma, Reward
 Richter Scale 8, see Eurovox
 Rippie, see Vogue
 Roadrunner, see Onadisc
 Roller Dog Recs., 34 Blvd. du Jardin Botanique, 1000 Brussels. Tel: (02) 217-0844 Mgr.: Marc Pilloy
 Scalp, see EMI
 Schott Freres SprL (IFPI), 30 Rue St. Jean, 1000 Brussels. Tel: (02) 512-3980 Mgr.: J.J. Junne (Distributor/Importer)
 Labels: Astree, Barenreiter-Muscaphon (Germany), Calliope (France), Candide, Da Camera (Germany), FSM (Germany), Folkways (USA), Harmonia Mundi (France), Italia, Monitor (USA), Music Minus One (USA), SFP, Schwann (Germany), Toccata, Turnabout, Vox Box, Wergo (Germany), Zephyr (Belgium)
 Selection, see Will
 Shiva SprL/PvbA, 56 Rue de Merode, B-1060 Brussels. Tel: (02) 538-7547. Telex. 63084. Gen. Mgr.: Jack Maurer
 Sinus Music (AFM Group), 77 Rue de Brabant, B-1030 Brussels. Tel: (02) 217-8986, 218-4774. Telex: 62595. Gen. Mgrs.: Alfie Falckenbach, Claude Arnou; Financial Dir.: Hubert De Clerck
 Labels: (Owned) Sinus, Surprise, Surprise Deluxe; (Licensed) Everest (USA), Hammer (UK), Kama Sutra (USA), Key Seven (USA), LaH (USA), Morty Craft (USA), Peerless (UK, USA), San Juan (USA), Red Bird (USA), Redwood (Canada)
 Int'l repts.: Germany (Bellaphon, OPP), Netherlands (Oldway), Sweden (Marilla), Switzerland (Activ), UK (Jeffrey Collins)
 Snow, see Gamma
 Sonobell, Sonobell Bldg., 15 Pl. Rouppe, B-1000 Brussels. Tel: (02) 512-0928. Chief Exec.: Pierre Borzee
 Sounds Superb, see Music for Pleasure
 Space, see Interclub
 Sphinx, see Bizet & Palette
 Start, see Clowm
 Stock Music Int'l, 19 Paestebloekstraat, 3600 Genk. Tel: (011) 35-02-21. Pres. Wim Boscheek
 Labels: Newfoundland, Onyx
 Int'l repts.: Netherlands (Dennis)
 Success for Pleasure, see Music for Pleasure
 Sunshine, see Rain
 Supreme, see Frankie
 Surpise, see Sinus
 Surprise Deluxe, see Sinus
 Topkapi, see PolyGram
 Umdans SprL, 98 Kortrijkstr., 8511 Aalbeke. Tel: (056) 22-48-92. Chief Exec. Jean-Yves Vanloo; Sales Mgr.: Christophe Delbar
 Labels: (Owned) Aariana, Aavalanche, Aquarius
 Int'l repts.: Brazil (Aariana, Aquarius), Italy (COD), UK (Aariana), USA (Aariana)
 V-King, see Vogue
 Valentine, see Eurovox
 Marcel Vansippe, 6 Route de Charleroi, B-7140 Ressaix-lez-Binche, Hainaut. Tel: (064) 33-35-86. Gen. Mgr. Marcel Vansippe
 Variety Music Corp. SA, 30 Av. de Roodebeek, 1040 Brussels. Tel: (02) 736-0887, 735-9707. Telex: 24516. Chief Exec.: C. Derweduwen. (Direct marketing)
 Vedette, see New Music
 Verve, see PolyGram
 Vogel, see Parsifal
 Vogue PIP SA (IFPI), 35 Blvd. Barthelemy, 1000 Brussels. Tel: (02) 511-7991. Cable: VOGDIS. Telex: 22560. Pres.: Leon Cabat; Mng. Dir.: Roger Meylmann; Gen. Mgr.: Jose Leruth; Promo. Gij: Bastin, A&R Philippe Gosez
 Home office: France
 Labels: (Owned) Diamant, Rippie, V-King; (Licensed domestic) RKM; (Licensed foreign) AVI (USA), All Platinum (USA), Applause (USA), Blue Print (UK), Boardwalk (USA), Buddha (USA), Cadet, (USA), Calibre (UK), Checker (USA), Chess (USA), Cream (USA), DJM (UK), De Lite (USA), Freedom (USA), GNP Crescendo (USA), Graduate (UK), Hi (USA), Kingdom (UK), Meiba (France), Midsong Int'l (USA), Motown (USA), Mute (UK), PRT (UK), Precision (UK), Roulette (USA), Sonet (UK), Sugarhill (USA), Swing (France), VIP (Netherlands), WMOT (USA), Xanadu (USA).
 Int'l repts.: Netherlands (VIP), Switzerland (Compagnie de Publications Sonores & Audio Visuelles)
 W E A European Coordinating Inc. (IFPI), 363 Av. Louise, 1050 Brussels. Tel: (02) 647-9965. Telex: 62030. Mng. Dir.: Brigitta Peschko; European Video Dgns. Dir.: Daniel Grunberg
 Home office: USA
 W E A Recs. SA/NV (IFPI), 79 Blvd. Lambertomel, B-1030 Brussels. Tel: (02) 242-5757. Telex: 61218. Mng. Dir.: Ted Sikkink; Sales Mgr.: Charly DeClerck; Mktg. Mgr.: Luigi Calabrese
 Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Explorer, Mudi, Nonesuch, Reprise, WEA, Warner Bros.; (Licensed foreign) Aura, Beggars Banquet, Dark Horse, F-Beat, Finnadar, Gaumont, General Music France, Hexagon, Idiot, Korova, Little David, Mirage, Passport, Qwest, Radio, Real, Regency, Riva, Rhinoceros, Sire, Solar, Swan Song, Whitfield
 Warner Bros., see WEA
 Will Recs., 42 Av. Clays, B-1030 Brussels. Tel: (02) 241-4186. Dir. Gen. Pierre Pletinckx

Labels: (Owned) Selection, Will; (represented) Canopo (Italy), Capitol Media (USA), Gemilli (Italy), MP 2000 (France), Monophone (France), Musique pour l'Image (France), New Times (France), Orly (France), Production Mad Unity, Tele Music (France), A. Verchuren (France)
 Yeah Songs, see Jump
 Zephyr, see Schott
 • music publishers
 A N Z, 30-32 Vryheidstr., Bus 14, 2000 Antwerp Tel: (031) 37-93-92 Gen Mgr.: Portier Valters; Gen. Sec'y: Rob Eykens
 Apollo Music Eds. Musicales, 11 Av. Lloyd Georges, 1050 Brussels. Tel: (02) 640-0600. Telex: 24247. Pres.: Jacques Verdonck; Gen. Mgr. M. Lienart
 April Music Belgium SA/NV, 68 Chaussee de Vivrode, 1120 Brussels. Tel: (02) 241-8730. Telex: 22642. Gen. Mgr.: Denis Boyer de la Giroday. Professional Mgr.: Bernard Goffin
 Artibano, 55 Rue Delfosse, 6538 Manage. Tel: (064) 55-25-04. Mgr. Benedetto Artibano
 Assekrem PvbA (ELKA Group), 30 Kerckstraat, 9160 Hamme. Tel: (052) 47-94-64. Telex: 22417. Gen. Mgr.: Louis de Beule
 Baltic SA/NV (SABAM/CISAC), 105-bis 20 Carnotstraat, 2000 Antwerp. Tel: (03) 236-3856. Telex: 33140; 82 Rederijkersstraat, 2610 Wilrijk Antwerp. Tel: (03) 828-4084. Pres.: K. Riema; Gen. Mgr. Ben Gyselincx. Bens (Eds. Musicales), 1 Av. J.P. Ballings, B-1090 Brussels. Tel: (02) 479-9984. Cable: BENSMUSIC
 Bizet Prod'ns & Publ'ns Ltd. (SABAM, SDGED), 13 Madeleine St., 1000 Brussels. Tel: (02) 511-5120. Gen. Mgr. Felix R. Faecq; Mktg. Mgr.: J.P. Bizet; Prof. Mgr. Veronica Bizet
 Brauer Ed., 30 Rue St. Christophe, B-1000 Brussels. Tel: (02) 512 7361/9375. Pres.: Mrs. H. Brauer; Gen. Mgr.: Jean Darlier
 Raoul Breton Belgique SprL, 8 Rue Fernand Neuray, 1060 Brussels Tel: (02) 344-4840
 C B A Music (Connection Business Artists Inc.), 14 Rue de Turin, B-4020 Liege. Tel: (041) 42-86-87, 36-85-24. Gen. Dir. Toms Chliaren
 Clowm Music (div. of Johnny Hoes Benelux Music Inds.), PO Box 24, B-3680 Maaseik. Tel: (11) 86-59-36. Dir.: Jacques Hoes, Gen. Mgr.: Joseph Verbest
 Coda Publ'rs, 97 Rue de la Marliere, 7700 Mouscron. Tel: (056) 33-15-39, 33-15-45. Cable: ELVERCDRDS. Telex 57744. Owner: Elaine Verhoyen; Exec.: Pierre Vandemaele
 Decibel Music, 15 Europalaan, Industriezone 2, B-9800 Deinze. Tel: (091) 86-48-81. Telex 12197. Gen. Mgrs. Chris R. Van Oost, Jules G. Callebaut Sr
 Digit, 78-80 Lange van Bloerstraat, 2000 Antwerp Tel: (031) 35-21-11. Telex 33713. Gen. Mgrs.: Leo Feisenstein, Stonne Holmgren, Luc Ardjns
 E M I Music Publ'g Belgium SA, 20 Av. des Capucines, 1030 Brussels. Tel: (02) 242-7712, 242-7941. Telex: 22922. Mng. Dir.: Charles G.W. Andrews; Gen. Mgr.: Jan d'Haese
 Eurovox Music PvbA (SABAM), 322 Pierstraat, 2550 Kontich Tel: (031) 887-60-20. Cable: EUROWHOUSE. Owner & Pres.: Lou van Rymentan
 Fleet Publ'g SA, 8-10 Rue Fernand Neuray, B-1060 Brussels. Tel: (02) 344-4840. Telex: 26350. Mng. Dir. Robert A. Aarde, Roland Kluger
 Fly Music, 133/135 Chaussee de Nivelles, B-6521 Arquennes. Tel: (067) 87-81-43. Pres.: Jean Sablon
 Gold Crown Music (SABAM), Box 10, 11 Blvd. Louis Mettwette, 1080 Brussels. Tel: (02) 426-2256. Pres. & Gen. Mgr. Roger D. Fernberg
 Granata Music Eds., 13 bis Wouter Haecklaan, B-2100 Deurne. Tel: (031) 321-5581. Dir. Rocco Gancani
 Hebra Recs. SprL, 30 Rue St. Christopher, 1000 Brussels Tel: (02) 512-7361
 Intersong-Primavera NV (SABAM), 39 Place de Jamblinne de Meuxplein, 1040 Brussels. Tel: (02) 733-9789. Telex 24516. Mng. Dir.: Charles Kuiper, Professional Mgr.: Simon Shrimpton-Smith
 Intervox Music (SABAM), see Eurovox
 Italmusic SprL, 8 Rue Fernand Neuray, 1060 Brussels. Tel: (02) 344-4840
 Jokers AGC Music, 470 Steenwinkelstr., Schelle, Antwerp Tel: (031) 87-58-07. Chief Exec. J. Clauwers; Gen. Mgr.: J. Blanckaert
 Jump Music, 34 Hertsvelde, 2nd fl., 8200 Brugge 2 Owner & Mgr. Eddy van Mouffaert
 Kluger Int'l, 8 Rue Fernand Neuray, 1060 Brussels. Tel: (02) 344-4840. Telex. 26350. Gen. Mgr.: Roland Kluger; Exploitation Mgr. Herman van Laar
 Jean Kluger SprL (Eds.), 86 Av. Moliers B3, B-1180 Brussels. Tel: (02) 345-4129/4203. Telex: 26220. Biram B. Mag. Dir. Jean Kluger. Ass't Myriam DeKoster
 Hans Kusters Music PvbA, Broekstr. 10, B-1703 Kobbegem-Asse. Tel: (02) 452-7203/8963. Telex 62228. Gen. Mgr.: Hans Kusters
 L M G (Studio), 268-270 Rue de Lodestart, B-6080 Montignies/Sambre. Tel: (071) 41-67-86. Pres. & Dir. Gen. Liliane Gardin; Artistic Dir. Raphael Belfiore; PR Alan Stangen; Press Patrick Victor
 LeLong (Ed.), 36 Rue du Disque, 1020 Brussels. Tel: (02) 79-22-43
 M A M Music Publ'g, 8 Rue Fernand Neuray, 1060 Brussels. Contact: Bernd Radtke
 Mallena Music, see CBA
 Marray Music, 211 Italiele, 2000 Antwerp Tel: (03) 232-0487
 Maxwell Music SA, 61 Av. Legrand, 1050 Brussels. Tel: (02) 640-6850. Mng. Dir. Serge Barkowski; Gen. Mgr.: Roland Vanbeneden
 Metropolis, 5 Van Erborstraat, B-2000 Antwerp Tel: (031) 33-11-42. Owner: Albert Rollewagen
 Musical Box (SABAM), 1 Rue d'Hervin, 5436 Restegne Tel: (84) 38-82-31. Dir. Cuvellier Stany
 Olympia Music Publ'g (SABAM), 30 Rue St. Christophe, 1000 Brussels Tel: (02) 512-9375
 Onadisc, 21-A Dode Dorpsweg, 8202 Varsenare Tel: (050) 31-59-10. Gen. Mgr.: Christopher Wybouw
 P M P Music (SABAM), see Eurovox
 Peer-Southern, see World Music
 Prestation Music, 42 Av. Clays, B-1030 Brussels. Tel: (02) 241-4186
 Radio Tele Music SA, 67 Av. Franklin Roosevelt, 1050 Brussels. Tel: (02) 640-0600, 640-5150. Gen. Mgr. Hubert Terheggen
 Rainbow Recs & Music Co. (Harry's PvbA) (BIEM), 100 Bergstraat, 3100 Heist-op-den-Berg. Tel: (015) 24-49-50. Telex: 63379. Mng. Dir. Stan Verbeeck
 Rakhi Music PvbA (SABAM), 74 Grenzstraat, Antwerp. Tel: (03) 32-24-85, 31-60-60, 33-65-99. Cable: FRASUPREME
 Reader's Digest World Servs. SA, 29 Quai du Hainaut, 1080 Brussels. Tel: (02) 428-8478. Cable: WORLDGIGEST. Telex 21876. Europeen Repertoire Admin'r: Henri Heymans
 Rizko Music, 78/80 Lange van Bloerstraat, 2000 Antwerp Tel: (031) 35-21-11. Telex: 33713. Gen. Mgrs.: Leo Feisenstein, Stonne Holmgren
 Rockarolla Music (AFM Group) (SABAM), 77 Rue de Brabant, B-1030 Brussels. Tel: (02) 217-8986, 218-4774. Telex: 62596. Gen. Mgr.: Alfie Falckenbach

Roses Music, 16 Rozelaarstr., 9490 Denderwindeke Tel (054) 33 64 46
 Owner & Pres. Rose Windels.
 Schott Freres Sprl., 30 Rue St Jean, Brussels Tel (02) 512 3980 Mgr. J. J. Junne.
 Shiva Sprl./Pvba, 56 Rue de Merode 1060 Brussels Tel (02) 538 7547
 Telex 63084 Gen Mgr. Dirk Bogaert.
 Stock Music Int'l., 19 Paestelblookstraat, 3600 Genk Tel (011) 35 02 21
 Pres. Wim Bosheek.
 T & B Music, Guldenvlietlaan 67, 8000 Brugge Tel (505) 33 95 16 Telex
 81251 Chief Exec. G. Beagehel.
 Tristan Recs & Music, 114 Groendendaal, 2060 Merksel Tel (031) 72
 36 74 Chief Exec. Bob Baetmans.
 United Artists Music (Belgium), 8 Rue Fernand Neury, B 1060 Brussels
 Tel (02) 344-4840 Telex. 26350 Gen. Mgr. Roland Kluger, Exploitation
 Mgr. Herman van Laar.
 Universal Songs SA (SABAM), 26 Av. Palmerston, B 1040 Brussels, Tel (02)
 230-4159, 230 4175. Cable UNISONEX Telex 22090 Gen. Mgr. Wim
 Landman, Prof. Mgr. Linda Van Waesberge.
 V A K, 166 Prins Bouwdewijngaai, 2610 Wilrijk, Tel (031) 49-09-16 Mgr.
 Erik Verweken.
 Valentine Music (SABAM), see Eurovox.
 Marcel Vanspele (Eds Musicales) (SABAM) 6 Route de Charleroi, B 7140
 Ressaix lez Binche, Hannaut Tel (064) 33 35 86 Gen. Mgr. Marcel Van-
 spele.
 Vergucht (Chansons), 40 Rue de Pierres, 1000 Brussels Tel (02) 11-41 71.
 J. M. Verhoeven (SABAM), Rue du Pretre 80 Rechtszaalstr., B 1070 Brus-
 sels Tel (02) 521-3871.
 Vogue Int'l Sprl., 35 Blvd. Barthelemy, 1000 Brussels Tel (02) 511-5417
 Cable: VOGOIS Telex 22560 Pres. Leon Cabat, Gen. Mgr. Roger Meyle
 mans.
 Voix du Rhythme, 42 Av. Clays, B 1030 Brussels Tel (02) 241-4186.
 World Music Group, 8 Rue Fernand Neury, 1060 Brussels Tel (02) 344
 4840 Telex 26350 Pres. Felix R. Faecq, Assoc. Exec. Mgr. Roland Klug-
 ger.
 Zoom Music (SABAM), 36 Av. Bel Air, B 1180 Brussels Tel (02) 343 4590
 Gen. Mgr. Michel Hellawell.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Agentschap Associated Press, 1 49 n de Grotten, 1040 Brussels
 B O O (Belgian OJ Org.), 29 Nachtegalendreef, 2241 Halle Tel (031) 83 62
 99
 Belgian Royal Music Publ'rs Ass'n, 13 Rue de la Madeleine, 1000 Brussels
 Tel (02) 511 5120 Pres. Felix Faecq, Light Music Section Pres. Roland
 Kluger, Light Music Section VP. Hans Kusters
 C N U D A (Comite Nat'l des Usagers du Droit d'Auteur), Cite de la RTB
 Schaarbeek-Linthout
 Centrale Generale des Syndicats Liberaux de Belgique, 2 Rue Brederode,
 Brussels.
 Chambre Syndicale des Editeurs de Musique de Belgique, 13 Rue de la
 Madeleine, B 1000 Brussels Tel (02) 511 5120 Pres & Int'l PR F.R.
 Faecq, VP's: J. Junne (Classical), R. Kluger (Pop), A. Rollewagen (Brass
 Bands), Gen. Sec'y. Maryse Cappendyk (Publishers' Ass'n)
 Chambre Syndicale des Fabricants d'Instruments de Musique, 271 Rue Royale,
 B-1000 Brussels. (Musical instrument mfrs. ass'n)
 E D O (European Disc Jockeys Org.), 153 Rue du Palais, B 4800 Verviers
 Tel (087) 22-01-81.
 European Broadcasting Union (Technical Centre), 32 Av. Albert Lancaster,
 B 1180 Brussels Tel (02) 374 5830 Cable UNIRADIO Telex 21230,
 21939
 Federation Int'l. des Jeunes Musicales, Palais des Beaux Arts, 10 Rue
 Royale, B 1000 Brussels, Tel (02) 513-9774 Cable PALARTES Telex
 61825 Sec'y Gen. Hadelin Donnet
 Philharmonic Society of Brussels, Palais des Beaux-Arts, 11 Rue Baron
 Horta, B 1000 Brussels Tel (02) 512 1001 Pres. Count Boel, Oirs.
 Herve Thys, Jan Pool
 S I B E S A (Syndicat Belge de l'Industrie & de l'Édition Phonographique &
 Audiovisuelles Asbl.), 28 Rue des Colonnes, 1000 Brussels Tel (02) 513
 5383 Pres. C. Licoppe, VP's: C. Andrews, T. Sikkink, Treas. R. Meyle
 mans, Admin'rs P. Goemaere, M. Mertens, Dir. P. Lebbink.
 Secteur Activités Culturelles de la Centrale Generale des Services Pub-
 liques, 9 11 Pl. Fontaines, B-1000 Brussels Tel (02) 11 22-31
 Sonocom Int'l., 151 153 Rue du Palais, B-4800 Verviers Tel (087) 22-37 37
 Union of Belgian Composers, 1 Av. du Cor de Chasse, or 1 Jachtvoorlaan, B
 1170 Brussels Tel (02) 672-7530 Pres. W. Pelemans
 Union of Professional Disc Jockeys 13 A Rue du Monument, 4834 Goe-
 Limbourg Tel (087) 76 29 99

CATALOG SERVICES

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel (015) 41-13 31 7
 Steenmolenaarstr., 2580 Sint-Katelijne-Waver Tel (015) 20-05 87 Mng
 Dir. G.C.J. Proux; Gen. Mgr. Leopold Proux, Sales Mgr. C.J. Proux Jr
 (Record only)

LICENSING ORGANIZATIONS, MUSIC

S A B A M (Societe Belge des Auteurs, Compositeurs & Editeurs), 75 77 Rue
 d'Arlon, 1040 Brussels Tel (02) 230 2660 Chm. V. Legley, Gen. Mgr.
 E. Hoolants.
 Int'l affiliates: Austria (Austro-Mechana, Literar. Mechana), Czechoslo-
 vakia (OSA), France (SDRM), Germany—East (AWA), Germany—West
 (GEMA), Greece (AEPH), Hungary (Artsjus), Israel (ACUM), Italy (SIAE),
 Japan (Jasrac), Netherlands (STEMRA), Poland (ZAIKS), Portugal (SPA),
 Scandinavia (NCB), Spain (SGAE), Switzerland (Mechanizenz), USSR
 (UAPR), UK (MCPS), USA (Harry Fox), Yugoslavia (SAKJO)
 S O G E D I (Societe de Gestion de Droits Intellectuels Asbl.), 13 Rue de la
 Madeleine, B-1000 Brussels Tel (02) 511-5120 Pres. Felix R. Faecq,
 VP. Lucienne Bizet, Gen. Sec'y. Maryse Cappendyk
 Int'l affiliates: Austria (Austro-Mechana), Czechoslovakia (OSA), France
 (SDRM), Germany (GEMA), Greece (AEPH), Italy (SEDIRM), Netherlands
 (STEMRA), Scandinavia (NCB), South Africa (SARRAL), Spain (SGAE),
 Switzerland (Mechanizenz), UK (MCPS), USA (AMRA)

LICENSORS, RECORD & TAPE

Decibel Music, 15 Europalaan, Industriezone 2, 9800 Deinze Tel (091) 86
 48 81 Telex: 12197 Gen. Mgrs. Chris R. Van Oost, Jules G. Callebaut Sr
 Monopole Recs. Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den
 Berg Tel (015) 24-16-25

PLATING, PROCESSING & PRESSING PLANTS

C B A Music (Connection Business Artists Inc.), 14 Rue de Turin, B-4020
 Liege Tel (041) 36-85-24 Gen. Dir. Tomis Chiaren, Gen. Mgr. Alan
 Desutter
 Crown Music NV, PO Box 24, B-3680 Maaseik Tel (11) 86 59 36
 Disco-Press, 1 Houwkerstraat, 3910 Herik-de Stad Tel (013) 55 31 11
 Pres. Andre Willems

Production capacity: 45-16,000 units/day, LP-10,000 units day
 Elpeco Ltd (div. of Druco Printing Office), 273 Beerstraat, B 1500 Halle
 Tel (02) 356 3835 Telex 25832 Sales Mgr. Jan Neef
 Harry's PvbA, 100 Bergstraat, 3100 Heist op den Berg Tel (015) 24 49 50
 Telex 63379 Mng. Dir. Stan Verbeeck
 Monopole Recs Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den
 Berg Tel (015) 24 16 25 (Pressing only)

RECORD PROMOTION

Bizet Prod'ns & Publ'ns Ltd, 13 Madeleine St, 1000 Brussels Tel (02)
 511 5120 Pres. Felix R. Faecq
 C B A Music (Connection Business Artists Inc.), 14 Rue de Turin, B 4020
 Liege Tel (041) 36-85-24 Gen. Dir. Tomis Chiaren, Gen. Mgr. Alan
 Desutter
 C B S Disques/Grammophonplaten SA/NV, 68 Chaussee de Vilvorde, 1120
 Brussels Tel (02) 241 8730 Telex 22642 Gen. Mgr. Denis Boyer de la
 Grody
 Decibel Music, 15 Europalaan, Industriezone 2, 9800 Deinze Tel (091) 86
 48 81 Telex: 12197, Gen. Mgrs. Chris R. Van Oost, Jules G. Callebaut Sr
 E M I Belgium SA/NV, 49 Rue Emile Claus, 1050 Brussels Tel (02) 640
 7501 Telex 22616 Mng. Dir. C.G.W. Andrews
 Honky Tonk, 6 Genthof, 8000 Brugge Tel (050) 33 81 30
 Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel (015) 41 13 31, 7
 Steenmolenaarstr., 2580 Sint-Katelijne-Waver Tel (015) 20 25 87 Mng
 Dir. G.C.J. Proux; Gen. Mgr. Leopold Proux, Sales Mgr. G.J. Proux Jr
 Lion Concerts, 7 Koninklijke Laan, 2600 Berchem, Tel (031) 30 18 94
 Metropolitan Entertainments, 16 Leopoldstr., 2000 Antwerp Tel (031) 64
 73 08
 Microtone, 5 Oude Graanmarkt, 1000 Brussels Tel (02) 358 0942
 Maurice Moreau, 65/8 Blvd. Mettewee, 1080 Brussels Tel (02) 466-9972
 Music Radio Promos, Benelux, Postbus 31, Luchtbal, B 2030 Antwerp 3 Tel
 (031) 64 73-08 Or. Louisa Eyckmans, Gen. & Sales Mgr. Josef Segers
 Lucy Rozenbaum, 8 Rue Fernand Neury, 1060 Brussels Tel (02) 344
 2112
 Zoom Music, 36 Av. Bel-Air, B 1180 Brussels Tel (02) 343 4590 Gen. Mgr.
 Michel Hellawell

TAPE CUSTOM DUPLICATORS

Crown Music NV, PO Box 24, B-3680 Maaseik Tel (11) 86 59-36
 Audio: 8 tr., cassette
 Elpeco Ltd (div. of Druco Printing Office), 273 Beerstraat, B 1500 Halle
 Tel (02) 356 3835 Telex 25832 Sales Mgr. Jan Neef
 Harry's PvbA, 100 Bergstraat, 3100 Heist op den-Berg Tel (015) 24-49 50
 Telex 63379 Mng. Dir. Stan Verbeeck
 Audio: Cassette.
 Video: ¼" VHS Cassette

• **supplies**

ENVELOPES & MAILERS

Druco Printing Office, 273 Beerstraat, B 1500 Halle, Tel (02) 356 3835
 Telex 25832 Sales Mgr. Jan Neef
 Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel (015) 41 13 31, 7
 Steenmolenaarstr., B-2580 Sint-Katelijne-Waver Tel (015) 20 25 87
 Mng. Dir. G.C.J. Proux; Gen. Mgr. Leopold Proux, Sales Mgr. G.J.
 Proux Jr

JACKETS & SLEEVES

Druco Printing Office, 273 Beerstraat, B-1500 Halle Tel (02) 356 3835
 Telex 25832 Sales Mgr. Jan Neef
 Harry's PvbA, 100 Bergstraat, 3100 Heist-op-den-Berg Tel (015) 24-49-50
 Telex 63379 Mng. Dir. Stan Verbeeck
 Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel (015) 41 13-31, 7
 Steenmolenaarstr., 2580 Sint-Katelijne-Waver Tel (015) 20-25-87 Mng
 Dir. G.C.J. Proux; Gen. Mgr. Leopold Proux, Sales Mgr. G.J. Proux Jr
 Monopole Recs Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den
 Berg Tel (015) 24 16 25. (LP only)

LABELS, DISK

Druco Printing Office, 273 Beerstraat, B 1500 Halle, Tel (02) 356 3835
 Telex 25832 Sales Mgr. Jan Neef
 Monopole Recs. Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den
 Berg Tel (015) 24-16-25. (45 & LP)

POLYETHYLENE BAG & SHRINKWRAP SUPPLIERS

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel (015) 41 13 31, 7
 Steenmolenaarstr., 2580 Sint-Katelijne-Waver Tel (015) 20 25 87 Mng
 Dir. G.C.J. Proux; Gen. Mgr. Leopold Proux, Sales Mgr. Leopold Proux
 (Polybags only)
 Trialco, 25 Rue des Alycons, B 1080 Brussels

PROFESSIONAL TAPE SUPPLIES

Monopole Recs Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den
 Berg Tel (015) 24 16 25
 Product: Cassette labels.

RECORD MANUFACTURING EQUIPMENT

Tool & Rec. Ind., 19-21 Av. du Pont de Luttre, B-1190 Brussels. Telex.
 61269
 Product: Molds.

TAPE, RAW & BLANK LOADED

Agfa Gevaert NV, Verkooporganisatie Benelux, 27 Septestr., 2510 Morselt
 Tel (031) 40 59 00 Telex 72849 Magneetband Dept. Mng. Dir. D. van
 den Broek
 Audio: Blank—2" 1" & ¼" open reel, cassette raw—¼" cassette
 Video: Blank—2" & 1" open reel, ¼" cassette, ¼" Beta, VHS & V-2000
 cassette
 Ampex SA, 8 Rue de l'Industrie, B-1400 Nivelles Tel (067) 22 49 21 Telex
 57432
 Audio: 2", 1", cassette, open reel
 Video: 2", 1", ¾", ½" Beta & VHS, ¼" VCC.

B A S F, Audio-Video Dept., 14 Av. Hamoir, B 1180 Brussels Tel (02) 375-
 2400 Cable BASBRU Telex 22016 Sales Mgr. Jacky Swaelens (Blank
 only)
 Audio: 2", 1", cassette, open reel
 Video: 1", ¾", ½" Beta & VHS, ¼" VCC.

B E A M Int'l, 35 37 Italielei, 2000 Antwerp Tel (031) 33 45 37 Cable
 BEAMAUDIO, Telex 71401 Mng. Dir. Ed Savori (Blank only)
 Audio: Cassette
 Video: ¼" VHS cassette

Bloomhof SA (Ets.), 172a Rue Brogniez, B 1070 Brussels Tel (02) 522 1813
 Dir. C. Janssen, Hi-Fi Team Sales Mgr. W. Menge, Maxell Team Mgr. C.
 van Canneyt.
 Audio: MAXELL 8-tr., cassette, open reel

De Greef Sprl., 367 Chaussee d'Alsemberg, B 1180 Brussels Tel (02) 345
 3918 Cable MATRAIO, Telex. 24616 Mng. Dir. F. Morris, Gen. Mgr. P.

Moulaert (Blank only)
 Audio: PYRAL Cassette open reel
 I C M see Italcio
 Magnex, see Troubadour
 Maxell, see Blomhof
 Pyral, see De Greef
 Trialco, 25 Rue des Alycons B 1080 Brussels (Raw only)
 Audio: ICM 8 tr., cassette, open reel
 Troubadour Sprl., 141 Grande Rue au Bois B 1030 Brussels Tel (02) 736
 7831 Telex 25987 Mng. Dir. Rene Balanger
 Audio: MAGNEX Cassette

• **accessories**

Agfa Gevaert NV, Verkooporganisatie Benelux, 27 Septestr. 2510 Morselt
 Tel (031) 40 59 00 Telex 72849 Magneetband Dept. Mng. Dir. D. van
 den Broek
 Product: Tape-carrying & storage cases leader tape splicing tape &
 equip (all audio) head cleaners (audio & video)
 Ampex SA, 8 Rue de l'Industrie B 1400 Nivelles Tel (067) 22 49 21 Telex
 57432
 Product: Tape-carrying & storage cases head cleaners, bulk erasers, de
 magnetizers, leader tape, splicing tape & equip (all audio & video)
 Aracor SA, 12 Blvd Sylvain Dupuis, B 1070 Brussels Tel (02) 521-2370
 522 9327 Telex 61450 Mng. Dir. Werner Huys Sales Mgr. Claude
 Huys
 Product: Record—AUREAC carrying & storage cases record care prods.
 turntable mats, 45 rpm adaptors, replacement styli, Tape—AUREAC car-
 rying & storage cases head cleaners demagnetizers, splicing tape
 Blomhof SA (Ets.), 172a Rue Brogniez, B 1070 Brussels Tel (02) 522 1813
 Cable BLOMRAD Dir. C. Janssen, Hi-Fi Team Mgr. W. Menge, Maxell
 Team Mgr. C. van Canneyt
 Product: Record—record care prods., turntable mats, 45 rpm adaptors,
 replacement styli.
 De Greef Sprl., 367 Chaussee d'Alsemberg, B-1180 Brussels, Tel (02) 345
 3918 Cable MATRAIO Telex 24616 Mng. Dir. F. Morris, Gen. Mgr. P.
 Moulaert
 Product: Record—STANTON replacement styli
 Trialco, 25 Rue des Alycons, B-1080 Brussels
 Product: Tape-carrying & storage cases, head cleaners

• **promotional merchandising aids**

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen Tel (015) 41 13-31, 7
 Steenmolenaarstr., 2580 Sint-Katelijne-Waver Tel (015) 20-05-87 Mng
 Dir. G.C.J. Proux; Gen. Mgr. Leopold Proux, Sales Mgr. G.J. Proux Jr
 Product: Posters, belt buckles, t-shirts, patches, buttons, badges, mir-
 rors
 Monopole Recs Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den
 Berg Tel (015) 24 16 25
 Product: Posters.

• **store fixtures**

Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels Tel (02) 522-1813
 Dir. C. Janssen, Hi-Fi Team Mgr. W. Menge, Maxell Team Mgr. C. van
 Canneyt
 Product: Tape display racks (audio & video)

BERMUDA

Population: 65,000.
 Rate of exchange: \$1 (US) = 1.0 Bermudan dollars.
 Per capita income: \$7,450.
 Holidays: January 1, Good Friday, May 24 (Bermuda Day), Cup Match Oys,
 December 25, 26 (Boxing Day)

• **record & tape manufacturers / distributors / importers**

Quane, see Edmar.
 Edmar Recs., PO Box 204, Harrington Hundreds, Hamilton 5, Tel (809) 295-
 4839, Pres. Edward De Mello; Gen. Mgr. Joseph De Mello.
 Labels: (Owned) Duane, Edmar.
 Int'l reps.: Canada (Holborne).

BOLIVIA

Population: 5,750,000.
 Rate of exchange: \$1 (US) = 43 pesos
 Per capita income: \$692
 Holidays: January 1, Good Friday, May 1 (Labor Day), May 25 (Chuquisaca
 Anniversary), Corpus Christi, July 16 (La Paz Day—La Paz only), August 6
 (Independence Day), September 14 (Cochabamba Oay—Cochabamba
 only), December 25

• **record & tape manufacturers / distributors / importers**

Ande, see Jallalla
 Discolandia Duern & Cia Ltda. (IFPI), Calle Potosi 920, 1st fl., La Paz Tel. 3-
 28513, 3-56656, Cable: DISCOLANDIA Telex 5458, Pres.: Miguel A.
 Duern, VP: Miriam S. de Duern; Label Mgr.: Henry Duern; A&R: Orlando
 Rojas, Gen. Acc't'g: Alberto Espinoza; Promo. & Pub.: Oscar Rivero, Gen.
 Mgr. Sales, Oscar Prieto.
 Labels: (Owned) Exito, Lyra, (licensed) Decca (UK), De-Lite (USA), EMI
 (UK), IEMPSA (Peru), MCA (USA), Motown (USA), Polydore (West Ger-
 many) WEA (USA)
 Int'l reps.: Worldwide (EMI in UK) excluding Peru (IEMPSA)

Exito, see Discolandia Duern

Heriba Ltda (IFPI), Calle Abdon Saavedra 2190, La Paz Tel 351-744, 343-580, 367-831 Cable HERIBA Telex 2655 Gen Mgr Eduardo Ibanez Wigger, Sales Mgr: Elba Wigger Ibanez, Prod'n Dir.: Dora de Ibanez Labels: (Owned) Heriba, (Licensed) A&M (USA), CBS (worldwide), IFESA (Ecuador), Microfon (Argentina), Sondor (Uruguay), Top Hits (USA, Venezuela)

Int'l rep.: Worldwide (CBS)

Inbolton Ltda., see Industria Boliviana del Fonograma

Industria Boliviana del Fonograma Srl (Inbolton Ltda.), Edif Alameda, Bloque B, 6th fl., Dff 205, El Prado, La Paz, Tel. 372-228 Telex 5458 Int'l Dir & Gen Mgr Johnny Duern, Sales Mgr. Mario Luis Flores. Label: (Represented) RCA (USA)

Jallalla (Discos), Calle Figueroa 788, Dept 1, 2nd fl., La Paz Tel 366-514 Cable JALLALLA Disc & Dir Gen Julio Martinez Arteaga; Sales Mgr Arminda Gonzales Taibo Labels: (Owned) Ande, Jallalla.

Lauro & Cia Ltda., Av de las Heroínas 0534, Cochabamba, Tel 2-6632 Cable LAURO Telex 6244 Dwner Laureano Rojas Alcocer, Sales Mgr.: Orlando Bustamante, Int'l Mgr Elba Patillo. Labels: (Owned) Lauro, Lauro Int'l; (Licensed) Ariola (Germany, Mexico, Spain, Brazil), Belter (Spain), Columbia (Spain), Copacabana (Brazil), Disneyland (USA), El Disco de Moda (Venezuela), Fantasy (USA), Ferma (Brazil), Gamma (Mexico), Hispavox (Spain), Jupiter (Germany), Musart (Mexico), Music Hall (Argentina), Musidisc (Argentina), Peerless (Mexico), Phonogram (Argentina, Brazil, Chile, Colombia, Mexico, Peru, Spain, Uruguay, Venezuela), Seeco (USA), TK (Argentina), Zafiro (Spain). Lyrá, see Discolandia Duern.

• music publishers

Heriba (Ed. Musical), Calle Abdon Saavedra 2190, La Paz Tel 351-744 Cable HERIBA Telex 2655 Gen. Mgr. Eduardo Ibanez Wigger Kollasuyo Eds. Musicales (Sobodaycom), Calle Figueroa 788, Dept 1, 2nd fl. La Paz Tel 366-514 Cable KOLLASUYO Pres & Dir Gen Julio Martinez Arteaga, Sales Mgr Arminda Gonzales Taibo; Prof Mgr Sergio Hinojosa Montes

Lyrá (Ed.), Casilla 422, Calle Potosi 814, 3rd fl., La Paz Tel 3-56656, 3-28513 Pres Miguel A. Duern

• services

LICENSING ORGANIZATION, MUSIC

Sobodaycom (Sociedad Boliviana de Autores & Compositores de Musica), Calle Figueroa 788, Dept 1, 2nd fl., La Paz, Tel: 366-514. Cable SDBD-DAYCOM. Pres. & Dir Gen Julio Martinez Arteaga; Sec'y Jorge Canedo Michel

PLATING, PROCESSING & PRESSING PLANTS

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Discolandia Duern & Cia Ltd., Calle Potosi 920, 1st fl., La Paz Tel 3-56656, 3-28513 Pres. Miguel A. Duern; VP: Miriam S. de Duern; Gen. Sales Mgr.: Oscar Prieto

Heriba Ltda., Calle Abdon Saavedra 2190, La Paz, Tel 351-744, Cable: HERIBA Telex: 2655 Gen. Mgr. Eduardo Ibanez Wigger; Sales Mgr: Elba Wigger Ibanez, Prod'n Mgr.: Dora de Ibanez. (PKG) Audio: Cassette.

RECORD PROMOTION

Heriba Ltda., Calle Abdon Saavedra 2190, La Paz, Tel 351-744, Cable HERIBA Telex: 2655 Gen. Mgr.: Eduardo Ibanez Wigger, Sales Mgr.: Elba Wigger Ibanez, Prod'n Mgr. Dora de Ibanez

• supplies

ENVELOPES & MAILERS

JACKETS & SLEEVES

LABELS, OISK

POLYETHYLENE BAGS

PROFESSIONAL TAPE SUPPLIES

RECORD MANUFACTURING EQUIPMENT

TAPE, BLANK LOAEO

TAPE DUPLICATING & PROCESSING EQUIPMENT

Discolandia Duern & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz Tel: 3-56656, 3-28513. Pres. Miguel A. Duern; VP: Miriam S. de Duern, Gen Sales Mgr.: Oscar Prieto.

• accessories & store fixtures

Discolandia Duern & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz, Tel: 3-56656, 3-28513. Pres. Miguel A. Duern; VP: Miriam S. de Duern, Gen. Sales Mgr. Oscar Prieto.

Products: Record—record cards & splicing, replacement styli, Tape—head cleaners, demagnetizers, leader & prod'n tape; record & tape browser boxes, record & tape display racks, record & tape divider cards.

• record & tape manufacturers / distributors / importers

Alldisc Consultoria e Comercial Fonografica Ltda., Rua Alagoas 159, cj. 84, 01242 Sao Paulo, Tel: (011) 257-8424, Telex: 1132128. Pres.: Geraldo L. Loewenberg; Gen. Mgr.: Janne M.U. Loewenberg; Sales Mgr.: Roberto A. Loewenberg.

Labels: (Owned) Alldisc; (Licensed) Ariston (Italy), Bainbridge (USA), Black & Blue (France), Coombe (UK), Countdown (Germany) DRG (USA), Dureco (Netherlands), Durum (Italy), Elite-Special (Switzerland), Everest (USA), Jo-Jo (USA), Laudis (Italy), Ri-Fi (Italy), Telstar (Netherlands), Vadeca (Portugal).

Angel, see EMI-Odeon

Archiv, see PolyGram

Ariola Discos Fonograficos e Filas Magneticas Ltda., Rua General Rabelo 43, 22451 Gavea, Rio de Janeiro, Tel: (021) 274-2545/2697. Cable: ARIDLA DISCOS. Telex: (021) 33462. Gen. Mgr.: Peter Klam; Sales Mgr.: Ely de Oliveira; Int'l A&R Mgr.: George Ruopp; Ass't Int'l A&R Mgr.: Regina Vidal.

Branch: Sao Paulo, Rua Teixeira da Silva 654, 04002 Paraiso, Tel: (011) 283-0433. Cable: ARIDLA DISCOS. Telex: 33039.

Labels: (Owned) Ariola, Baccarola, Laco; (Licensed) Arista (UK, USA), Barclay (France), Bronze (UK), Handshake (USA), MCA (USA).

Int'l reps.: Argentina (Phonogram), Australia (PolyGram), Austria (IMS), Bolivia (Lauro), Chile (Philips), Colombia (Philips), Ecuador (Fediscom), France (Phonogram), Germany (Phonogram), Greece (PolyGram), Guatemala (Dideca), Israel (Phonokol), Italy (PolyGram), Japan (Nippon Phonogram), Mexico (PolyGram), Netherlands (PolyGram), Portugal (PolyGram), Spain (Fonogram), Switzerland (PolyGram), UK (Phonogram), USA (PolyGram), Venezuela (PolyGram).

Asylum, see WEA

Alco, see WEA

Atlantic, see WEA

Baccarola, see Ariola

Banderantes Discos (IFPI), Av. Brigadeiro Luis Antonio 1404, 1st fl. Sobrelaje, Conj. 11B, Sao Paulo, Tel: (011) 289-0477. Dir.: Roberto de Oliveira; Artistic Mgr.: Sergio Lopes; Int'l Dir.: Claudio Pietraglia.

Labels: (Owned) Clack, Master, (Licensed foreign) Band.

Barclay, see PolyGram

Building, see Som Industria e Comercio.

C B S Industria e Comercio Ltda. (Discos) (IFPI), Rua Buenos Aires 2, 15th & 16th fl., 20000 Rio de Janeiro, Tel: (021) 231-0516, 224-4469/0285. Cable: COLRECORD. Telex: (11) 25905. Mng. Dir.: Tomaz Munoz; Mktg. Mgr.: Roberto Augusto.

Labels: (Owned) CBS, Collector Jazz Series, Entre, Epic, Masterworks, Odyssey, Okeh, Tropicana, Uirapurú, Ve Lero; (Licensed foreign) A&M (USA), ELO (UK), TK (USA).

Int'l rep.: USA (CBS)

C I D, see Companhia Ind'l de Discos.

Camden, see RCA

Campeao see Presenca.

Capitol, see EMI-Odeon.

Carroussel, see Companhia Ind'l de Discos.

Center, see Seta

Chantecler, see Gravacoes Eletricas.

Charger, see Som Industria e Comercio.

Clack, see Banderantes & WEA.

Clave, see Rede.

Collector Jazz Series, see CBS.

Companhia Ind'l de Discos (IFPI), Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro, Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.

Labels: (Owned) CID, Carroussel, Crazy Cat, Itamaraty, Magic Music, Square; (Licensed) Aquarius (France), Biram (France), Coombe (UK), Countdown (Germany), Pickwick (USA), Saar (Italy), Seeco (USA), Spector Int'l (USA), Toledo/Hansa (Germany).

Int'l reps.: Colombia (Tropical), France (Sonodisc), Germany (Toledo-Hansa), Greece (Music Box), Italy (CGD), Portugal (Vadeca), Venezuela (BASF).

Continental, see Gravacoes Eletricas.

Copacabana, see Som Industria e Comercio.

Coronado, see EMI-Odeon.

Cotilion, see WEA.

Couro, see Seta.

Crazy Cat, see Companhia Ind'l de Discos.

D G, see PolyGram.

Decca, see PolyGram.

Disco, see Gravacoes Eletricas.

Disc Test, see Mangione, Filhos & Cia.

Disquinho, see Gravacoes Eletricas.

Dragon, see WEA.

E M I Odeon Fonografica Industrial e Eletronica Ltda., Caixa Postal 2752, Zone: 20001; Rua Mena Barreto 151, Botafogo, 22271 Rio de Janeiro, Tel: (021) 286-1212. Cable: TURNTABLE. Telex: (021) 23678. Mng. Dir.: Rolf Dithmann; Gen. Mgr.: Yukharu Eto; Int'l A&R Mgr.: Jorge Davidson. Labels: (Owned) Angel, Capitol, Coronado, EMI, Harvest, Imperial, Odeon, Parlophone, (Licensed) London (UK, USA), Passport (USA), Pathe (France), Pyramid (USA), RAK (UK), United Artists, Versatile (USA). Int'l rep.: Worldwide (EMI).

Eldorado (Estudio) Ltda., Rua Major Queimado 76, 7th fl., 01050 Sao Paulo, Tel: (011) 256-5411. Telex: 1124005. Pres.: Joao Lara Mesquita; Gen. Mgr.: Nelson Fernandes Filho; Sales Mgr.: Dirce H. Sanches. Int'l Mgr.: Geraldo L. Loewenberg.

Elektra, see WEA.

Elenco, see PolyGram.

Emblema, see Padrao.

Entre, see CBS.

Epic, see CBS.

Equipe, see Padrao.

Fermata Industria Fonografica Discos e Cassettes, Rua Josef Kryss 90, 01139 Sao Paulo, Telex: (011) 21735.

Festa, see PolyGram.

Fontana, see PolyGram.

Gold Seal, see RCA.

Gravacoes Eletricas SA (IFPI), Av. do Estado 4667, 01515 Sao Paulo, Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Mng. Dir.: Hans Hjalmar Paul Baugger; Comm'l Mgr.: Moacyr Minghini Machado.

Labels: (Owned) Chantecler, Continental, Disco, Disquinho, (Licensed) Disneyland (USA).

Groove, see RCA.

Guarani, see Mangione, Filhos & Cia.

Hara Internacional Musica e Filmes Ltda., Rua Joaquim Silva 56, 5th fl., Rio de Janeiro, Tel: (021) 252-4256, 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget.

Labels: (Owned) Musidisc, Daxla

Int'l reps.: Bolivia (Heriba Ltda.), Mexico (Fonogramas), Ecuador (Famoso), El Salvador (Bon), Mexico (Guitarras), Peru (FTA), USA (Musical Recs.), Venezuela (Fonografica del Caribe).

Harvest, see EMI-Odeon.

Heliodor, see PolyGram.

I N A, see WEA

Imagem, see Musisom.

Imperial, see EMI-Odeon.

Importadora Peter Comercio e Industria Ltda., Rua 24 De Maio 276-7, Andar S/72, 01041 Sao Paulo.

Label: (Represented) Direct Disk (USA).

Independente Comercial e Distribuidora Ltda., Av. Brig Faria Lima 1857, Cj. 114, 01451 Sao Paulo, Tel: (011) 815-1339. Telex: 1125388. Pres.: Luiz Carlos Villas Boas Souza; Gen. Mgr.: Cesare Benvenuti; Sales Mgr.: Dirce H. Sanches; Int'l Mgr.: Geraldo L. Loewenberg.

Labels: (Owned) Alldisc, Independente.

International, see RCA.

Itamaraty, see Companhia Ind'l de Discos.

Joias Musicais, see Mangione, Filhos & Cia.

K-tel do Brasil Comercial Ltda., Rua Tobias do Amaral 46, Cosme Velho, Rio de Janeiro RJ, Tel: (021) 205-4545. Gen. Mgr.: Alan Joel Cordover; Sales Dir.: Bernd Peter Vogel; Artistic Dir.: Ricardo Barley.

Labels: (Owned) K-tel, Kelo; (Licensed foreign) Antler (USA), Attic (Canada), Creole (UK), Ibach (France), Ibis (USA), Inphason (USA), JDC (USA), Key Seven (Canada), Malaco (USA), Quality (Canada), Splash (UK), State (UK).

Kelo, see K-tel.

Laco, see Ariola

M G M, see PolyGram.

Magic Music, see Companhia Ind'l de Discos.

Mangione, Filhos & Cia. Ltda., Rua do Duvidor 183, 1st fl., Suites 14-19a, 20000 Rio de Janeiro ZC-00, Tel: (021) 242-3223. Cable: EDMANGIDNE. Pres.: Estevam Scunguara Mangione; Sales Mgr.: Ubaldo S. Mangione; Foreign Mgr.: Estevao Salvador S. Mangione. Labels: (Owned) Disc Test, Guarani, Joias Musicais, Red Lips.

Master, see Banderantes & WEA.

Masterworks, see CBS.

Mercury, see PolyGram.

see Hara.

Musisom Empreendimentos, Rua Alonso Pena 101, CEP 20.270 Rio de Janeiro, Tel: (021) 254-1915. Pres. Jonas Silva; Gen Mgr.: Ademir William; Sales Mgr.: Sergio Guedes.

Labels: (Owned) Imagem; (Licensed) Everest (USA), Joker (Italy), Xanadu (USA).

News, see Som Industria e Comercio.

Nonesuch, see WEA

Odeon, see EMI-Odeon.

Odyssey, see CBS.

Okeh, see CBS.

Oxala, see Hara.

Padrao Distribuidora de Fonogramas Ltda., Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro, Tel: (021) 284-1332/1992.

Labels: (Owned) Emblema, Equipe, Padrao, Spot; (Licensed) Alshire Int'l (USA), Arrowtats (UK), Candide (USA), International Artists (UK), Turnabout (USA), Vox (USA).

Parlophone, see EMI-Odeon.

Peralta, see RGE.

Philips, see PolyGram.

Pick, see RGE.

Play, see Rede.

Polydor, see PolyGram.

Polyfar, see PolyGram.

PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro, Tel: (021) 220-9222. Cable: POLYGRAM. Telex: 22739. Mng. Dir.: Cornelis van Dijk; Controller: Wim Punte; A&R Mgr.: Roberto Menescal.

Branch: 01404 Sao Paulo SP, Alameda Campinas 266, Jardim Paulista Tel: (011) 251-1311

Labels: (Owned) Archiv, Barclay, DG, Decca, Elenco, Festa, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Polyfar, Polystar, Sinter, Verbo, Verve, (Licensed) CNR, Casablanca (USA), Charisma (UK), Pablo (USA), RSD (UK, USA), Rocket (UK).

Polystar, see PolyGram.

Premier, see RGE.

Presenca Discos, Caixa Postal 2525 Centro, 20001 Rio de Janeiro, RJ. Pres.: Wilson F. Falcao; Gen. Mgr.: Gilda C. Falcao; Sales: Solange C. Falcao.

Labels: (Owned) Campeao, (represented) Alcore (USA), BPL (Germany), Beat (Italy), Colt (USA), Destiny (USA), Dixie (Germany), Espirit (USA), Firma (USA), Gallo (USA), Genuine (USA), Jody (USA), K-Arc (USA), Mayhams (USA), Milsom (USA), Mishawaka (USA), Northland (USA), Novelty (USA), Panorama (Germany), R&R (USA), TJB (Germany), Umtly (Germany).

Int'l reps.: Angola (Vadeca), Argentina (Low), Belgium (Vadeca), France (Vadeca), Germany (Vadeca), Mexico (Panamusic), Netherlands (Parade), Portugal (J.C. Donas), South Africa (RPM), Venezuela (Vadeca)

Pure Gold, see RCA

R C A Eletronica Ltda. (IFPI), Rua Santa Clara 50, Cobertura D1, 22041 Rio de Janeiro, Tel: (021) 255-7225. Telex: (21)30965 Pres. Oswaldo Gurgonz; Sales Mgr.: Nilton Correa; Int'l: Jorge Pino.

Labels: (Owned) Camden, Good Seal, Groove, International, Pure Gold, RCA Victor, Red Seal, Vic, Victrola; (Licensed domestic) Sigla, Som Livre, (Licensed foreign) Ariston (Italy), Barclay (France), Can't Stop (USA), Chrysalis (UK), De-Lite (USA), Eralo (France), Gem (UK), Grunt (USA), Magnet (UK), Millennium (USA), Pickwick (UK), Polar (Sweden), Roulette (USA), Solar (USA), Sugar Hill (USA), 20th Century-Fox (USA), Vamilla (Italy), Welman (France).

R G E (Comercial Fonografica) Ltda., Pca. Racoal Martins 138, Sao Paulo, Tel: (011) 825-9377.

Labels: (Owned) Peralta, Pick, Premier, RGE, Som/Maior, Young, Rede L&C de Emissores S/C Ltda., Rua Almirante Marques Leao 684, 01330 Sao Paulo, Tel: 285-3122. Mgr.: Neide Martin Alves Pereira.

Labels: (Owned) Clave, Play

Red Lips, see Mangione, Filhos & Cia.

Red Seal, see RCA.

Reprise, see WEA.

Rural, see Tapacar.

Sabia, see Som Industria e Comercio.

Saci, see Som Industria e Comercio.

Seta Fonogramas Ltda., Al. Joaquim Eugenio de Lima 697, 01403 Sao Paulo, Tel: (011) 288-4240. Pres. Paulo Machado de Carvalho Filho; Comm'l

BRAZIL

Population: 126,000,000.

Rate of exchange: \$1 (US) = 175 cruzeiros.

Per capita income: \$2,067.

Holidays: January 1, Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), September 7 (Independence Day), November 2 (Memorial Day), November 15 (Proclamation of the Republic), December 25.

RECORDS:

Average retail price per record: Singles—\$2; LP's—\$8

CONSUMER ELECTRONICS:

Number of radios: 45,200,000; number of television sets—19,000,000.

Dr.: Joaquim Carlos S. Clemente; A&R Mgr.: Carlos M. Carvalho. (Distributed by Ariola).

Labels: (Owned) Couro, Center, Seta.

Sigla (Sistema Globo de Gravacoes Audio-Visuais) Ltda., Rua Assuncao 443, Rio de Janeiro. Telex: 22251. Gen. Dir.: Joao Araujo; Prod'n Mgr.: G. Mello; Int'l Mgr.: A. Paladino; Technical Mgr.: R. Bittencourt. (Distributed by RCA)

Labels: (Owned) Soma, Som Livre.

Sinter, see PolyGram.

Soma, see Sigla.

Som Industria e Comercio SA (IFPI), Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Diavo Antonio Bianco; Gen. Mgr.: Gunter Casznik; Sales Mgr.: Rosvaldo Cury; Plant Mgr.: Joao F. Blumenschein.

Int'l distributor: USA, Brasilia Recs. & Tapes Corp.

Labels: (Owned) Building, Charge, Copacabana, News, Saba, Saci, Som, Test Pressing, Underground, Vision; (Licensed) Baby (Italy), Columbia (Spain), Fuentes (Colombia), Harmonia Mundi (Germany), MPS (Germany), PPX (USA), Prelude (USA), Supraphon (Czechoslovakia), Vanguard (USA), West One (USA), West Side Latino (USA).

Int'l repa: Argentina (American, CBS, Interdisc), Australia (RCA), Benelux (Vogue), Canada (Brasilia in USA), Chile (Philips), Colombia (Fuentes), France (Atoll, Vogue), Germany (Metronome, Teldec), Greece (CBS), Israel (CBS), Italy (Baby), Japan (Global, RCA, Warner-Pioneer), Korea (RCA), Mexico (Gamma), New Zealand (RCA), Peru (MAG), Philippines (Dcho Arts), Portugal (Radio Trunfo, Rossit), Spain (Columbia, Hispano), Switzerland (Vogue), UK (Decca), USA (West Side Latino), Venezuela (Grabaciones Mundiales).

Som Livre, see Sigla & RCA.

Som/Major, see RGE.

Sosamba, see TapeCar.

Spot, see Padrao.

Square, see Companhia Ind'l de Discos.

Stadium Gravacoes Discos & Tapes Ltda., Rua Aurora 983, Cj. 7, 01209 Sao Paulo. Tel: (011) 222-2989. Pres.: Victor Settan; Prod'n: Aluisio Pontes, Geraldo Loewenberg.

Label: (Owned) Studium.

T C, see TapeCar.

TapeCar Gravacoes SA (IFPI), Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres. & Dir.: Manuel Valls Camero; Gen. Mgr.: Fernando de Araujo Neves; Sales Mgr.: Ary Perdigao; Int'l Mgr.: Paulo Roberto Correa de Araujo.

Labels: (Owned) Rural, Sosamba, TC, TapeCar.

Test Pressing, see Som Industria e Comercio.

Top Tape Musica Ltda., Rua Alice 121, Laranjeiras, 22241 Rio de Janeiro. Tel: (021) 205-5552. Cable: MUSITOP. Telex: 23923.

Tropicana, see CBS.

Urururu, see CBS.

Underground, see Som Industria e Comercio.

Ve Leiro, see CBS.

Vertigo, see PolyGram.

Verve, see PolyGram.

Vic, see RCA.

Victrola, see RCA.

Vision, see Som Industria e Comercio.

W A S Discos Ltda. (IFPI), Rua Itaipava 44, Jardim Botânico, 22461 Rio de Janeiro. Tel: (021) 286-3332. Mng. Dir.: Andre Midani; Sr. VP's: Michael Gregory, David Jones; Mktg. Dir.: Leonardo Neto.

Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, WEA, WEA Int'l, Warner Bros.; (Licensed domestic) Banderantes, Clack, Dragon, INA, Master; (Licensed foreign) Dark Horse, Rolling Stones, Swan Song.

Warner Bros., see WEA.

Young, see RGE.

• music publishers

Alldisc-Consultoria e Comercial Fonografica Ltda. (SICAM), Rua Alagoas 159, cj. 84, 01242 Sao Paulo. Tel: (011) 257-8424. Telex: 1132128. Pres.: Geraldo L. Loewenberg; Gen. Mgr. Janine M.U. Loewenberg; Prof. Mgr.: Sonia Santos.

Arlequim Ltda. (Ed. Musical), Caixa Postal 3264, Villa Biarque, Rua Fredemco Stedel 267, 01225 Sao Paulo. Tel: (011) 220-3494/1343.

Betina Edicoes & Promocoes Ltda., Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro. Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; Gen. Mgr.: Rodolfo Zuckermann; Prof. Mgr.: Harry Zuckermann.

Caroca Ed. Musical Ltda. (SBACEM), see Latino Ed. Musical.

Compasso Ed. Musical Ltda., Rua Almirante Marques Leao 684, 01330 Sao Paulo. Tel: 285-3122. Mgr. Neide Martin Alves Pereira

Ebrau (SBACEM), see Intersong.

Editora de Musica Brasileira e Internacional SA (EMBI), Rua Teofilo Ottoni 135, 3rd fl., Rio de Janeiro, RJ. Tel: (021) 233-3046/2596. Cable: EM-BISA. Gen. Mgr.: Manoel Nenzinho Pinto.

Branch: 01205 Sao Paulo, Av. Rio Branco 233, Rm. 91. Tel: (011) 221-7325.

Home office: USA, Peer-Southern Org.

Elam Ltda. (Ed.), see Mundo Musical.

Equipe Producoes Musicais Ltda. (UBC), Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro. Tel: (021) 284-1332/1992.

Fermata do Brasil Ltda (UBC), Av. Ipiranga 1123, 6th fl., 01039 Sao Paulo. Tel: (011) 229-3411. Cable: FERMATA BRASIL. Pres.: Enrique Lebendiger; Gen. Mgr.: Juvenal Fernandes; Royalties Dept.: Silvia de Oliveira Esposito.

G G Producoes Ltda. (SICAM), see Intersong.

Gapa Ltda. (SICAM), see Intersong.

Helo Ltda. (Ed. Musicals) (Sadembra), see Intersong.

I T A I P U Eds Musicais Ltda (UBC), Rua Mena Barreto 151, Rio de Janeiro. Tel: (021) 286-1212. Telex: (021) 23678. Gen. Mgr.: Marcos Kilzer.

Intersong Ltda. (Eds.) (UBC), Av. Rio Branco 277, Grupo 708/710, 20047 Rio de Janeiro. Tel: (021) 220-2421. Cable: EDISINTER. Telex: 22118. Mng. Dir.: Jose Loureiro, Prof. Mgr.: Gustavo Juca.

Irmãos Vitale SA, Rua Franco Pinto 42, Sao Paulo.

Latino Ed. Musical Ltda (SICAM), Av. do Estado 4667, 01515 Sao Paulo. Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto, Mgr. Moacyr Minghini Machado, Publ'g Co-ord.: Antonio Carlos Senefonte.

Lotus Ltda. (Eds. Musicals), Rua Tobias do Amaral 46, Cosme Velho, Rio de Janeiro RJ. Tel: (021) 205-4545. Mgr.: Robert Lot Baker.

M C A do Brasil Ed. Musical Ltda., Rua Aurora 964, 01209 Sao Paulo. Tel: (011) 222-0273. Cable: EDITAMUS.

M D K Communications Ltd. (SICAM), Caixa Postal 13030, CEP 01000 Sao Paulo SP; Rua Parque da Fonte 194, CEP 02345 Barro Branco, Sao Paulo

SP. Tel: (011) 203-6692, 204-1607. Telex: (11) 21735. Pres.: Malcolm Kigar.

Mangione, Filhos & Cia. Ltda., Rua do Duvidor 183, 1st fl., Surtes 14-19 a 20000 Rio de Janeiro 2C-00. Tel: (021) 242-3223/3698. Cable: EDIMANGIDNE. Pres.: Estevam Siqueira Mangione; Gen. Mgr.: Maria Luiza S. Mangione; Prof. Mgr.: Estevao S.S. Mangione.

Melograf (Ed.) Ltda., see Mundo Musical.

Meridional Ed. Musicas Ltda. (SICAM), Av. Duque de Caxias 340, Sao Paulo. Tel: (011) 220-3434. Telex: (011) 4240. Dir.: Diavo A. Bianco; Gen. Mgr.: Antonio D. Santos.

Mundo Musical Ltda. (Ed.) (div. of CBS Songs Int'l), Rua Mexico 98, S. 1001/1007, 20031 Rio de Janeiro. Tel: (021) 262-8413. Telex: 32449. Gen. Mgr.: Maria Creusa Meza.

Musicolor Ed. Musical Ltda. (Sadembra), see Latino Ed. Musical.

Peer-Southern Org., see Editora de Musica.

Pergola Ltda. (Ed. Musicals) (SBACEM), see Intersong.

Pipoca (Eds.) Ltda. (Sadembra), see Intersong.

Presenca Sol. Ltda. (Ed. Musical), Caixa Postal 2525 Centro, 20001 Rio de Janeiro, RJ. Pres.: Wilson F. Falcao; Gen. Mgr.: Gilda C. Falcao; Sales Solange C. Falcao.

Bruno Quano Maternal Cultural Ltda. (UBC), Rua Joao Afonso 15, Rio de Janeiro. Tel: (011) 246-7993. Cable: QUAINID. Pres.: Bruno Quano, Gen. Mgr.: Danilo Rocha; Prof. Mgr.: Tania Regina G. de Souza.

Saturno Ltda. (Ed. Musicals) (SICAM), see Intersong.

Sigem (Sistema Globo de Edicoes Musicais Ltda.), Rua Joao Afonso 15, Botafogo, Rio de Janeiro. Tel: (011) 286-3846. Cable: SIGEM. Telex: (21) 22795. Pres.: Bruno Quano; Gen. Mgr.: Danilo Rocha; Prof. Mgr.: Tania Regina G. de Souza.

Branch: Sao Paulo, Av. Angelica 501. Tel: (021) 826-1130, 664336. Mgr.: Claudette Aparecida de Faria.

Studio Hara Eds. Musicais Ltda. (UBC), Rua Joaquim Silva 56, 5th fl., Rio de Janeiro. Tel: (021) 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget.

Supragrma do Brasil, Ltd. (Ed.) (UBC), see Mundo Musical.

T C Ltda. (Ed. Musical) (SICAM), Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 230-5469. Cable: TAPECAR. Dir.: Manuel Valls Camero; Gen. Mgr.: Paulo Roberto C. Araujo.

Taísma Ed. Musical Ltda. (SICAM), Rua Aurora 983, Cj. 72, 01209 Sao Paulo. Tel: (011) 222-2989. Pres.: Victor Settan; Assessor: George Mello Sales.

Top Tape Eds. Musicais Ltda., Rua Alice 121, Laranjeiras, 22241 Rio de Janeiro. Tel: (021) 205-5552. Cable: MUSITOP. Telex: 23923.

Tres Siminhos Ed. Musical Ltda. (UBC), see Latino Ed. Musical.

Victor Ltda. (Ed. Musical) (UBC), Rua Barata Ribeiro 181, Loja 1, 20000 Rio de Janeiro. Tel: (021) 255-1069. Cable: BRARCA. Telex: (021) 22714. Mng. Dir.: Adolfo Pino; Gen. Mgr.: Omar Leite Jundi.

Warner Bros. Ltda. (Eds. Musicals) (UBC), Rua Itaipava 44, Jardim Botânico, 20000 Rio de Janeiro. Tel: (021) 246-2215. Mng. Dir.: Andre Midani; Sr. VP: Michael Gregory.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Associação Brasileira dos Produtores de Discos, Rua Sao Jose 90, Rms. 1406/10, Rio de Janeiro. Tel: (021) 263-6377.

Museu Villa-Lobos, Ministerio da Educacao & Cultura, Palacio da Cultura, Rua da Imprensa 16, Rm. 913, 20030 Rio de Janeiro CEP. Tel: 220-2139/439. Dir.: Armanda Villa-Lobos.

LICENSING ORGANIZATIONS, MUSIC

S B A C E M (Sociedade Brasileira de Autores, Compositores & Escritores de Musica), Praça Mahatma Gandhi 2, 709-710 Gaielandia, 20018 Rio de Janeiro CEP. Tel: (021) 220-5935/3635. Pres.: Adelino Moreira de Castro; First Sec'y: Tito Da Silva Mendes.

S B A T (Sociedade Brasileira de Autores Teatrais), Av. Almirante Barroso 97, 3rd fl., Rio de Janeiro. Tel: (021) 221-4464/4844. Superintendent: Djalma Bittencourt. (Represents the interests of BMI & SESAC).

S I A E, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: (021) 222-7219. (Mechanical rights only).

S I C A M (Sociedade Independente de Compositores & Autores Musicais), Largo Passandú 51, 10th-16th fls., 01034 Sao Paulo. Tel: (011) 223-8555. Cable: MUSAUDRES. Pres.: Adilson Teixeira de Godoy. (Mechanical & performing rights).

U B C (Uniao Brasileira de Compositores), Rua Visconde Inhauma 134, 7th fl., Rio de Janeiro. Tel: 233-0222.

PLATING, PROCESSING & PRESSING PLANTS

Companhia Ind'l de Discos, Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro. Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.

E M I-Ddeon Fonografica Industrial e Eletronica Ltda., Caixa Postal 2752, Zone 20001; Rua Mena Barreto 151, Botafogo, 22271 Rio de Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Rolf Dihlmann, Gen. Mgr.: Yuhharu Eto.

Gravacoes Eletricas SA, Av. do Estado 4667, 01515 Sao Paulo. Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Mng. Dir.: Hans H. Paul Beugger; Comm'l Mgr.: Moacyr Minghini Machado.

PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9222. Mng. Dir.: Cornelis van Dijk. (Pressing only).

R C A Eletronica Ltda., Rua Dona Veridiana 203, 1st. Sao Paulo. Tel: (011) 221-9155. Cable: BRARCA. Telex: (011) 22619. Pres.: Ed Lavish; Sales Mgr.: Oswaldo Gurzom. (Pressing only).

R G E (Comercial Fonografica) Ltda., Pca. Paçcoal Martins 138, Sao Paulo. Tel: (011) 825-9377.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Diavo A. Bianco; Gen. Mgr.: Gunter Casznik; Plant Mgr.: Joao F. Blumenschein, Sales Mgr.: Rosvaldo Cury.

TapeCar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

W E A Discos Ltda., INA-Drademra, Rua Ruyce Ferras Alvim, 975 Sao Paulo. Tel: (011) 456-3866. Plant Mgr.: Hugo Bellardi.

RECORD PROMOTION

TapeCar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are

indicated by "(PKG)" which appears after the main body of their respective listings.

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. **Audio:** 8-tr., cassette.

E M I-Ddeon Fonografica Industrial e Eletronica Ltda., Caixa Postal 2752, Zone 20001; Rua Mena Barreto 151, Botafogo, 22271 Rio de Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Rolf Dihlmann, Gen. Mgr.: Yuhharu Eto. **Audio:** Cassette.

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro. Tel: (021) 231-0327, 232-9047. Pres.: Antonio Luz Mendes de Almeida; Gen. Mgr.: Ricardo Jorge Nick, Sales Mgr. Helio Nogueira; Development Mgr.: Gustavo Moraes Rego. **Video:** 2" open reel, 1" open reel, 1/2" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge.

PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9222. Mng. Dir.: Cornelis van Dijk. **Audio:** Cassette.

R G E (Comercial Fonografica) Ltda., Pca. Paçcoal Martins 138, Sao Paulo. Tel: (011) 825-9377.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Diavo A. Bianco; Gen. Mgr.: Gunter Casznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. **Audio:** Cassette.

TapeCar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira. (PKG) **Audio:** Cassette.

• supplies

CASSETTE PARTS

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. **Audio:** Housings, hubs, pins, press pads, rollers, shields, shims.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Diavo A. Bianco; Gen. Mgr.: Gunter Casznik; Plant Mgr.: Joao F. Blumenschein, Sales Mgr.: Rosvaldo Cury. (Audio only)

EMPTY CARTRIDGES, CASSETTES & REELS

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. **Audio:** Cassette.

Plajet Industria e Comercio de Plasticos Ltda., Av. Rio Branco 156, Gr 2110, Centro, CEP 20043 Rio de Janeiro. Tel: (021) 262-4595. Telex: (021) 21388. Contact: M. Amin. **Audio:** Cassette.

LABELS, DISK

TapeCar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

POLYETHYLENE BAGS SLEEVES

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Diavo A. Bianco; Gen. Mgr.: Gunter Casznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

PROFESSIONAL TAPE SUPPLIES

P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. **Product:** Duplicating & mastering tape, Philips boxes.

Plajet Industria e Comercio de Plasticos Ltda., Av. Rio Branco 156, Gr 2110, Centro, CEP 20043 Rio de Janeiro. Tel: (021) 262-4595. Telex: (021) 21388. Contact: M. Amin. **Audio:** Norelco boxes.

TAPE, BLANK LOADED & BULK RAW

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. **Audio:** Blank-AMPEX, HITEC, XHF, cassette, open reel; raw-AMPEX.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya. **Audio:** Cassette & open reel. **Video:** 1" open reel & 1/2" cassette.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Diavo A. Bianco; Gen. Mgr.: Gunter Casznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. (Blank only) **Audio:** AUDIOMASTERS, POP SOUND, TK7 Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audioliuro Ltda. (Ceal) Som & Educacao, Rua Bolivar 54, Rio de Janeiro. Tel: (021) 235-0424.

• accessories

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. **Product:** Tape-head cleaners, demagnetizers; leader tape.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya. **Product:** Tape-leader & splicing tape.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao

Bernardo do Campo SP Tel: (011) 457 5344 Cable SOMDISCOS Telex: (011) 4240. Pres: Adiel Macedo de Carvalho, Mng Dir Olavo A. Bianco. Gen Mgr Gunter Cszaszni, Plant Mgr., Joao F. Blumenschein, Sales Mgr. Rosvaldo Cury
 Product: Tape—head cleaners, leader tape (both audio)
 Tapcar Gravacoes SA, Rua Aguar Moreira 639, 20000 Rio de Janeiro Tel (021) 280-5282 Pres: Manuel Valls Camero. VP Fernando de Araujo Neves, Plant Dir & Sales Mgr. Ademir Pereira
 Product: Record—record care prods., Tape—head cleaners, demagnetizers, leader & splicing tape

BULGARIA

Population: 8,865,000

Rate of exchange: \$1 (US) = 0.96 leva

Per capita income: \$3,000

Holidays: January 1, May 1, 2 (Labor Days), May 24 (Day of Slavonic Culture), September 9 (Liberation Day), November 7 (October Revolution Day)

• record & tape manufacturers / distributors / importers

Balkanton Recs. 6 Haydoushka Polyana St., 1612 Sofia, Tel 52 54-51, 51 86-27 Cable BALKANTON Telex 22916 Gen. Dir., Alexander Yossifov, Gen. Mgr. Konstantin Dragnev, Sales Mgr. Marko Issakov
 Labels: (Owned) Balkanton, (Licensed foreign) EMI (UK), Hansa (Germany), Melodiya (USSR), Phonogram (Netherlands), Polydor (Germany), United Artists (UK)
 Int'l reps.: Canada (Archambault), France (Harmonia Mundi), Italy (RCA), Spain (Edigsa), UK (EMI, United Artists), USA (Monitor)

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

National Committee of the Int'l Music Council, c/o Bulgarian Composers' Union, 2 ul Ivan Vazov, Sofia
 Union of Bulgarian Composers, 2 ul Ivan Vazov, Sofia Cable COMPOSITORI
 Union of Musicians in Bulgaria, Alabin 52, Sofia

PLATING, PROCESSING & PRESSING PLANT TAPE CUSTOM DUPLICATOR

Balkanton Recs. 6 Haydoushka Polyana St. 1612 Sofia Tel 52 54-51 51 86-27 Gen. Dir. Alexander Yossifov, Gen. Mgr. Konstantin Dragnev, Sales Mgr. Marko Issakov, Sound Rec'g Mgr. Mikhail Bojermanov

CANADA

Population: 24,000,000

Rate of exchange: \$1 (US) = \$1.26 (Canadian)

Holidays: January 1, Good Friday, Easter Monday, May 19 (Victoria Day & Queen's Birthday), July 1 (Dominion Day), September 1 (Labor Day), October 13 (Thanksgiving Day), November 11 (Remembrance Day), December 25 (Christmas Day). Additional holidays observed in P.Q. only Epiphany, Ash Wednesday, Ascension Day, June 24 (St. John Baptiste), All Saints' Day, Conception Day

RECORDS:

Records sold domestically: LP's 1980—52,395,682 units. Singles 1980—16,750,448 units

Discounting: Frequent

Type of distribution: Approximately 90% of all distribution operates through manufacturer to sub-distributor (rack jobbers & one stops) to retailer arrangements. The remaining 10% is manufacturer to retailer

Type of promotion: Radio still stands as the major promotional vehicle in English Canada. Television has some music shows. The major daily newspapers are devoting an increasing amount of space to music coverage. Quebec, which is predominately French speaking, receives complete support from all the media for local and international acts.

TAPE:

Pre-recorded tape sold domestically: 8 tr. 1980—5,220,304 units Cassette 1980—10,206,096 units.

• record & tape manufacturers

A Capella, see PolyGram.

A D C 2000 Recs., 125 Dupont St., Toronto, Ont. MSR 1V4 Tel: (416) 961-2000. Pres.: Mike Komar.

A & M Recs. of Canada Ltd., 939 Warden Ave., Scarborough, Ont. M1L 4C5. Tel: (416) 752-7191. Telex: 06 963652. Pres.: Gerry Lacourse; Sr VP & Gen. Mgr. Joe Summers; VP Promo.: Doug Chappell; VP Finance: Gary Hubbard; VP Sales: Bill Ott; Nat'l Promo. Mgr.: Jean Pierre Guilbert; Nat'l Pub. Mgr.: James Monaco; A&R Co-ord.: Michael Godin; Ops Mgr.: Alex Fedorow; Art Dir.: David Andoff; Local Branch Mgr.: Ray Rosenberg. Home office: USA.

Branches: Calgary, Alta., 6020 Second St. SE. Postal Code T2H 2L8. Tel: (403) 253-8411. Telex: 03-825736. Reg'l Mgr.: Al Harrison; Promo: Randy Wells; Sales: Greg Barkley, Dan Jobbs—Vancouver, B.C., 1334 W. Sixth Ave. Postal Code V6H 1A7. Tel: (604) 734-7443. Telex: 04-51123. Reg'l Mgr.: Dave Pearce; Promo.: David Brian; Sales: Don Jones; Mktg.: Rob Thornton—Winnipeg, Man., 118 Campbell St. Postal Code R3N 1B2. Tel: (204) 944-1872. Telex: 07-57183. Sales & Promo.: Tom Jones—Halifax, N.S., 52 Chadwick Pl. No. 109. Tel: (902) 443-1189. Sales: Don Rodgers—St. Laurent, P.Q., 970 Montee de Liesse, Suite 209 Postal Code H4T 1W7. Tel: (514) 334-8550. Telex: 05-824709. Reg'l Mgr.: Yves Barrette. Promo.: Nick Carbone; Mktg.: Richard LaFrance; Sales: Clement Dufresne.

Labels: (Owned) A&M; (distributed) Artists House, Audiophile, Cut Throat, Falcon, Flicker, Flutterby, Haida, Horizon, IRS, International Artists, Kids' Recs., Maze, Penny Farthing, Sloth, Solid Gold, Starr Concert, Troubadour.

Int'l reps.: See USA listing.

A R C/Grayson Publ'ns & Rec'gs, PO Box 3044, Vancouver, B.C. V6B 3X5. Tel: (604) 929-7558. Dir.: J. Grayson

A R C (USA), see CBS

A V I, see Quality

Avalanche, see Unidisc

Abkco, see PolyGram

Able Recs. Co. Ltd., 450 Beaumont St. E., St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Pres.: Christian Lefort, Gen. Mgr. Louis Lefort

Labels: (Owned) Able, Domino, Eden, Emotion, VIP

Int'l reps.: France (Albatros, BBZ, Delphine, International Shows, Rideau Rouge), USA (Can't Stop, East 83rd Prods)

Acclaim Recs., 3500 Glen Erin Dr., Suite 10, Mississauga, Ont. L5L 1W6. Tel: (416) 828-2582. Pres.: V. J. T. Matasej; Gen. Mgr. Stan Campbell

Int'l rep.: Sweden & USA (Moonshine)

Adelphi, see Phonodisc

Ades, see Archambault

Mike Adkins, see Mainroads

Ahed, see Arc

Ame, see Trans-Canada

Allegro, see Moss

Alouette, see Archambault

Amherst, see Boot

Amour, see Trans-Canada

Angel, see Capitol

Anthem Recs. of Canada, c/o Oak Manor, PO Box 1000, 12261 Yonge St., Oak Ridges, Ont. L0G 1P0. Tel: (416) 773-4371. Telex: 06-986530

Chm.: Ray Daniels, Mng. Dir.: Tom Berry; A&R Dir.: Michael Tilka; (Distributed by Capitol)

Apex, see MCA

Aquarius Recs. Ltd., 6265 Cote de Liesse, Suite 200, St. Laurent, P.Q. H4T 1C3. Tel: (514) 735-5303. Telex: 05824081. Pres.: Terry Flood; Gen. Mgr.: Bob Rags; Sales Mgr.: Keith Brown (Distributed by Capitol)

Arabella, see MZ

Archambault Inc. (Ed.), 500 St. Catherine St. E., Montreal, P.Q. H2L 2C6. Tel: (514) 849-6201. Cable ARCHMUSIC. Telex: 055-60649. Co-Proc. for: Rosaire Archambault Sr.; Gen. Mgr.: Rosaire Archambault Jr.; Adv. & Promo. Mgr.: Aomar Dahman

Labels (Owned) Alouette, Select, (Licensed foreign) Studio SM (France); (distributed—not licensed) Ades, Assimil Language Courses, Calliope, Chant du Monde, Deesse, Harmonia Mundi, Music For Pleasure, Musi disc, Trianon, Unidisc (France).

Archiv, see PolyGram

Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont. M2H 2Y9. Tel: (416) 499-5000. Pres.: Phil G. Anderson

Labels: (Owned) Ahed, Arc, Yorktown, Yorkville; (Licensed) First Generation (USA), Gold Award (USA)

Argo, see PolyGram

Arrola, see Quality

Arrola Eurodisc, see Phonodisc

Arrola (Netherlands), see Attic

Aris, see Peters Int'l

Ansta, see PolyGram

Artists House, see A&M

Assimil Language Courses, see Archambault

Asylum, see WEA

Atco, see WEA

Atlantic, see WEA

Atoll, see MZ

Atic Recs. Ltd. (IFPI), 98 Queen St. E., Suite 3, Toronto, Ont. M5C 1S6. Tel: (416) 862-0352. Telex: 06-219815. Pres.: Alexander Marr; VP & Sales Mgr.: Tom Williams. (Distributed by CBS)

Labels: (Owned) Attic, Basement; (Licensed foreign) Arrola (Netherlands), Global (Germany), Gull (UK), RKM (Netherlands), Rounder (USA), Safari (UK), Shift (UK)

Int'l reps.: Australia (RCA), Benelux (SPI), France (SPI), Germany (Teldec), New Zealand (RCA), Scandinavia (Electra), South Africa (Gallo), UK (Pinnacle)

Audat, see World

Audiofidelity, see Phonodisc

Audiophile, see A&M

Ave Recs. Ltd., 70 Craighurst Ave., Toronto, Ont. M4R 1J8. Tel: (416) 484-1017. Pres.: Greg Hambleton

Label: (Owned) Tuesday

B M, see Trans-Canada

Backstreet, see MCA

Banff, see Holborne

Bang, see CBS

Barclay, see PolyGram

Basement, see Attic

Beaverville, see WEA

Bel Air, see Boot

Believe in a Dream, see CBS

Berandol Recs., 11 St. Joseph St., Toronto, Ont. M4Y 1J8. Tel: (416) 924-8121. Gen. Mgr.: Barbara L. Kroetsch

Best Buy, see RCA

Big Time, see PolyGram

Big Tree, see WEA

Birchmount, see Quality

Birdwing, see Word

Black Sun, see Unidisc

Bleu Blanc Rouge, see MZ

Bluebird, see RCA

Blue Sky, see CBS

Boardwalk, see CBS

Bobinson, see Production Connection

Botadisc, see PCRL

Bomb, see Unidisc

Boot Recs. Ltd./Pose Dists., 1343 Matheson Blvd. E., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable BOOTGROUP. Telex: 06-960-250. Pres.: Jerry Krytiuk, VP. Tom Connors, Gen. Mgr. & A&R Peter Krytiuk; Controller: A. Gurat; Promo.: Janet Pascoat; Sales Admin.: Jean Inglis; Sales: Hector MacNeil

Labels: (Owned) Boot, Cynda, Generation, Morning, Moutarde, Riot; (Licensed foreign) Image (Australia), JMI (USA), Message (USA), Shanachie (USA), Stars (Jamaica), Tara (USA); (distributed domestic) Amherst, Bel Air, Brownrigg, Carats, Fogarty's Cove, Foreign Exchange, Glencoe, Kaba, Kosmos, MMS, Network, Periwinkle, Ross Sound, Rusalka, Shumka, SLM, Solar, Sterling, Uptown, Wabana; (distributed foreign) Gae-Linn (Ireland), Golden Age (USA), Herwin (USA), Morning Star (USA)

Int'l reps.: Australia (Image), Benelux (Telstar), Germany (Intercord), Greenland (Gronlandske), Japan (Kung, RVC), New Zealand (Music

World), Switzerland (Gallo), South Africa (Gallo), (USA) Shanachie.

Levy Boulaine, see Trans-Canada

Bouquet, see PCRL

Brass, see Unidisc

Bridge, see Chapel/Bridge

Brownrigg, see Boot

Buddah, see Quality

C A M Canada Ltd./Experience (Les Eds.), 450 E. Beaumont, St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Telex: 055-60229. Pres.: Christian Lefort, Gen. Mgr. Louis Lefort

C B S Recs. (Canada) Ltd., 1121 Leslie St., Don Mills, Ont. M3C 2J9. Tel: (416) 447-3311. Telex: 06-966792. TWX (610) 492-1366. Pres.: Bernie DiMatteo; Sr. VP Stan Kulun; VP Finance: Jay Gold; VP Personnel: Glen Lane; Sr. Mktg. Dir.: Graham Powers, Artist & Media Relations Dir.: Bill Bannon, Sr. Nat'l Sales Dir.: Don Gales, Creative Servs. Dir.: Maurice Kessel; English A&R Dir.: Jeff Burns; CBS Desques A&R Dir.: Pierre Dubourg; Local branch: 5621 Finch Ave. E., Scarborough M1B 2T9. Tel: (416) 298-7700. TWX (610) 492-1381. Ontario Reg'l Dir.: Garry Newman

Branches: Calgary, Alta., Glenmore Centre, 7004M Fifth St. SE. Postal Code T2H 2G3. Tel: (403) 253-8719. TWX (610) 821-2235. Western Reg'l Dir.: Dave Darge—Vancouver, B.C., 1847 W. Broadway, Suite 101. Postal Code V6J 1Y6. Tel: (604) 734-5151. TWX (610) 953-4916. Reg'l Sales Mgr.: Don Gunter—Riverview, N.B., 602 Blythwood Ave. Postal Code: E1B 2H5. Tel: (506) 386-1515. Reg'l Sales Mgr.: Jim Bradley—St. Laurent, P.Q., 1550 Rue Beaulac. Postal Code: H4R 1W8. Tel: (514) 337-8780. TWX (610) 421-3191. Quebec Reg'l Dir.: Bill Rotan

Labels: (Owned) CBS, CBS Direct, Columbia, Columbia Legacy Collection, Columbia Masterworks, Epic, Mastersound Audiophile, Odyssey, Portrait; (distributed) ARC, Attic, Bang, Believe in a Dream, Blue Sky, Boardwalk, Caribou, Cleveland Int'l, Curb, Full Moon, GTO, Jet, Johnston, Kirshner, Lormar, Matrix, Nemperor, Ode, Park Lane, Pavilion, Philadelphia Int'l, Precision, Spectra-Scene, Shift, TK, T-Neck, Tabu, Tiffany, True North, Uncle Jam, Union, Unlimited Gold, Vera Cruz

C R I, see Change & Pickwick

C T L, see RCA

Calliope, see Archambault

Camden, see RCA

Canada, see Word

Canada Int'l, see RCA

Canadiana, see Moss

Canadian Cavalcade, see Holborne

Canadian Music Centre/Centre de Musique Canadienne (CMC), 1263 Bay St., Toronto, Ont. M5R 2C1. Tel: (416) 961-6601. Cable: CENTRECAN. Pres.: John A. Miller

Label: Centredisc/Centredisque

Canadian Talent Library, 38 Yorkville Ave., Toronto, Ont. M4W 1L5. Tel: (416) 924-1411

Candide, see Moss

Capitol Recs.—EMI of Canada Ltd. (IFPI), 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. TWX (610) 492-4357. Telex: 06-968619. Pres.: J.D. Evans; VP Finance: D. Williamson; VP Legal Counsel: W. John MacLeod; VP Mktg.: R. Rowe; Nat'l Sales Mgr.: A. Andrichow; Sherman/Mister Sound Retail Div. Gen. Mgr.: B. Muckie; Talent Acquisition Dir.: D. Cameron; Special Prods. Mgr.: M. Zuba; Nat'l Mktg. & Adv. Mgr.: D. Elliot; Artist Relations Mgr.: S. Irwin; Mktg. Dir.: H. Weits; Tape Plant Mgr.: W. Gow

Branches: Calgary, Alta., 519 Mantou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Branch Mgr.: D. Bertsch; Western Reg'l Mktg. Mgr.: B. Bondeson—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667. Sales: B. Manlove—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2M9. Tel: (514) 631-9073. Eastern Reg'l Mgr.: R. Quintin; Reg'l Mktg. Mgr.: V. D'Amico

Labels: (Owned) Capitol; (Licensed domestic) Daffodil; (Licensed foreign) Angel (USA), Chrysalis (USA), EMI America (USA), Harvest (UK), Liberty (USA), Muse (France), Pathe (France), Seraphim (USA), (distributed—not licensed) Anthem, Aquarius

Carats, see PCRL & Boot

Caribou, see CBS

Carrousel, see RCA

Casablanca, see PolyGram

Catalogue, see Trans-Canada

Celebration, see Quality

Celebrity, see Trans-Canada

Celsius, see Trans-Canada

Celtic, see Holborne

Centennial, see RCA

Centredisc/Centredisque, see Canadian Music Centre

Centre St., see Bruce Thompson

Change Recs. Inc., 506 Adelaide St. E., Toronto, Ont. M5A 1N6. Tel: (416) 364-8512. Pres.: Syd Kessler; A&R: Tony Kosinec

Labels: (Owned) CRI, Change

Int'l reps.: Germany (Siegel/Jupiter), Japan (Watanabe)

Chant du Monde, see Archambault

Chapel/Bridge Recs. (div. of Pacific Press Publ'g Ass'n), PO Box 398, Oshawa, Ont. L1H 7N4. Tel: (416) 579-2311

Home office: USA

Labels: (Owned) Bridge, Chapel

Charisma, see PolyGram

Charity, see Intermodal

Chiaroscuro, see Phonodisc

Chi-Sound, see RCA

Chrysalis, see Capitol

Churchill, see MCA

Circa, see Bruce Thompson

Circle, see MZ

Cleveland Int'l, see CBS

Climax, see Phonodisc

Guy Cloutier, see Trans-Canada

Club Series, see RCA

Columbia, see CBS

Columbia Legacy collection, see CBS

Columbia Masterworks, see CBS

Contact, see MZ

Coral, see MCA

Cosmic Recs. of Canada, 292 Lorraine Dr., Montreal/Baie d'Urfe, P.Q. H9X 2R1. Tel: (514) 457-5959. Pres. & A&R Dir.: Hugh D. Dixon, VP & Controller W.R. Nichol; Promo. Co-ord.: C.M.A. van Ogtrop

Labels: (Owned) Cosmic, Elevator, Fresh, Futura, Happinessville, Meta, Pamplmesouse

Cosmos, see Peters Int'l

Cotillon, see WEA
 Country Club, see RCA
 Country Dak, see Praise
 Luc Cousineau, see Trans-Canada
 Cubbyhole, see Rising
 Curb, see CBS
 Cut Throat, see A&M
 Cyclade, see MZ
 Cynda, see Boot
 D G, see PolyGram
 D J, see Unidisc
 DaFodil, see Capitol
 Damon Prod's Ltd., 6846 76 Ave., Edmonton, Alta. T6B 0A8 Tel: (403) 465-0132 Telex 037-3308 Pres., A&R & Prod'r Garry L. McDonald; Sec'y Treas. Wallis Petruk, Sales Mgr. Bill Maxim (Distributed by RCA)
Labels: (Owned) Damon, Mustard, Suite
 Darace, see Phonodisc
 Dark Horse, see WEA
 Dawn Club, see Sackville
 Dayspring, see Word
 Deesse, see Archambault
 De Lite, see PolyGram
 Deram, see PolyGram
 Dimension, see RCA
 Dimdisc, see PolyGram
 Dipper 7 Ents., 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-6709 Owner Lou Jean Mollin, Gen Mgr Arthur Trolley, Sales Mgr Robert Paul Mollin
Label: (Owned) Expo
 DiscReet, see WEA
 Disneyland, see Walt Disney
 Walt Disney Music Canada Ltd., 270 Rexdale Blvd., Rexdale, Ont. M9W 1R2 Tel: (416) 743 5552 Gen Mgr Jim Rayburn
Int'l branch: USA, Disneyland/Vista Recs
Labels: (Owned) Disneyland, Vista
 Distribution, see Trans-Canada
 Domino, see Able
 Dream, see RCA
 Dynacom Communications Int'l, PD Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342 5200 Pres. David Leonard
Labels: (Owned) Dynacom, Monticana
 Dynamic, see Holborne
 E C M, see WEA
 E G, see PolyGram
 E M I America, see Capitol
 Eden, see Able
 Edmar, see Holborne
 Elektra, see WEA
 Elephant Recs., 77 Berkely St., Toronto, Ont. M5A 2W5 Tel: (416) 364-3387. Gen. Mgr. Molly Thom.
 Elevator, see Cosmic
 Embryo, see WEA
 Emerald City, see WEA
 Emergency, see Unidisc
 Emotion, see Able
 Enclume, see Trans-Canada
 Epic, see CBS
 Erato, see RCA
 Excelsior, see Pickwick
 Experience (Les. Eds.), see CAM Canada
 Expo, see Dipper 7
 Extreme Recs., 125 Dupont St., Toronto, Ont. M5R 1V4 Tel: (416) 961-7433.
 F P Series, see Holborne.
 Factory, see PolyGram
 Falcon Recs. Inc., 2264 Lakeshore Blvd. W., Toronto, Ont. M8V 1A9 Tel: (416) 625-3865. Telex 065-22673. Pres. Gerry Mischuk; Gen. Mgr. Don Lorusso. (Distributed by A&M)
Int'l rep.: Germany (Bellaphon).
 Famous Charisma, see WEA.
 Fantasy, see Phonodisc.
 Festivo, see PolyGram
 Fiesta Rec. Corp. of Canada, c/o Peter Vyneberg, 1420 Sherbrooke St. W., Montreal, P.Q. H3G 1K5. (Also see Holborne)
Home office: USA
 Finnadar, see WEA.
 First American, see Phonodisc.
 First Int'l Recs., 11602 75 Ave., Edmonton, Alta. T6G 0J2 Tel: (403) 436-3096. Pres.: Frank Phillet; Gen. Mgr.: Neil Maciver.
 Fisher Folk, see Praise.
 Fleur, see PCRL
 Flicker, see A&M.
 Flicker (USA), see RCA.
 Flutterby, see A&M.
 Flying Fish, see Stony Plain.
 Focus, see Production Connection.
 Fogarty's Cove, see Boot.
 Serge Fontane, see Trans-Canada.
 Foreign Exchange, see PCRL & Boot.
 Freedom, see RCA
 Fresh, see Cosmic.
 Fringe Prod., see Ready
 Full Moon, see CBS.
 Futura, see Cosmic.
 G R P, see PolyGram.
 G T D, see CBS.
 Gael-Linn (Ireland), see Boot.
 Galaxy Recs. & Tapes Ltd., 744 Polson Ave., Winnipeg, Man. R2X 1M2. Tel: (204) 582-3371.
 Gamma Recs. Ltd., 3575 Blvd. St. Laurent, S-804, Montreal, P.Q. H2X 2T7. Tel: (514) 842-1788. Pres.: Jack Lazare; Gen. Mgr. Daniel Lazare; Sales Mgr.: Francine Audette.
Int'l rep.: France (Gamma).
 Generation, see Boot.
 Grafle, see Trans-Canada.
 Glencoe, see Boot.
 Global, see Attic.
 Golden Age, see Boot.
 Golden Eagle Recs., 55 S. Cumberland St., Thunder Bay, Ont. P7B 2T6 Tel: (807) 344-1511. Pres., A&R, Pub. & Promo.: Don Grashey.
Int'l rep.: USA (Nationwide Sound).
 Golden Greats, see RCA.
 Golden Hour, see Phonodisc.
 Gold Mind, see RCA.

Gold Seal, see RCA.
 Gold Standard, see RCA.
 Good News, see Word
 Gordy, see Quality.
 Grunt, see RCA
 Gull, see Attic
 H & S, see Phonodisc
 Haida, see A&M
 John Hall, see Mamroads.
 Handshake, see Quality
 Hansa, see Quality.
 Happinessville, see Cosmic.
 Harmonia Mundi, see Archambault.
 Harvest, see Capitol.
 Headfirst, see MCA.
 Herwin, see Boot.
 Hilltop, see Pickwick.
 Holborne Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 284-3085 Telex 06-963548 Pres., Frank P. Swain; Gen. Mgr. H. Littlejohn; Sales Mgr. Ray Johnston; West Indian Repertoire Mgr.: Stanley Gittens.
Labels: (Owned) FP Series, Island Series; (licensed domestic) Banff, Canadian Cavalcade, Celtic, Rodeo, Solitudes; (licensed foreign) Dynamic (Jamaica), Edmar (Bermuda), Jupiter (Germany), Merrydisc (Barbados)
 Horizon, see A&M, Praise & Production Connection.
 Horse, see MZ
 House of Lords, see RCA
 I R S, see A&M
 Ice, see PolyGram
 Image, see Boot
 Image VII, see Word.
 Infinity, see MCA.
 Intercom, see Pickwick
 Intermodal Prod's Ltd., PD Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. John Rodney; VP Dpns Evelyn Rodney.
Labels: (Owned) Laser, Lassoo, Ranch House, (distributed) Charity, Pops Update
 International Artists, see A&M.
 Invitation à la Musique, see PolyGram
 Island, see WEA
 Island Series, see Holborne
 J C Prod's, see Unidisc.
 J M I, see Trans-Canada.
 J M I (USA), see Boot.
 Jackal, see Trend.
 Janz, see Word.
 Jazzman, see Phonodisc.
 Jet, see CBS.
 Joe Gibbs, see Phonodisc.
 Johnston, see CBS.
 Jupiter, see Holborne.
 K, see V Recs.
 K-tel Int'l Ltd., 1670 Inkster Blvd., Winnipeg, Man. R2X 2W8. Tel: (204) 633-8860. Telex: 07-587597. Exec. VP: Mickey Effenbein; VP Music Admin. Marc J. Dahlquist.

Branch: Montreal, P.Q., 3285 Cavendish Blvd., Suite 155. Postal Code: H4B 2M3. Telex: 05-268800. Eastern Canada A&R Dir.: Art Young.
Home office: USA
 Kaba, see Boot.
 Kama Sutra, see Quality
 Kebec Disc, 2322 Sherbrooke E., Montreal, P.Q. H2K 1E5. Tel: (514) 527-2397.
 Kids' Recs., 57 Berkeley St., Toronto, Ont. M5A 2W5. Tel: (416) 363-9167. Telex: 06-986766. Pres.: William Usher, Gen. Mgr.: Andy Crosbie; Sales Mgr.: Angus MacKay.
 Kirshner, see CBS.
 Kneptune Int'l Recs. Ltd., Box 5236, Vancouver, B.C. V6B 4B3. Tel: (604) 531-9331, 522-2711. Pres. Kenny Harris.
Int'l branch: USA
Int'l reps.: UK (Pye), USA (Audio Fidelity, Crystal, First American, Lyricord).
 Kosmos, see Boot.
 Kronos, see Peters Int'l.
 Lars, see Peters Int'l.
 Laser, see Intermodal.
 Lassoo, see Intermodal
 Laurie, see RCA
 Legendary Performers, see RCA.
 Liberty, see Capitol.
 Light, see Word.
 Little David, see WEA.
 Little People, see Praise.
 Little Pilgrim, see Master's Collection.
 London, see PolyGram
 Lorimar, see CBS
 Lotus, see RCA.
 M B S, see Pickwick
 M C A Recs. (Canada) Ltd., 2450 Victoria Park Ave., Willowdale, Ont. M2J 4A2. Tel: (416) 491-3000. TWX: 610-492-5204. Telex: 06-966876. VP/Gen. Mgr.: George R. Burns, Nat'l Promo. Mgr.: Lesley Soldat; Mktg. Dir.: Michael McKelvie; Sales Mgr.: Randy Lennox.
Branches: Calgary, Alta., 1121 Centre St. N. Unit 310. Postal Code: T2E 7K6. Tel: (403) 230-3991. Sales Mgr.: Geoff Gibbons—Vancouver, B.C., 506-12000 W. 73 Ave. Postal Code: V6P 6G5. Tel: (604) 263-1761. Sales Mgr. Bill Tait—Winnipeg, Man., 365 Margrave St. Postal Code: R2G 3B1. Tel: (204) 669-1991. Sales Mgr.: Jack Skelly—Moncton, N.B., 205 Story Rd. Postal Code: E1A 2Y1. Tel: (506) 389-9584. Sales Mgr.: David Read—Montreal, P.Q., 10500 Cote de Liesse, Suite 140, Lachine H8T 3E3. Tel: (514) 636-6095. Sales Mgr.: Frank Iacovella.
Labels: (Owned) Apex, Backstreet, Coral, Infinity, MCA, Songbird, Vocalion; (distributed—not licensed) Churchill, Headfirst, PPL, Unicorn.
 M G M, see PolyGram
 M H S, see Boot.
 M M G, see Moss.
 M Z Prod's, 7033 Trans Canada Hwy., Suite 220, Montreal, P.Q. H4T 1S2. Tel: (514) 336-1371. Telex: 05-824504. Pres. & Int'l A&R: Michel Zgarka.
Labels: (Owned) Contact; (licensed foreign) Arabella, Atoll, Bleu Blanc Rouge, Cyclade, Horse, Pathe-Marconi (all France); Circle (Italy), Polydor (Spain), Shiva (Belgium).
 Madacy Rec. Group, 1570 Beaulac St., St. Laurent, P.Q. H4R 1W8. Tel: (514) 335-2012. Telex: 05-25134. Pres.: Amos Alter.

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Int'l Branch: USA.
Labels: (Owned) Mainroads; (distributed) Mike Adkins, John Hall, Master Sound, Jimmy Swaggart
 Manna, see Word.
 Manticore, see WEA.
 Maple Haze Music Ltd., 9615 56 Ave., Edmonton, Alta. T6E 0B2. Tel: (403) 436-3981. Pres.: Jean Leskew.
 Maranatha!, see Word.
 Marble Arch, see Phonodisc.
 Marguerite, see PCRL.
 Nicole Martin, see Trans-Canada.
 The Master's Collection Ltd. (Pilgrim-Canada), PO Box 189, Sta. W. Toronto, Ont. M6M 4Z2. Pres.: Paul J. Young; Sec'y: Diane Young; Sales Mgr.: Roy Burrage; Promos.: Ted Gerber.
Labels: (Owned) Little Pilgrim, Master's Collection, Pilgrim, Sharon, Word.
 Master Sound, see Mainroads.
 Mastersound Audiophile, see CBS.
 Matra, see Unidisc.
 Matrix, see CBS.
 Maze, see A&M.
 Melon-Miel, see Trans-Canada.
 Mercury, see PolyGram.
 Merrydisc, see Holborne.
 Message, see Boot.
 Meta, see Cosmc.
 Metal Beat, see PolyGram.
 Michele Audio Canada Ltd., 491 Brimly Rd., Scarborough, Ont. M1J 1A4. Tel: (416) 264-4181.
Home office: USA.
 Milestone, see Phonodisc.
 Millennium, see RCA.
 Mr. Pickwick, see Pickwick.
 Modern, see WEA.
 Modulation Recs. Ltd./Module 1 Recs. Ltd./Disques Sirano Canada, 5514 Isabella St., Montreal, P.Q. H3X 1R6. Tel: (514) 487-0859. Telex: 055-66493. Pres.: Jehan V. Valiquet.
 Module 1 Recs. Ltd., see Modulation.
 Monticana, see Dynacom.
 Morning, see Boot.
 Morning Star, see Boot.
 Teresa Moskal Ensemble, see Trans-Canada.
 Moss Music Group (Canada) Inc., 510 Coronation Dr., Unit 17, West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres.: John Leetham; Sales Mgr.: Julian Rice.
Home office: USA.
Labels: (Owned) Allegro, Canadiana, Candide, MMG, Storyville, Turn On, Vox Boxes, Vox/Turnabout
 Motown, see Quality.
 Moutarde, see Boot.
 Muse, see Capitol.
 Music For Pleasure, see Archambault.
 Musidisc, see Archambault.
 Mustard, see Damon & RCA.
 Myrrh, see Word.
 Nemperor, see CBS & WEA.
 Network, see Boot.
 New Born, see Praise.
 Neworld, see Word.
 NewSong, see Word.
 New Ventures, see Phonodisc.
 Nobel, see Trans-Canada.
 Paolo Noel, see Trans-Canada.
 Nonesuch, see WEA.
 Nova, see Pickwick.
 Ode, see CBS.
 Odyssey, see CBS.
 L'Oiseau Lyre, see PolyGram.
 Onari, see Sackville.
 One Heart, see Phonodisc.
 Orchestre Montreal Pop, see Trans-Canada.
 Orient, see RCA.
 Ovation, see RCA.
 P B I, see Unidisc.
 P C M Recs., c/o Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044.
 P C R L (Productions Carole Risch Ltd.), 2364 Sherbrooke St. E., Montreal, P.Q. H2K 1E6. Tel: (514) 526-2831. Telex: 055-61375. Pres. & Dir. Gen.: Carole Risch.
Labels: (Owned) Botadisc, Bouquet, Carats, Fleur, Foreign Exchange, Marguerite, Quatre Saisons, Sterling.
 P M, see Post Meridien & Phonodisc.
 P P L, see MCA.
 P R T, see Phonodisc.
 Pablo, see RCA.
 Pacific, see WEA.
 Pamplémousse, see Cosmc.
 Paradise, see WEA.
 Park Lane Music Co. Ltd., 10534 109 St., Edmonton, Alta. T5H 3B2. Tel: (403) 426-1362. Pres.: Wes Dakus; Gen. Mgr.: Caryl Oakes.
Label: (Owned) Vera Cruz.
 Paroles & Musique, see Trans-Canada.
 Parrot, see PolyGram.
 Pathe, see Capitol.
 Pathe-Marconi, see MZ.
 Pavillion, see CBS.
 Penny Farthing, see A&M.
 Periwinkle, see Boot.
 Peters Int'l Recs. Canada Ltd., 951 Denison St., Unit 17, Markham, Ont. L3R 3W9. Tel: (416) 490-8001.
Home office: USA.
Labels: (Owned) Aris, Cosmos, Kronos, Lars, Peters Int'l
 Philadelphia Int'l, see CBS.
 Phildisc, see PolyGram.
 Philly Sound Works Entertainment Corp., 1390 Sherbrook W., Suite 2, Montreal, P.Q. H3G 1J9. Tel: (514) 844-2877. Pres.: Paul Klein; Gen. Mgr.: Vincent Montana Jr.; Sales Mgr.: Harvey B. Goldberg.
 Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: 06-963629. Pres.: Jim Tramor; VP/Nat'l Sales Mgr.: Rob Lutes; Rec. Div. Mgr.: Grant Hurley
Branches: Calgary, Alta., B3, 2209-6651 Ranchview Dr. NW. Postal Code:

T3G 1B3. Tel: (403) 239-2661. Mgr.: Gary Gow-Doux; **Montagnes, P.Q.**, PO Box 114. Postal Code: J7R 4K1. Tel: (514) 473-2645. Sales Rep.: Kerli Hannah.
Labels: Adelphi, Ariola-Eurodisc, Audiofidelity, Chiaroscuro, Climax, Darrace, Fantasy, First American, Galaxy, Golden Hour, H&S, Jazzman, Joe Gibbs, Marble Arch, Milestone, New Ventures, One Heart, PM, PRT, Phonodisc, Piccadilly, Posterity, Prestige, Quantum, Rhino, Salt, Stax, Sydney Thompson, TCD, Warm-Up.
 Piccadilly, see Phonodisc.
 Pickwick Recs. (div. of American Can Canada Inc.), 180 Station St., Ajax, Ont. L1S 1E7. Tel: (416) 683-1466. Telex: 06-981378. Gen. Mgr.: Alan Reid; Nat'l A&R & Mds. Mgr.: Allan Matthews.
Labels: (Owned) Excelsior, Hilltop, Intercan, Mr. Pickwick, Pickwick, Pro-Arte, Quintessence; (Licensed) CRI, MBS, Nova.
 Pilgrim, see Master's Collection.
 Yves Plamondon, see Trans-Canada.
 Planet, see WEA.
 Plantation, see Quality.
 Polydor, see PolyGram.
 Polygram (Spain), see MZ.
 PolyGram Inc./PolyGram Dist'n Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: PDLYDISC. Telex: 05-825690.
 TWX: (610) 421-3509. Pres.: Peter Erdmann; Exec. VP & Gen. Mgr.: Dieter Radecki; Exec. VP Finance & Admin.: Wingolf Mielke; VP Finance & Admin.: Herbert Perera; VP Prod. Mgmt.: Leo da Silva; VP Classics Int'l: Vassilios Pollakis; VP Dpns. & Systems: Don Wedge; Nat'l Promo./Pub. Dir.: Bob Ansell, Sr. Prod. Mgr.: Michael Theriault; Mktg. & Sales Dir.: Ken Graydon; Prod. Mgr.: Derek Steede; Eastern Reg'l Mgr.: Gaston Carreau; Eastern Reg'l Promo. Mgr.: Pierre Parent.
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Labels: A Capella, Abkco, Archiv, Argo, Arista, Barclay, Beau Bec, Big Time, Casablanca, Charsma, DG, De-Lite, Deram, Dindisc, EG, Factory, Festivo, GRP, Ice, Invitation a la Musique, London, MGM, Mercury, Metal Beat, L'Oiseau Lyre, Parrot, Philips, Polydor, Polystar, RSO, Resonance, Rialto, SPSS, Sequenza, Spring, Telefunken, Threshold, UK, Vertigo, Verve, Virgin.
 Polystar, see PolyGram.
 Pops Update, see Intermodal.
 Portrait, see CBS.
 Poser Prods., 55 Torbay Rd., Unit 3, Markham, Ont. L3R 1G7. Bus. Mgr.: Marilyn Cassar.
 Posterity, see Phonodisc.
 Post Meridien Prod'n Ltd., PO Box 103, Sta. A. Toronto, Ont. M5W 1A2. Tel: (416) 751-9610. Pres.: Gene Perla; Gen. Mgr.: Lois Ok. (Distributed by Phonodisc)
Home office: USA, PM.
Label: (Owned) PM.
 Int'l repts.: Austria (Music Dist. in Germany), Canada (Phonodisc), Denmark (Steeplechase), Germany (Music Dist.), Italy (IRD), Japan (Terchiku), Switzerland (Music Dist. in Germany), UK (Cadillac).
 Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
 Int'l branches: Australia, South Africa, UK, USA.
Labels: (Owned) Country Oak, Horizon, Little People, New Born, Praise, Tunesthit; (Licensed-foreign) Fisher Folk (UK), Star Song (USA).
 Precision, see CBS.
 Prelude, see Quality.
 Prestige, see Phonodisc.
 Pro-Arte, see Pickwick.
 Pro-Culture, see Trans-Canada.
 Production Connection Inc., 408 St. Gabriel, Montreal, P.Q. H2Y 2Z9. Tel: (514) 866-2021.
Labels: (Owned) Bobinson, Focus, Horizon, Vierge.
 Psi Recs., 1747 W. Third Ave., Vancouver, B.C. V6J 1K7. Tel: (604) 732-3761. Mgr.: Robin Spurgin.
Labels: (Owned) Psi, Ramophone.
 Pure Gold, see RCA.
 Q C A/Blue Mark, see RCA.
 Quadratic, see RCA.
 Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; Pres. Custom Mfg. & Finance: Terry M. Lynd; VP Finance: Sidney Lambersky; A&R Dir.: John Dnsolci; Bus. Affairs Dir.: Nadine Langlois. Local branch: 480 Tapscott Rd. Postal Code: M1B 1W3. Tel: (416) 291-5590. Telex: 06-526154. Mktg. Dir.: Barry J. Stafford; Promo.: John Small.
 Branch: St. Laurent, P.Q., 3767 Thimens Blvd., Suite 206. Postal Code: H4R 1W4. Tel: (514) 336-5930. Telex: 05-824749. Sales Mgr.: Yves Dupuis; Promo.: Michael Jastrzemsky.
Labels: (Owned) Birchmount, Celebration, Quality, Ringside; (Licensed foreign) AVI, Ariola, Buddha, Gordy, Handshake, Hansa, Kama Sutra, Motown, Plantation, Prelude, RFC, Radio, Ranwood, SSS Int'l, Scorpion, Sesame Street, Sunbird, Tamla, Vanguard, Ze; (distributed-not licensed) Ready.
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 Quintessence, see Pickwick.
 R C A Inc., Rec. Div., 2245 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 299-9000. TWX (610) 821-3420. VP & Gen. Mgr.: J. Edward Preston; Pres. Sunbury-Dunbar: Jack Feeny; Creative Affairs & Int'l Dir.: Andy Nagy; Ops. Servs. Dir.: K.R. Gilhes; Finance Dir.: Don Kollar; Mktg. Servs. Mgr.: Wayne R. Jordan; Mktg. Dir.: John Ford; Nat'l Sales Mgr.: Jim Fotheringham; Special Prods.: Edward T. Traynor; Ontario Sales & Promo. Mgr.: T.M. Williams.
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Royalmount Ave., Suite 200. Postal Code: H4P 1J8. Tel: (514) 735-6523. TWX: (610) 421-3737. Sales & Promo. Mgr.: Richard Galbois.
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 R K M see Altic.
 R S O, see PolyGram.
 Radio, see Quality.
 Ramophone, see Psi.
 Ranch House, see Intermodal.
 Ranwood, see Quality.
 Rayne, see RCA.
 Ready Recs., 57 Berkeley St., Toronto, Ont. M5A 2W5. Tel: (416) 363-9164. Telex: 06-986766. Gen. Mgr.: Andrew Crosbie; Label Mgr.: Angus McKay.
Labels: (Owned) Ready (distributed by Quality), Fringe Product (distributed by Record Peddler).
 Red Lightn, see Stony Plain.
 Red Seal, see RCA.
 Reel Recs. & Tapes Ltd., 1035 Richmond St., London, Ont. N6A 3J6. Tel: (519) 672-1904.
 Regency, see RCA.
 Reprise, see WEA.
 Republic, see RCA.
 Resonance, see PolyGram.
 Rhino, see Phonodisc.
 Rialto, see PolyGram.
 Ringside, see Quality.
 Rio, see Unidisc.
 Riot, see Boot.
 Rising Recs. Ltd., 111 Peter St., Suite 602, Toronto, Ont. M5V 2H1. Tel: (416) 596-1400. Pres.: Robert H. Hahn.
Labels: (Owned) Cubbyhole, Rising.
 Ritdong, see RCA.
 Rodeo, see Holborne.
 Rolling Stones, see WEA.
 Ross Sound, see Boot.
 Rouge, see Unidisc.
 Rounder, see Attic & Stony Plain.
 Royalty Recs. of Canada Ltd., 9229 58 Ave., Edmonton, Alta. T6E 0B7. Tel: (403) 436-0665. Pres.: Jack Dubasz; VP: R. Marlan Smith; Artist Development Dir.: Danny Makarus; Pub. Dir.: Brenda Rudiger.
 Rusalca, see Boot.
 S G M Recs. Ltd., PO Box 34374, Sta. D, Vancouver, B.C. V6J 4P3. Tel: (604) 879-7255.
 S L M, see Boot.
 S P P S, see PolyGram.
 S S S Int'l, see Quality.
 Sackville Recs. PO Box 87, Sta. J, Toronto, Ont. M4J 4X8. Tel: (416) 593-0269. Chief Exec.: John Norris, William E. Smith.
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 Safari, see Attic.
 Seasons, see Trans-Canada.
 Salsoul, see RCA.
 Salt, see Phonodisc.
 Scorpion, see Quality.
 Scotti Bros., see WEA.
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 Select, see Archambault.
 Sequenza, see PolyGram.
 Seraphim, see Capitol.
 Sesame Street, see Quality.
 Sevate, see World Recs.
 Shanachie, see Boot.
 Sharon, see Master's Collection.
 She, see WEA.
 Shiva, see MZ.
 Showbiz, see Trans-Canada.
 Shumka, see Boot.
 Sirano, see Modulation.
 Sire, see WEA.
 Sloth, see A&M.
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 Solar, see Boot.
 Solar (USA), see RCA.
 Solid Gold Recs., 180 Bloor St. W., Toronto, Ont. M5S 2V6. Tel: (416) 960-8161. (Also see A&M)
 Solid Rock, see Word.
 Solitudes, see Holborne.
 Songbird, see MCA.
 Sparrow, see Word.
 Spectra-Scene, see CBS.
 Spirit, see Word.
 Spring, see PolyGram.
 Springwater Prod'n Ltd., 56 Clinton St., Guelph, Ont. N1H 5G5. Tel: (519) 824-7885. Pres.: Homer Hogan; VP: Dorothy Hogan.
 Starr Concerts, see A&M.
 Stars, see Boot.
 Star Song, see Praise.
 Stax, see Phonodisc.
 Sterling, see PCRL & Boot.
 Stiff, see Attic & CBS.
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Labels: (Owned) Stony Plain; (Licensed) Flying Fish, Red Lightn, Rounder
 Int'l repts.: Central America (Dideca), Japan (Trio/Kenwood), USA (First American), UK (Decca)

Storyville, see Moss.
 Studio SM, see Archambault.
 Suite, see Damon.
 Sunbird, see Quality.
 Sunflower, see V Recs.
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 Int'l branch: USA.
 Super-Etoiles, see Trans-Canada.
 Supreme, see Trans-Canada.
 Jimmy Swaggart, see Mainroads.
 Swan Song, see WEA.
 T C D, see Phonodisc.
 T K, see CBS.
 T-Neck, see CBS.
 Tabu, see CBS.
 Tamia, see Quality.
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 Tara, see Boot.
 Taxi Recs. (div. of The Great Canadian Entertainment Co. Inc.), 1659 Bayview Ave., Toronto, Ont. M4G 3C1. Tel: (416) 485-1157. Pres.: Dave Coutts; VP: Brian Ayres. (Also see Smile)
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 Tembo, see RCA.
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 Sydney Thompson, see Phonodisc.
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 Troubadour, see A&M.
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 Unicorn, see MCA.
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 Union Recs. Inc., 5100 Hutchison, Montreal, P.Q. H2V 4A9. Tel: (514) 495-2551. Pres.: Steven Grossman; VP Prod'n: Peter Alves. (English prod. licensed to CBS, French prod. licensed to Trans-Canada)
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 Unlimited Gold, see CBS.
 Uptown, see Boot.
 V I P, see Able.
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 Val, see Vclero.
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Macien Music of Canada (PRO), see ATY Music Group.
Mainroads Publ'g (CAPAC), 100 Huntley St., Toronto, Ont. M4Y 2L1. Tel: (416) 961-8001. Pres.: David Mainse.

Making Notes (PRO), see Partisan.
Manhole Music (PRO), 11602 75 Ave., Edmonton, Alta. T6G 0J2. Tel: (403) 436-3096. Pres.: N. MacIver; Gen. Mgr.: F. Phillet.
Manna Music (ASCAP), PO Box 6900, Vancouver, B.C. V6B 4B5. Contact: Gerry Scott.
The Master's Collection Ltd. (PRO), PO Box 189, Sta. W., Toronto, Ont. M6M 4Z2. Tel: (416) 746-1991. Mng. Dir.: Paul J. Young.
Maxess Music (CAPAC), see Rising.
McMusic Ltd. (CAPAC), 14 Gardendale Court, No. 1, Downsview, Ont. M3H 5P8. Tel: (416) 635-6321. Pres.: Ian McLeish.
Mercedes Music (PRO), see Castlewood.
Midnight Blue Music (PRO), 42 Brahm's Ave., Willowdale, Ont. M2H 1H4. Tel: (416) 492-9916. Pres. & Gen. Mgr.: Birgitta Graham; Prof. Mgr.: Prakash John.
Minnalouche Music (PRO), PO Box 1175, Victoria, B.C. V8W 2T6. Tel: (604) 479-1002. Pres. & Gen. Mgr.: Jurgen Gothe.
Mispac Music (CAPAC), see Pangaea.
Modeles Enr. (Les Eds.) (PRO), 65 54 Ave., Pointe-aux-Trembles, P.Q. H1A 2T1. Tel: (514) 642-0648. Gen. Mgr.: Pat Di Stasio.
Montina Music (PRO), PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres. & Prof. Mgr.: David P. Leonard.
Glenn Morley Music (CAPAC), see Rising.
Morning Music Ltd. (CAPAC), 1343 Matheson Blvd., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960250. Pres.: Jury Krytiuk; VP: Tom C. Connors; Gen. Mgr.: Mark Altman; Admin. Mgr.: Ann Fuller; Copyright Mgr.: Mary Krytiuk; Promo.: Peter Krytiuk.
Moss Music Group (Canada) Inc., 510 Coronation Dr., West Hill, Ont. M1E 4X6. Tel: (416) 284-0128. Pres.: John Leaham.
Mother Necessity Music (PRO), see Pangaea.
Mummy Dust Music (CAPAC), 98 Queen St. E., Suite 2B, Toronto, Ont. M5C 1S6. Tel: (416) 364-6040. Pres.: Bernard Finkelstein; Prof. Mgr.: Jehanne Languedoc.
Nahej Publ'g (PRO), 5514 Isabella St., Montreal, P.Q. H3X 1R6. Tel: (514) 487-0859. Telex: (05) 566493. Pres.: Jehan Y. Hiaque.
Neutron Songs/Bio Music (CAPAC/PRO), 57 Berkeley St., Toronto, Ont. M5A 2W5. Tel: (416) 363-9164. Telex: 06-986766. Gen. Mgr.: Angus MacKay; Prof. Mgr.: Andy Crosbie.
Northern Light Music Publ'rs (PRO) (div. of Dipper 7 Ents.), 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-6709. Owner: Lou Jean Mullin; Gen. Mgr.: Arthur Thrull; Sales: Robert Paul & Richard Mullin.
Noteworthy Publ'g Co. (PRO), 6979 Curragh Ave., Burnaby, B.C. V5T 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
P S I Publ'g (PRO), 1747 W. Third Ave., Vancouver, B.C. V6J 1K7. Tel: (604) 732-3761. Mgr.: Robin Spurgin.
Pachyderm Music (CAPAC), 77 Berkeley St., Toronto, Ont. M5A 2W5. Tel: (416) 364-3387. Gen. Mgr.: Molly Thom.
Palas House Publ'g (PRO), Box 7, RR 1, Beaverbank Rd., Lower Sachville, N.S. B4C 2S6. Tel: (902) 865-8023. Pres.: Joe Palaschuk.
Pangaea Music (PRO), PO Box 609, Sta. F., Toronto, Ont. M4Y 2L8. Tel: (416) 922-1600. Pres. & Gen. Mgr.: Tony Tobias.
Park Lane Music Co. Ltd., 10534 109 St., Edmonton, Alta. T5H 3B2. Tel: (403) 426-1362. Pres.: Wes Dakus; Gen. Mgr.: Caryl Dakus.
Partisan Music Prod'ns Inc. (CAPAC, PRO), PO Box 615, Don Mills, Ont. M3C 2T6. Tel: (416) 881-6619. Pres.: Frank Davies; Prof. Mgr.: Lydia Squires.
Partner Ship Music (CAPAC), see Partisan.
Peer-Southern Org. (Canada) Ltd. (PRO, CAPAC), 180 Bloor St. W., Toronto, Ont. M5S 2V6. Tel: (416) 924-5781. Cable: SOUTHMUSIC. Mng. Dir.: Matthew Heft.
Pet-Mac Publ'g (PRO), 6846 76 Ave., Edmonton, Alta. T6B 0A8. Tel: (403) 465-1322. Telex: 037-3308. Pres.: Garry L. McDonald; Gen. Mgr.: Wallis A. Petruk; Prof. Mgr.: Leonard A. Petruk.
Philly Sound Music, see Anatom.
Plainsong Music (CAPAC), see Kitchen Table.
Pondwater Music (CAPAC), see Attic.
Protosongs (PRO), see Castlewood.
Quality Music Publ'g (PRO) (div. of Quality Recs. Ltd.), 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: George R. Struth; Bus. Affairs Dir.: Nadine Langlois.
Rideau Music Ltd. (CAPAC), see Rising.
Rising Recs. Ltd., 111 Peter St., Suite 602, Toronto, Ont. M5V 2H1. Tel: (416) 596-1410. Pres.: Robert H. Mann.
S M C L Inc. (Les Prod'ns), 450 Beaumont E., St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Pres.: Christian Lelort; VP & Gen. Mgr.: Louis Lelort.
Simone Publ'g (CAPAC)/Mekla Publ'g (BMI), 6000 Cavendish, Suite 055, Cote St. Luc, P.Q. H4W 2Y2. Tel: (514) 487-1573, 336-1371. Telex: 06-824504, 06-986927. Pres.: Simone Zgarka; Gen. Mgr.: Michel Zgarka.
Skinner's Pond Music (PRO), see Morning.
Slalom (PRO), see Aquarius.
Sleet Publ'g (PRO), see Castlewood.
Snowberry Music (CAPAC), see Taxi Driver.
Sounds Abounding (PRO), see Castlewood.
Sparwood Music (PRO), see Chinook.
Speccked Bird Music (CAPAC), see Morning.
Springwater Prod'ns Ltd. (CAPAC), 56 Clinton St., Guelph, Ont. N1H 5G5. Tel: (519) 824-7885. Pres.: Homer Hogan; VP Gen. & Prof. Mgr.: Dorothy Hogan.
Int'l branch: USA
Square Root Music (PRO), PO Box 581, Adelaide St. Sta., Toronto, Ont. M5C 2J6. Tel: (416) 481-3274. Cable: DBSMUSIC. Pres.: Don Bell.
Stony Plain Music (CAPAC), see Kitchen Table.
Stupet Songs (CAPAC), see Castlewood.
Sunbury/Dunbar Music (Canada) Ltd. (CMRRA), 2245 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 299-9000. TWX: (610) 491-3420. Pres.: John R. Feeney; Admin'r: Patricia Wallace.
Frank Swain Music (PRO), PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 284-3085. Pres.: Frank P. Swain.
Sweet Cowboy Music (PRO), see Park Lane.
T M C Publ'g (CAPAC), see The Master's Collection.
Taxi Driver Music (div. of the Great Canadian Entertainment Co. Inc.) (CAPAC), 1659 Bayview Ave., Toronto, Ont. M4G 3C1. Tel: (416) 485-1157. Pres.: Dave Cotts; Prof. Mgr.: Brian Ayres.
Gordon V. Thompson Ltd. (CAPAC), 29 Birch Ave., Toronto, Ont. M4V 1E2. Tel: (416) 923-7329. Cable: GORTHOM. VP & Gen. Mgr.: John C. Bird; Prof. Mgr.: Jack Denton Ilingsworth.
Topi-Tambo Music (CAPAC), see Frank Swain.
Triumph Songs (CAPAC), see Attic.
URAI (PRO), see Partisan.
Unreel Publ'g Co., 1035 Richmond St., London, Ont. N6A 3J6. Tel: (519) 672-1904. Contacts: Helen & John Victor.
V Music Publ'g Co. (CAPAC), see Morning.
Valcor Publ'g (CAPAC), see Nahej.
Vetero Americana Music Publ'g (VAMP) (CAPAC), 79 Lunness Rd., Toronto, Ont. M8W 4M7. Tel: (416) 259-9182. Mng. Dir.: Jose Osana.

625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing. (PWG)
Audio: 8-tr., cassette

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courthouse, Bowmanville, Ont. L1C 3Z3 Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone (PWG)
Audio: 8-tr., cassette

• supplies

CARTRIDGE & CASSETTE PARTS

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100 VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4 Tel: (403) 275-3444—Dorval, P.Q. 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: 8-tr. & cassette parts.

Analyst, see Pacific Int'l.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J.O. Evans.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Audio: 8-tr.

Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3 Tel: (416) 298-8190. Telex: (065) 26142. Pres.: Isidore Philosophie.

Audio: Injection-molded plastic housings.
Global Prods., 350 Sorauen Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Audio: 8-tr., cassette.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio: ANALYST cassette components & shells.
Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing.

Audio: 8-tr. & cassette housings

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9 Tel: (416) 791-3100 VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4, Tel: (403) 275-3444—Dorval, P.Q. 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840

Audio: 8-tr., cassette, open reel.

Analyst, see Pacific Int'l.

Capitol, see Will Farrow.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Will Farrow. Sales Mgr.: Julie Thomson. (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: CAPITOL 8-tr., cassette, open reel.

Global Prods., 350 Sorauen Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751.

Audio: 8-tr., cassette

Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1 Tel: (416) 245-7890. Telex: (06) 989393. Chm.: Eric H. Hardman; Pres.: Eric S. Hardman; Nat'l Sales Mgr.: Carl Cooley.

Audio: MAGNATAPE 8-tr. shells & 5 screw cassette shells (sonic welded)

Magnatape, see Hardman.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio: ANALYST cassettes, reels.

Solo Prods., see Stereodyne.

Sarco, see Global.

Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2 Tel: (416) 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing.

Audio: SOLO PRODS 8-tr. & cassette.

ENVELOPES & MAILERS

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)

Precision Rec. Prod'ns, 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Jack C. Anderson; Sales Mgr.: Paul Falero. (45 & LP)

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courthouse, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (45, LP & Tape)

JACKETS & SLEEVES

Custom Converters Printers Ltd., 563 The Queensway E., Mississauga, Ont. L5A 3X6. Tel: (416) 279-5256. Telex: (06) 961191. (Plastic inner sleeves for LP's)

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)

Holborne Recs., PO Box 9, Mount Albert, Ont. L6G 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston (LP only)

Lithobec Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133. (Jackets only) (M)

Metro Graphic Corp., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. Pres.: Paul Kuzner; Gen. Mgr.: Sam Ungar; Sales Mgr.: Marvin Chankowsky. (Sleeves only)

Modern Album of Canada Ltd., 2450 Finch Ave. W., Unit 7, Weston, Ont. M9M 2E9. Tel: (416) 745-5033. (Jackets & sleeves, record set boxes) (M)

Parr's Print & Litho Ltd., 111 Ferrier St., Markham, Ont. L3R 3K6. Tel: (416) 495-3300. Pres.: R.A. Gray; Gen. Mgr.: D. Fulton; VP Sales: R.J. Humphreys.

Precision Rec. Prod'ns, 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Jack C. Anderson; Sales Mgr.: Paul Falero. (Jackets, Sleeves—45 & LP)

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

Shorewood Packaging Corp. of Canada Ltd., 50 Administration Isle, 2220 Midland Ave., Scarborough, Ont. M1P 3E6. Tel: (416) 292-3990. Telex

(065) 25228. VP & Mng. Dir.: G. Prochaska; Sales Mgr.: Ed Ingram

Branch: Montreal, P.Q., 1625 Chabanel St. W., Suite 1070 Postal Code H4N 2S7. Tel: (514) 388-5745

Home office: USA, New York, N.Y.

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courthouse, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (Jackets: Sleeves—45 & LP)

LABELS, DISK

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)

Holborne Recs., PO Box 9, Mount Albert, Ont. L6G 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston. (45 & LP)

Metro Graphic Corp., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. Pres.: Paul Kuzner; Gen. Mgr.: Sam Ungar; Sales Mgr.: Marvin Chankowsky.

Parr's Print & Litho Ltd., 111 Ferrier St., Markham, Ont. L3R 3K6. Tel: (416) 495-3300. Pres.: R.A. Gray; Gen. Mgr.: D. Fulton; VP Sales: R.J. Humphreys.

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629. Pres.: Jim A. Trainor; Nat'l Sales Mgr.: R. Lutes; Ont. Sales: J. Grobbo, R. Caskenette, P.Q. Sales: K. Hannah. Western Sales Mgr.: Wendy Wasson; Man. & Sash Sales: W. Lutes. (LP only)

Branch: Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-6226.

Precision Rec. Prod'ns, 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Jack C. Anderson; Sales Mgr.: Paul Falero. (45 & LP)

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: (06) 219624. Pres.: George R. Struth; Sales Mgr.: Barry J. Stafford. (45 & LP)

Shorewood Packaging Corp. of Canada Ltd., 50 Administration Isle, 2220 Midland Ave., Scarborough, Ont. M1P 3E6. Tel: (416) 292-3990. Telex: (065) 25228. VP & Mng. Dir.: G. Prochaska; Sales Mgr.: Ed Ingram.

Branch: Montreal, P.Q., 1625 Chabanel St. W., Suite 1070 Postal Code H4N 2S7. Tel: (514) 388-5745.

Home office: USA, New York, N.Y.

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courthouse, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (45 & LP) (M)

POLYETHYLENE BAGS & SHRINKWRAP

Precision Rec. Prod'ns, 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Jack C. Anderson; Sales Mgr.: Paul Falero.

PROFESSIONAL TAPE SUPPLIES

Analyst, see Pacific Int'l

Edit4, see McKee Electronics

Holborne Recs., PO Box 9, Mount Albert, Ont. L6G 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston.

Audio: Cassette labels

McKee Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Telex: (05) 33381.

Audio: WRE bulk erasers; EDITALL splicing & editing equip.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio: ANALYST splicing & leader tapes, cassette labels

Video: ANALYST videocassette labels

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (06) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

Audio & Video: Cassette & videocassette labels

W R E, see McKee Electronics

TAPE, BLANK LOADS

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations show length of tape in feet.

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100 VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: 8-tr., (45,90) broadcast (45,60,90,120), open reel (1500', 2150', 2440', 3000', 3600'), broadcast.

Video: 1" open reel, 1/2" cassette (10,20,30,40,50,60), 1/4" EIAJ open reel (1250', 2400').

Analyst, see Pacific Int'l

BASF (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341 5411. Telex: (05) 827777

Audio: 8-tr., cassette, open reel.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619.

Pres.: J.D. Evans

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Audio: 8-tr., cassette

Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 298-8190. Telex: (065) 26142. Pres.: Isidore Philosophie

Audio: 8-tr., cassette

Edmund Scientific Prods. Co., 3500 Bathurst St., Toronto, Ont. M6A 2C6. Tel: (416) 787-4584

Audio: Endless-loop cassette

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Will Farrow. Sales Mgr.: Julie Thomson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: CAPITOL cassette

Global Prods., 350 Sorauen Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD

Audio: 8-tr. (40,45,80,90 & custom lengths), cassette (40,45,60,90 & custom lengths), open reel

Greencorp, see Pacific Int'l

Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Chm.: Eric H. Hardman; Pres.: Eric S.

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200 - 11031 Bridgeport Rd., Richmond, B.C. Canada V6X 3A2
Telephone: (604) 273-1851 Telex: 04-357568

Hardman; Nat'l Sales Mgr.: Carl Cooley.
Audio: MAGNATAPE 8-tr., cassette.
 International Audio Visual Ltd., PO Box 1096, Postal Code: V3J 6Z4; 224 Cayer St., Coquitlam, B.C. Tel: (604) 522-7955. Cable: IAVSOUND. Telex (04) 351350. Pres.: Dr. Peter P. Allinger; VP Sales: Philip Allinger.
Audio: Cassette.
 Magnatape, see Hardman.
 Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.
Audio: ANALYST ¼" open reel, cassette (standard & mini-micro).
Video: ANALYST ¼" Beta & VHS cassette.
 Pan Canada Magnetics Ltd., 1072 Rangview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres.: H.E. Woolley; Sales Mgr.: J.D. Williams.
Audio: 8-tr., cassette, open reel (¼" & ½")
 Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
Audio: PRESONIC 8-tr., cassette.
 Presonic, see Praise.
 Sony Of Canada Ltd., 411 Gordon Baker Rd., Willowdale, Ont. M2H 2S6. Tel: (416) 499-1414. Telex: (06) 986773. Pres.: Bryan E. Martin; Sales Mgr.: Junior Ali.
Home office: Japan.
Audio: Cassette, open reel (¼").
Video: 1" & ½" open reel, ¼" cassette, ¼" Beta cassette.
 Sorco, see Global.
 Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing.
Audio: DYNAPAK 8-tr. (40.45,80,90), cassette (60,90).
 Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. P3A 4B1. Tel: (416) 499-5044. Telex: (065) 25230. Pres.: R.W. Finkle; VP Sales: H.H. Gruenstein; Mktg. Mgr.: T. Vance; Sales Mgr.: D. Jesty.
Audio: MAXELL 8-tr., cassette, open reel (¼").
Video: MAXELL ¼" Beta & VHS cassette.

TAPE, BULK RAW
 Agfa, see Photo Importing.
 Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Parselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.
Audio: 8-tr., cassette, open reel.
 Analyst, see Pacific Int'l.
 B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.
Audio: Cassette.
Video: ¼" cassette.
 Capitol, see Will Farrow.
 Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Will Farrow; Sales Mgr.: Julie Thomson. (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: CAPITOL 8-tr., cassette.
 Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Audio: 8-tr., cassette, open reel.
 Greencorp, see Pacific Int'l.
 Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Chm.: Eric H. Hardman; Pres.: Eric S. Hardman; Sales Mgr.: Carl Cooley.
Audio: ¼" 8-tr., ¼" cassette.
 International Audio Visual Ltd., PO Box 1096, Postal Code: V3J 6Z4; 224 Cayer St., Coquitlam, B.C. Tel: (604) 522-7955. Cable: IAVSOUND. Telex: (04) 351350. Pres.: Dr. Peter P. Allinger; VP Sales: Philip Allinger.
Audio: ¼" cassette.
 Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.
Audio: ANALYST, GREENCORP ¼" open reel, ¼" cassette
Video: ANALYST, GREENCORP ¼" cassette.
 Pan Canada Magnetics Ltd., 1072 Rangview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres.: H.E. Woolley; Sales Mgr.: J.D. Williams.
Audio: 8-tr., cassette, open reel (¼" & ½").
 Photo Importing Agencies Ltd., 29 Gurney Crescent, Toronto, Ont. M6B 1S9. Tel: (416) 667-0700. Telex: 22631.
Audio: AGFA 8-tr., cassette, open reel.
 Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
Audio: PRESONIC 8-tr., cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT
 Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Parselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.
Product: Bin-loop duplicators, master reproducers.
 B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.
Product: Pancakes.
 Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.
Product: ¼" cassette duplicator.

TAPE PACKAGING & LABELING EQUIPMENT
 Graham Fraser Plg. Machinery Ltd., 50 Don Park Rd., Unit 5, Markham, Ont. L3R 1J3. Tel: (416) 475-6944. Telex: (06) 986766. Pres.: Helmut Woerthe; Sales Mgr.: Paul Scott.
Product: Tape packaging machines, conveyors, cartoners, fully automatic systems, specialty designs.
 Metro Graphic Inc., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. Pres.: Paul Kuzner; Gen. Mgr.: Sam Ungar; Sales Mgr.: Marvin Chankowsky.
Product: Label curing oven.

cloths, anti-static spray; 45 RPM adaptors, disk holders, brushes; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape (all audio).
 Moss Music Group (Canada) Ltd., 510 Coronation Dr., Unit 17, West Hill, Ont. M1E 4X6. Tel: (416) 284-0126.
Product: Record & Tape—carrying & storage cases.
 Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video); splicing tape (audio only).
 Pan Canada Magnetics Ltd., 1072 Rangview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres.: H.E. Woolley; Sales Mgr.: J.D. Williams.
Product: Tape—head cleaners (audio), leader tape (audio).
 Phonodisc Ltd., 30 Walley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629. Pres.: Jim Trainor; Nat'l Sales Mgr.: R. Lutes; Ont. Sales: J. Grobbo, R. Caskenette; P.Q. Sales: K. Hannah; Western Sales Mgr.: Wendy Wasson; Man. & Sash. Sales: W. Lutes.
Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video).
 Smyth Sound Equip. Ltd., 595 Parc Industriel, Lorraine, P.Q. J4H 3V7. Tel: (514) 679-5490.
Product: Record—WATTS record card prods.; ASPEN replacement styli; Tape—ASPEN head cleaners, demagnetizers.
 Sony Of Canada Ltd., 411 Gordon Baker Rd., Willowdale, Ont. M2H 2S6. Tel: (416) 499-1414. Telex: (06) 986773. Pres.: Bryan E. Martin; Sales Mgr.: Junior Ali.
Home office: Japan.
Product: Tape—carrying & storage cases (audio), head cleaners (audio & video).
 Stanton, see Tri-Tel.
 Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing.
Product: Tape—head cleaners.
 Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. P3A 4B1. Tel: (416) 499-5044. Telex: (065) 25230. Pres.: R.W. Finkle; VP Sales: H.H. Gruenstein; Mktg. Mgr.: T. Vance; Sales Mgr.: D. Jesty.
Product: Record—STANTON record care prods., replacement styli; Tape—carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio only).
 Watts, see Smyth.

• **store fixtures**
 B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.
Product: Tape display racks.
 Devon Design, see Will Farrow.
 Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Will Farrow; Sales Mgr.: Julie Thomson.
Product: DEVON DESIGN record & tape display racks.
 Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.
 Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Pres.: Paul Yaroshuk.
Product: Record browser boxes, record display racks, record divider cards.
 Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. P3A 4B1. Tel: (416) 499-5044. Telex: (065) 25230. Pres.: R.W. Finkle; VP Sales: H.H. Gruenstein; Mktg. Mgr.: T. Vance; Sales Mgr.: D. Jesty.
Product: Tape display racks (audio & video).

SCANDINAVIAN RECORD IMPORT LTD.

A unique distribution company representing labels from around the world.

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 187 Lock St., Peterborough, Ontario, Canada. K9J 2Y8
 tel: (705) 748-5422

• **accessories**
 Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Parselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.
Product: Tape—head cleaners, demagnetizers, leader & splicing tape.
 Aspen, see Smyth Sound.
 B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
 Duotone, see Will Farrow.
 Empire Scientific Corp. Ltd., 65 Martin Ross Ave., Downsview, Ont. M3J 2L6. Tel: (416) 661-3910.
Home office: USA.
Product: Record—replacement styli.
 Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Will Farrow; Sales Mgr.: Julie Thomson.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners & demagnetizers; DUOTONE leader & splicing tape.
 Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.
 Holborne Recs., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston.
Product: Record—carrying & storage cases, record care prods.; cleaning

• **promotional merchandising aids**
 The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists.
 Holborne Recs., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston.
Product: Posters, jackets.
 Naughty Bits Music Promos. & Mdsq., PO Box 157, Sta. B, Toronto, Ont. M5T 2T3. Tel: (416) 593-0178.
Product: Buttons, badges.
 Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (06) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.
Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.
Product: Posters.
 Shorewood Packaging Corp. of Canada Ltd., 50 Administration Isle, 2220 Midland Ave., Scarborough, Ont. M1P 3E6. Tel: (416) 292-3990. Telex: (065) 25228. VP & Mng. Dir.: G. Prochaska; Sales Mgr.: Ed Ingram.
Branch: Montreal, P.Q., 1625 Chabanel St. W., Suite 1070. Postal Code: H4N 2S7. Tel: (514) 388-5745.
Home office: USA, New York, N.Y.
Product: Posters.
 World Novelties, 89 King St. E., Hamilton, Ont. L8N 1A9. Tel: (416) 529-3395.
Product: Mirror pins.
 World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250. Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone; Art Dir.: Doug Powers.
Product: Posters

RECORD PEDDLER

115 Queen Street East, Toronto Ontario M5C 1S1

THE MOST COMPREHENSIVE IMPORT CATALOGUE IN CANADA
 Attn: Manufacturers, Distributors, Exporters
 Please Supply Your Catalogues—We Trade in All Styles and Formats of Recorded Music

CHILE

Population: 11,275,000.
 Rate of exchange: \$1 (US) = 48 pesos.
 Per capita income: \$1880.
 Holidays: January 1, May 1 (Labor Day), Good Friday, May 21 (Navy Day), August 15 (Assumption), September 18 (Independence Day), September 19 (Army Day), October 12 (Columbus Day), November 1 (All Saints' Day), December 8, December 25.

• record & tape manufacturers / distributors / importers

Alba, see Industria de Radio & Television.
 Archv, see Philips.
 Arena, see Quatro.
 C B S Recs. Chile Ltda., Mariategui 2460, Providencia, Santiago. Tel: (02) 234-382. Telex: 94412. Finance Dir.: Ramon Munoz; Mktg. Dir.: Guillermo Vera.
 D G G, see Philips.
 E M I Odeon Chilena SA (IFPI), Libertad 1227, Santiago 10. Tel: 737-069. Cable: TURNTABLE. Telex: 94774. Gen. Mgr.: Gonzalo Aranguiz; Sales Mgr.: Gerardo Villaman.
 Labels: (Owned) EMI-Odeon; (licensed) Bell (USA), Codiscos (Colombia), Favedica (Venezuela), IEMPSA (Peru), Island (UK), London (UK), Maria Perego, Musart (Mexico), Private Stock (USA), Purple (UK), United Artists.
 Fermata Ltda. (Eds. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Eliana Cisternas C.
 Home office: Brazil, Discos RGE/Fermata.
 Labels: (Owned) Fermata, Pick, Premier, RGE, Som/Maior, Young.
 Fontana, see Philips.
 Heliodor, see Philips.
 I R T, see Industria de Radio & Television.
 Industria de Radio & Television SA (IFPI), Bustamante 596, Santiago. Tel: 22-7560. Cable: RADIODINTER. Telex: 278. Gen. Mgr.: Mario Reyes.
 Labels: (Owned) Alba; (licensed) Ariola (Spain), Motown (USA), Parnaso (Argentina), RCA (USA).
 Int'l reps.: Argentina (Parnaso), Ecuador (IFESA), El Salvador (Dicesa), Mexico (Musart), Peru (FTA), Venezuela (Cordica)
 M G M, see Philips.
 Mercury, see Philips.
 Odeon, see EMI.
 Philips Chilena SA (IFPI), Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239. Mng. Dir.: Jorge Undurraga; Label Mgr.: Manuel Vera.
 Labels: (Owned) Archv, DGG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Smash, Vertigo, Verve; (licensed) H. Astric (Monaco), Charisma (UK), Fresh Air (UK), Tony Hall Prods'ns (UK), Infopesa (Peru), Interrobang, Jet (UK), MCA (USA), Mooncrest (UK), Mountain (UK), Onix (Ecuador), Peerless (Mexico), RSD (UK), Red Bullet (Netherlands), Rocket (USA), Roxbury (USA), Sono-Radio (Peru), Track (UK), Virrey (Peru), WWA (UK), Wam (Canada).
 Pick, see Fermata.
 Polydor, see Philips.
 Premier, see Fermata.
 Quatro Ltda. (Productora & Distribuidora de Discos) (IFPI), Catedral 2098, Santiago. Tel: 65764/87893. Pres.: Rolando Molina Reyes; Gen. Mgr.: Carlos Herman Greene Valverde.
 Labels: (licensed domestic) Arena, (licensed foreign) Ariola Int'l group (Spain), Baby (Italy), Fuentes (Colombia), Gamma (Mexico), Hispavox (Spain), Microfon (Argentina), Motown (USA), WEA Int'l (USA), Zafiro (Spain).
 R G E, see Fermata.
 Smash, see Philips.
 Som/Maior, see Fermata.
 Sonidos Ltd., Av. Apoquindo 5232, Local 4, Santiago. Tel: 228-9467. Pres.: Nancy Canessa Lara; Gen. Mgr.: Sergio R. Roman Canales; Sales Mgr.: Juan Balague Ayala. (Distributor/Importer)
 U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Mng. Dir. & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
 Labels: (Licensed foreign) Chantecler (Brazil), Continental (Brazil), GNP Crescendo (USA), JVC (Japan), Phonodisc (Brazil), Prelude (USA).
 Vertigo, see Philips.
 Verve, see Philips.
 Young, see Fermata.

• music publishers

Equus (Ediciones Musicales), Rancagua 554, Santiago. Tel: 252-960. 231 811. Dir. Gen.: Jaime Roman C.; Gen. Mgr.: Carlos Quezada H.
 Fermata Ltda. (Eds. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Eliana Cisternas C.
 Peer-Southern Org., see Southern.
 Sochem (Sociedad Chilena de Eds. Musicales) Ltda., Libertad 1227, Santiago 10. Tel: 737-069. Cable: TURNTABLE. Telex: 94774. Gen. Mgr.: Gonzalo Aranguiz; Sales Mgr.: Gerardo Villaman.
 Southern Music Int'l, Cruz 1469, Santiago

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Instituto de Extension Musical, Compania 1264, Santiago. Tel: 89-438.
 S A T C H (Sociedad de Autores Teatrales de Chile), San Diego 246, Santiago. Tel: 67-101, 66-2760.

LICENSING ORGANIZATION, MUSIC

D A I C (Departamento del Derecho de Autor de la Universidad de Chile), San Antonio 427, 2nd fl., Santiago. Tel: 392-335. (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS

E M I Odeon Chilena SA, Libertad 1227, Santiago. Tel: 737-069. Cable: TURNTABLE. Telex: 94774. Gen. Mgr.: Gonzalo Aranguiz; Sales Mgr.: Gerardo Villaman. (Pressing only)

TAPE CUSTOM DUPLICATORS

Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239.

Audio: Cassette.

Quatro Ltda. (Productora & Distribuidora de Discos), Catedral 2098, Santiago. Tel: 65764, 87893. Pres.: Rolando Molina Reyes; Gen. Mgr.: Carlos Herman Greene Valverde.

Audio: Cassette.

U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Owner & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.

Audio: cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Chilena de Productos Fonograficos Ltda., Casilla 139-D, Carlos

Fernandez 260, Santiago. Tel: 50-051, 56-7548. Telex: 289.
 Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
 Video: AGFA Cassette, open reel.
 U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Mng. Dir. & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
 Audio: UTZ cassette.

CHINA, PEOPLE'S REPUBLIC OF

Population: 950,000,000.
 Rate of exchange: \$1 (US) = 1.92 yuan.
 Per capita income: \$375.
 Holidays: January 1 (New Year's Day), February 16-19 (Spring Festival), May 1 (Labor Day), October 1, 2 (National Days).

• record & tape manufacturers / distributors / importers

China Rec. Factory (div. of Central Broadcasting Administration), 811 Heng Shan Rd., Hsu-huai, Shanghai 200030. Tel: (021) 374475. Cable 2627. Dir.: Hsu Cheng-min; Chief Eng.: Yao Qin-yi.
 Pacific Audio & Video Co. Ltd. (affiliate of Guangdong Provincial Broadcasting Bureau), Broadcasting Bldg., Renmin Bei Rd., Canton. Tel: 35270, 30030. Telex: 1051. Gen. Mgr.: M.C. Lin; Sales Mgr.: K. Mak.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Central Conservatory of Music, Peking. Tel: 667120.
 Chinese Musician's Ass'n, 203 Chao-Nei St., Beijing. Tel: 447015. Chm.: Lu Ji.

PRESSING PLANT

China Rec. Factory (div. of Central Broadcasting Administration), 811 Heng Shan Rd., Hsu-huai, Shanghai 200030. Tel: (021) 374475. Cable 2627. Dir.: Hsu Cheng-min; Chief Eng.: Yao Qin-yi.

COLOMBIA

Population: 28,000,000.
 Rate of exchange: \$1 (US) = 73 pesos.
 Per capita income: \$560.
 Holidays: January 1, January 6 (Epiphany), March 19 (St. Joseph's Day), March 30 (Palm Sunday), Easter Week, May 1 (Labor Day), May 15 (Ascension Day), Corpus Christi, June 13 (Thanksgiving), July 20 (Independence Day), August 7 (Battle of Boyaca), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), November 11 (Independence of Cartagena), December 11 (Immaculate Conception), December 25.

RECORDS:

Sales: Asincol (Asociacion de Productores y Fonograficas de Colombia) places the total sales of records and tapes for 1981 at \$25 million. Reliable information is hard to obtain, since the record companies are unwilling to share their sales data with either the press or Asincol.
 Record sales certification awards: There are no awards for selling a standardized number of records. However, each company presents year-end gold and silver records to its own best-selling artists. Some company representatives claim that a sales mark of at least 20,000 copies must be made to qualify for one of these promotional awards.
 Average retail price per record: LPs—\$5.66; classical LPs—\$6.60; super-singles—\$2.83; singles—\$1.50.
 Type of distribution: Manufacturer-to-retailer is the predominant system. There are a few one-stop, but most sales are through retail chains catered in the major cities; they also serve as wholesalers to other retailers. There is very little discounting.
 Type of promotion: Radio is the primary medium (79% penetration); but there is a trend toward producing spots for movie-theatre audiences, and TV exploitation is gaining ground as an alternative.

TAPE:

Market: Spurred by the continued popularity of radio-cassette player combinations, the demand for pre-recorded cassettes is still rising. Unfortunately, it encourages piracy; pirated cassettes account for 98% of all illegal product sold, according to Asincol. 8-track cartridges have been almost completely phased out of the market.

RADIO STATIONS:

No. of: 363 AM, 20 FM. About 85% of programming is music-oriented.

TELEVISION STATIONS:

No. of channels: 3.
 Comment: Nineteen percent of programming is allotted to music. The government, which has control over what is shown on Colombian television, has been re-evaluating its policies in every aspect of programming. Some results are evident. Programs emanating from provincial sources are being licensed, giving them air time which used to be dominated by "canned" programs and those of a violent nature are being de-emphasized.

MARKET ANALYSIS:

Colombia is, along with most of the world, in an economic slump. Colombians have less money to spend on music and entertainment, and these industries are feeling the pinch. Some new developments, however, show a remarkable vitality. In past years imported music has taken an estimated 70% slice of the market, but in the last two years indigenous music, especially vallenato and Andean folk music, has been racking up as much as 50% of total sales. Richard Clayderman's international sound is a notable exception to the trend. As for other pop sounds, salsa has levelled off in popularity and disco has almost vanished from the scene.
 Tom Quinn

• record & tape manufacturers / distributors / importers

Antillano, see Tropical.
 Archv, see Philips.
 Armonia, see FM.
 Atriz, see Chaves.
 C B S SA (Discos) (IFPI), 5-81 Calle 80, Bogota, D.E. Tel: 211-91-00. Cable: COLRECORD. Telex: 43461. Mng. Dir.: Carlos A. Gutierrez T.; Mktg. Dir.: Fidel Jaramillo Villa.
 Labels: (Owned) CBS, Epic (licensed foreign) A&M (USA), Angel (UK), Apple (UK), Capitol (USA), Walt Disney (USA), EMI (UK), Harmony (USA), Odeon (Argentina), PIR (USA), Pathe Marconi (France), Sonoradio (Peru), United Artists (UK).
 Int'l rep.: Worldwide (CBS).
 Caliente, see Sonlux.
 Calle, see Daro.
 Candil, see Chaves.
 Caribe, see Fuentes.
 Carnaval, see Victoria.
 Carrizal, see Sonlux.
 Chaves (Discos), 18-43 Carrera 23, Pasto. Tel: 20-51, 3138. Cable: DIS-CHAVES. Gen. Mgr.: Ramiro Chaves L.; Sales Mgr.: Ila de Chaves.
 Labels: (Owned) Atriz, Candil, Chaves, Emerald.
 Int'l reps.: Costa Rica (Nueva Ola), Ecuador (Centenario), Netherlands (Dureco), Venezuela (Busefa).
 Codiscos (Compania Colombiana de Discos) SA, Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08 35, 55-08 95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M., VP: Alvaro Arango G.; A&R Mgr.: Rafael Mejia P.; A&R Dir.: Marco F. Eusse.
 Labels: (Owned) Costeno, Famoso, Super 45, Super Play, Super Sencillo. Zeda; (licensed) ATC (Argentina), Alshire (USA), Atlas (Italy), Autobahn (Germany), Baby (Italy), Barclay (France), Caracol (Chile), Common Cause (USA), Continental (Brazil), Danny Daniel (Spain), Fantasy (USA), Frituna (Sweden), Gamma (Mexico), Helix (Mexico), Hispavox (Spain), Hungaroton (Hungary), IB (France), Ricardo Kleiman (Argentina), LEM (France), MMS (Austria), Melody (Mexico), Microfon (Argentina), Musart (Mexico), Peruvox (Peru), Melody (Mexico), Promusa (Peru), Ri-Fi (Italy), Riviera (France), SOS (Sweden), Trova (Venezuela).
 Int'l reps.: Ecuador (Famoso), Guatemala (Dideca), Mexico (Musart), Panama (Sonomundi), USA (TH), Venezuela (Discoteca).
 Corporacion Musical Ltda., Carrera 47, No. 52-62, Apdo. Aereo 7011, Medellin. Cable: CONMUSICAL. Tel: 34-14-51. Gen. Mgr.: Hernan Restrepo Duque.
 Costeno, see Codiscos.
 D G G, see Philips.
 Daro Ltda. (Importaciones), 6-47 Calle 18, 11th fl., Bogota. Tel: 241-12-18, 243-36-66, 283-07-53. Cable: IMPODARO. Pres.: Simon Daro; Gen. Mgr.: Eduardo Calle.
 Int'l branches: Canada, Toronto, Ont.; USA, Miami, Fla., New York, N.Y.
 Labels: (Owned) Calle, Daro, SAR, SIS, Simidav; (licensed foreign) Argo, Decca (UK), London (USA), L'Oiseau Lyre, Phase 4 (UK), Torres, Vega.
 Int'l reps.: Argentina (EMI-Odeon), Brazil (EMI-Odeon), Chile (Sonotec), Costa Rica (Indica), Ecuador (Famoso), Mexico (EMLASA), Spain (SGAE), Venezuela (La Discoteca).
 Delujo, see Fuentes.
 Diana, see Victoria.
 Discomoda de Colombia Ltda. (IFPI), Apdo. Aereo 29585, 46-65 Avda. Caracas, Bogota, D.E. Tel: 285-0311, 287-3136. Cable: DISCOMODA. Gen. Mgr.: Enrique Estrada Duque; Sales Mgr.: Humberto Vega Munoz.
 Home office: Venezuela.
 Labels: (Owned) Discomoda; (licensed) Alegre (USA), Belter (Spain), Continental (Mexico), Discomoda (USA, Venezuela), FTA (Peru), Favedica (Venezuela), Inca (USA), Tico (USA), West Side Latino (USA).
 Elite, see Sociedad Int'l de Sonido.
 Emerald, see Chaves.
 Epic, see CBS.
 Extra, see Tropical.
 F M Discos & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686, 247-5137. Cable: FM. Pres.: Francisco Montoya; Gen. Dir.: Humberto Moreno; Promo. Dir.: Camilo Mendoza; Sales Dir.: Rafael Velasquez; Domestic A&R: Ricardo Acosta; Int'l Dir.: Javier Garcia M.
 Labels: (Owned) Armonia, FM, Pare, Vallenato; (licensed) Audiofidelity (USA), Carrere (France), Caytronics (USA), Chiswick (UK), Coco (USA), Dial (Spain), Discomoda Int'l (Venezuela), Foca (Venezuela), Fonodisco (Venezuela), Kusa (Ecuador), Infopesa (Peru), Kubaney (USA), Masa (Puerto Rico), Music Hall (Argentina), Muscisc (Brazil), Sicamercana, Salsoul (USA), Sonido Latino (USA), Sonografica (Venezuela), Teca (USA), Top Hits (USA, Venezuela).
 Int'l reps.: Central America (Fonica), Ecuador (Coprodisa), Peru (Galvano), USA (TH), Venezuela (Foca).
 Fabuloso, see INS.
 Famoso, see Codiscos.
 Felito, see Sonlux.
 Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07, 46-61-09. Gen. Mgr.: Francisco J. Correa C. (Distributor/Importer).
 Fontana, see Philips.
 Fuentes (Fabrica De Discos) Ltda. (IFPI), Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co.-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia M.
 Labels: (Owned) Caribe, Delujo, Fuentes; (licensed) Accion (Mexico), Arston (Italy), Auri (Spain), Baby (Italy), Belter (Spain), Carosello (Italy), Cisne Ralf (Mexico), Copacabana (Brazil), Corito (Mexico), Coro (Mexico), Disqueras (Venezuela), Dynamic Sound (Jamaica), Eleven (Italy), Fonica (Guatemala), Ibach (France), Jupiter (Germany), Onix (Ecuador), Panart (USA), Parnaso (USA), Peerless (Mexico), Prelude (USA), Quatro (Chile), Seeco (USA), Som (Brazil), Tonodisc (Argentina), Vanguard (USA), Velvet (USA, Venezuela), El Virrey (Peru).
 Int'l reps.: Brazil (Som), Chile (Quatro), Ecuador (Fediscos), France (Atoll), Guatemala (Fonica), Mexico (Peerless), Peru (El Virrey), Spain (Edigsa), USA (Sunshine), Venezuela (Disqueras).
 Grabarco Ltd., 21-35 Avda. de las Américas, Cali. Tel: 64-12-73.
 Label: (Represented) Kubaney (USA).
 H B, see Inolve.
 I N S (Industria Nacional del Sonido) Ltda. (IFPI), Apdo. Aereo 13408, 20-43 Calle 13, Bogota. Tel: 277-9686, 247-5137. Mgr.: Guillermo Zea Fernandez.
 Labels: Fabuloso, INS, Metropoli, Silver; (represented) Condor, Corona, Falcon, Fonodisco, Infopesa, Music Hall, Roco, Solo.
 Ideal, see Tropical.

Impacto, see Sonolux
 Incolve Ltda (Industria Musical Colombo Venezolana), 21-73 Carrera 7a, 5th fl., Bogota. Tel: 241-91-99, 283-83-45. Cable: INCOLVE. Gen. Mgr.: Fanny Frasser.
 Home office: Venezuela, El Palacio de la Musica.
 Labels: (Owned) HB, Solex; (Licensed) Alhambra (USA), Cream (USA), Delphine (Europe), Grabaciones Mundiales (Venezuela), Motown (USA), Palacio (Venezuela), Telefonen (Europe).
 Industria Musical Colombo Venezolana, see Incolve.
 Industria Nacional del Sonido, see INS.
 Lya, see Sonolux.
 Machuca, see Tropical.
 Mercury, see Philips.
 Metropoli, see INS.
 Orbe (Discos) SA, 13-79 Carrera 68-D, Bogota. Tel: 262-4400.
 Label: (Licensed foreign) MCA (USA).
 Papagayo, see Sociedad Int'l de Sonido.
 Pare, see FM.
 Philips de Colombia SA (Industrias) (IFPI), Music Dept., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Pop Label Mgr.: Carlos Pedrosa.
 Labels: (Owned) Archiv, DGG, Fontana, Mercury, Philips, Polydor, Verve, Verve, (Licensed) Alhambra (Spain), Dreamland (USA), EG, Guajiro (USA), Lollipop (Germany), Pablo (USA), RSD (USA).
 Int'l rep.: Worldwide (Philips, Polydor).
 Polydor, see Philips.
 R C U, see Victoria.
 Real, see Sonolux.
 S A R, see Daro.
 S I S, see Daro & Sociedad Int'l de Sonido.
 Silver, see INS.
 Smdav, see Daro.
 Sociedad Int'l de Sonido, Apdo. Aereo 14380, 14-40 Calle 19, Bogota. Tel: 284-5818, 243-1515. Pres.: Eduardo Calle; Mng. Dir.: Guillermo Diez R.; Int'l Dir.: Clara Hochner.
 Int'l branch: USA.
 Labels: (Owned) Elite, Papagayo, SIS.
 Int'l rep.: Ecuador (Famosa, IFESA), Mexico (Ariola), Peru (IEMPSA), Venezuela (El Palacio de la Musica).
 Solex, see Incolve.
 Sonolux Industria Electro-Sonora SA (IFPI), 43 A-5 Calle 29, Medellin. Tel: 32-09-99, 32-28-45. Cable: SONOLUX. Telex: 06512. Gen. Mgr.: Sergio Berdujo Cuartas; Artist Dir.: Leon Cardona Garcia; Sales Mgr.: Juan Fernando Restrepo C.; Ass't to Gen. Mgr.: Edgardo Quiceno Gil.
 Labels: (Owned) Caliente, Impacto, Lya, Real, Sonolux; (Licensed domestic) Carrizal, Felito; (Licensed foreign) Ariola (Germany), Bertelsmann (Mexico), Dicesa (El Salvador), FTA (Peru), Fedisca (Ecuador), Marler (Spain), Padisco (Panama), Promus (Venezuela), RCA (USA), Sonex (Mexico), Sonoven (Venezuela), Surco (Argentina), Voga (France), WOMA (USA).
 Int'l rep.: El Salvador (Dicesa), Ecuador (Fediscos), Mexico (Bertelsmann), Panama (Padisco), Peru (FTA), USA (Alhambra), Venezuela (Sonoven).
 Super 45, see Codiscos.
 Super Play, see Codiscos.
 Super Sencillo, see Codiscos.
 Swing, see Tropical.
 Tropical (Discos) Ltda. (IFPI), 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.; A&R Mgr.: Jorge Fortou E.; Promo. Mgr.: Adelaida Reyes de Fortou.
 Labels: (Owned) Antillano, Extra, Ideal, Swing, Tropical; (Licensed domestic) Machuca; (Licensed foreign) Anvers (France), Brass (USA), CID (Brazil), Countdown (Germany), Debs (Guadeloupe), Fleche (France), Gema (Puerto Rico-USA), Graf (USA), Hiversum (Netherlands), Inagua (USA), Metronome (Germany), Mouse Music (Netherlands), Phonogram (Netherlands), RGE/Fermata (Brazil), Rana (Puerto Rico), Request (USA), SMI (USA), Sirocco (France), Sonet (Sweden), Sonodisc (France), Sweet City (USA), Unidisc (Canada), WMMOT (USA).
 Int'l rep.: Ecuador (Famoso), Venezuela (Fonodisco).
 Universe, see Victoria.
 Valtenato, see FM.
 Vertigo, see Philips.
 Verve, see Philips.
 Victoria (Industrias Fonograficas) Ltda. (IFPI), Apdo. Aereo 3308, 25-144 Carrera 52, Medellin. Tel: (94) 35-52-54. Cable: DISVICTORIA. Pres.: Otoniel Cardona Uran; Gen. Mgr.: Oscar Martinez Maya; Sales Mgr.: Hernan Cardona Tobon.
 Labels: (Owned) Carnaval, Diana, RCU, Universe, Victoria; (Licensed) Borinquen (Puerto Rico), Venus (Venezuela); ARV Int'l, Falcon, RIC, Ramy (all USA).
 Zeida, see Codiscos.

• music publishers

C B S (Discos) SA, Div. Editorial, 5-81 Calle 80, Bogota. Tel: 211-91-00. Cable: COLRECORD. Telex: 43461. Gen. Dir.: Carlos A. Gutierrez T.; Mgr.: Miguel Angel Valenzuela.
 Ecomus (Ed. Colombiana & Int'l de Musica Ltda.), 11 A-40 Carrera 43-A, Medellin. Tel: 46-51-38. Cable: ECOMUS. Mgr.: Sylvia N. Arango Duque.
 Edimundo Ltda., Apdo. Aereo 55036, 53-94 Carrera 73, Medellin. Tel: 34-56-44, 34-75-71. Cable: EDIMUNDO. Mgr.: Guillermo Zea Fernandez.
 Edmúsica (Ed. Int'l de Musica Ltda.), Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: EDMUSICA. Chief Exec.: Gonzalo Pelaez; Gen. Mgr.: Hugo Giraldo M.; Prof. Mgr.: Ignacio Lopez.
 Editora & Promotora Musical Colombia Ltda. (Ediprom), Apdo. Aereo 3308, 25-144 Carrera 52, Medellin. Tel: (95) 35-52-54. Gen. Mgr.: Otoniel Cardona Uran.
 Famosa Musical, Apdo. 13408, 20-43 Calle 13, Bogota. D.E. Tel: 277-9686, 247-5137. Cable: FM. Mgr.: Guillermo Zea Fernandez.
 Fonoton (Ed.), 51-39 Calle 13, Bogota. Tel: 60-06-00. Gen. Mgr.: Alfonso Escobar Nieto; Prof. Mgr.: Aida de Angarita.
 Peer de Colombia Ltda., 8-92 Calle 18, Bogota. Tel: 241-9864. Cable: PEERCO. Gen. Mgr.: Guillermo Fonseca.
 Home office: USA, Peer-Southern Org.
 Prodemus (Promotora Colombiana de Musica) Ltda., Apdo. Aereo 1428, 11 A-40 Carrera 43-A, Medellin. Tel: 46-51-38. Cable: PRODEMUS. Mgr.: Sylvia Nora Arango Duque.
 Sonolux Int'l SA (Promotora), 43 A-5 Calle 29, Medellin. Tel: 32-09-99. Pres.: Carlos Julio Ardia Gaviria; Gen. Mgr.: Sergio Berdujo Cuartas, Ass't to Gen. Mgr.: Edgardo Quiceno Gil.

• sheet music jobber / supplier

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C.

• services
 CATALOG SERVICES

Philips de Colombia (SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.

LICENSING ORGANIZATION, MUSIC

SAYCO (Sociedad de Autores & Compositores de Colombia), 40-72 Carrera 19, Bogota. Tel: 2-87-08-01. Cable: SAYCO. (Performing rights only.)

LICENSORS, RECORD & TAPE

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

PLATING, PROCESSING & PRESSING PLANTS

C B S SA (Discos), 5-81 Calle 80, Bogota, D.E. Tel: 211-91-00. Cable: COLRECORD. Telex: 43461. Gen. Dir.: Carlos A. Gutierrez T.
 Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

F M Discos & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686. Cable: FM. Gen. Dir.: Humberto Moreno.
 Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.

Sonolux Industria Electro-Sonora SA, 43 A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Sergio Berdujo Cuartas; Sales Mgr.: Juan Fernando Restrepo C.; Ass't to Gen. Mgr.: Edgardo Quiceno Gil.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

RECORD PROMOTION

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Promosonic Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-362. Cable: RADIAG. Gen. & Sales Mgr.: Tony Fortou E.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

TAPE CUSTOM DUPLICATORS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 Audio: Cassette.
 F M Disco & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686, 247-5137. Cable: FM. Gen. Dir.: Humberto Moreno.
 Audio: Cassette, open reel.
 Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Audio: 8-tr., cassette.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (PMG)
 Audio: cassette.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (PMG—Audio only)
 Audio: Cassette, open reel.
 Video: ¼" Beta & VHS cassette.

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 Audio: Cassette, open reel.
 Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Audio: 8-tr., cassette.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (PMG)
 Audio: cassette.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (PMG—Audio only)
 Audio: Cassette, open reel.
 Video: ¼" Beta & VHS cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Chief product: Hubs, rollers, shields, base & cover.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (Audio only)
 Brand names: PANATOMIC, SONEX

EMPTY CARTRIDGES, CASSETTES & REELS

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (Audio only)
 Brand name: SONEX
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.

ENVELOPES & MAILERS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (45, LP)

JACKETS & SLEEVES
 LABELS, DISK

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 F M Discos & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686, 247-5137. Cable: FM. Gen. Dir.: Humberto Moreno.
 Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla. Tel: (95) 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E. (45, LP)
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (45, LP)

POLYETHYLENE BAGS & SHRINKWRAP

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G. (Poly Bags only)

PROFESSIONAL TAPE SUPPLIES

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.
 Audio: Cassette labels.

RAW MATERIALS

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.
 Product: Vinyl compound.

TAPE, BLANK LOADED

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C. (Blank only)
 Audio: DENON, MAXELL, SONY, TDK ¼" open reel, cassette.
 Video: MAXELL, SCOTCH, TDK ¼" Beta & VHS cassette.
 Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (Blank only)
 Audio: MUSICASSETTE cassette.
 Video: ¼" Beta & VHS cassette.

Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz.
 Audio: SONEX cassette.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.
 Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (Blank only)
 Audio: MUSICASSETTE cassette.

Holidays: January 1, March 19 (St. Joseph's Day), Easter Festival, April 11 (National Heroes Day), May 1 (Labor Day), July 25 (Annexation of Guanacosta), August 2 (Our Lady of Angeles), September 15 (Independence Day), October 12 (Columbus Day), December 25 & all important Christian religious holidays.

• record & tape manufacturers / distributors / importers

Gramusic SA, Apdo, 6360, 60 metros al norte de la Embajada Americana. Altos de la Casa Dinamarca, San Jose. Tel: 21-92-19. Cable: RUSAF. Mgr.: Ruben J. Salazar.
Home office: Guatemala, Discos de Centroamerica (see for label information).

Indica (Industria de Discos Centroamericana) SA (IFPI), Apdo. 4093, San Jose. Tel: 35-93-22. Telex: 2308. Mng. Dir.: Eduardo Soto; A&R Dir.: Luis N. Salas.
Int'l branches: El Salvador, Distribuidora Salvadorena de Discos SA; Guatemala, Distribuidora Guatemalteca de Discos SA; Nicaragua, Indica; Panama, Distribuidora Panamena de Discos SA.
Labels: (Owned) Indica; (Licensed) Almacenes de La Musica (Ecuador), Audio Fidelity (USA), Beller (Spain), CBS (worldwide), Daro (Colombia), Emporio (Ecuador), Fania (USA), Fonograma (Venezuela), Heriba (Bolivia), London (UK), Montilla (USA), Music Hall (Argentina), Palacio (Venezuela), Peerless (Mexico), Som (Brazil), Sono Radio (Peru), TK (USA), Top Hits (Venezuela).
Int'l rep.: Worldwide (CBS).

Kodika SA, Edif. Ducoudray, 2nd fl., Av. 3 & 5 Calle Central, 25 Mts. Norte Iglesia del Carmen, San Jose. Tel: 21-14-76. (See Discosa in El Salvador for label information)

Lyra (Discos) SA, 277 Desamparados, San Jose. Tel: 27-80-57.
Reuben & Co. Ltd., 132 First St., San Jose. Contact: Theodore Reuben-Aguilera.
Johnny Salas, Apdo. 744, Paseo Estudiantes, San Jose. Tel: 23-8268

• music publisher

Mundo Musical SA, Apdo. 4093, San Jose. Tel: 25-95-55

• services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion de Musicos & Compositores Costarricenses, Apdo 4365, San Jose

PLATING, PROCESSING & PRESSING PLANT

RECORD PROMOTION

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.

TAPE CUSTOM DUPLICATOR

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.
Audio: 8-tr. cassette.

• accessories

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.
Product: Record—45 rpm adaptors.

CYPRUS

Population: 660,000.
Rate of exchange: \$1 (US) = 0.37 Cypriot pound.
Per capita income: \$1580

Holidays: January 1, January 6 (Epiphany), January 30 (Birthday of the Prophet), March 25 (Greek Independence Day), Good Friday, Easter Monday, May 1 (Worker's Day), August 12 (Ramazan Bayram), October 28 (Greek National Day), October 29 (Turkish National Day), December 25, 26.

RECORDS & TAPE:

Records & pre-recorded tape imported (CIF value): 1979—71,000 units, \$206,000.

Average retail price per pre-recorded cassette: Imported—\$11.90-\$15.40, locally duplicated—\$7.00-\$11.20; pirated—\$1.40-\$4.20.

Average retail price per record: Imported—\$11.90-\$15.40. (Note: Locally manufactured records not available.)
Pirated product: 95% of total sales.

RADIO & TELEVISION STATIONS:

No. of radio stations: 3 (AM/FM).
No. of television stations: 1.

• record & tape manufacturers / distributors / importers

C B S UK Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Labels: (Owned) CBS, Epic; (represented) A&M (USA), CBS/Columbia (worldwide), Epic (worldwide), GRT (USA), MCA (USA), Minos (Greece), Panvox (Greece), Phonogram (Greece, Netherlands), Pickwick/Hallmark (UK), RCA (UK), Ricordi (Italy), United Artists (USA), Vanguard (USA), WEA (UK).
Int'l rep.: Worldwide (CBS).

Electroacoustic Supply Co. Ltd. (IFPI), PO Box 625, 152 Anexartissias St., Limassol. Tel: 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjoannou; Sec'y: T.P. Antoniadou.

Branches: Larnaca, 27 Evriviades St. Tel: 54317—Nicosia, 7/9 Onassagorou St. Tel: 73429.
Labels: (Owned) Stratexa-Sound Carrier; (licensed) Columbia (Greece), Decca (UK), EMI (Greece), PR (UK).

Epic, see CBS.
Stratexa-Sound Carrier, see Electroacoustic.

Billboard 1982-1983 International Buyer's Guide

• services

RECORD PROMOTION

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

TAPE CUSTOM DUPLICATORS

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Audio: Cassette.
Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjoannou; Sec'y: T.P. Antoniadou (PKG-audio).
Audio: Cassette.

• supplies

TAPE, BLANK LOADED

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Audio: Cassette.
Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjoannou; Sec'y: T.P. Antoniadou.
Audio: Cassette.

• accessories manufacturers

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Product: Record—record care prods.; Tape—head cleaners, demagnetizers, leader & splicing tape.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjoannou; Sec'y: T.P. Antoniadou.
Product: Record—carrying cases; Tape—cassette carrying cases, head cleaners.

• store fixtures manufacturer

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Product: Tape browser boxes, display racks.

CZECHOSLOVAKIA

Population: 15,098,000
Rate of exchange: \$1 (US) = 6.05 koruna
Holidays: January 1, Easter Monday, May 1 (Labor Day), May 9 (Liberation Day), December 25, 26

RECORDS:

Record sales certification awards: Gold LP—250,000 units sold in export
Records sold domestically including imports (retail value): LP's 1981—8,758,670 units, \$76,463,189; 1980—8,370,483 units, \$74,999,527. Singles & EP's 1981—3,766,000 units, \$7,757,960; 1980—3,700,000 units, \$7,659,000

Records imported from countries other than USA: 1981—413,765 units, 1980—405,741 units

Records exported to countries other than USA: 1980—1,412,758 units
Average retail price per record: LP's—\$8.73; singles & EP's—\$2.06.

Record club sales: 15% of LP's
Discounting: Rarely

Type of distribution: Opus and Supraphon own a chain of specialized retail shops. Pantan has a few retail shops of its own. These account for 70% of all sales. The remainder is done through the manufacturer-to-wholesaler-to-retailer system, with the chains of big department stores being especially important

Type of promotion: Government-controlled radio plays an important part in the promotion of pop records. Some specialized youth-oriented shows influence the youth market somewhat. Supraphon publishes a monthly journal promoting the production of all three major record companies. Advertising in cinemas helps records that do not get radio airplay.

Jukeboxes: 2,000

TAPE:

Market: Audio—Only cassette are selling; 8-track is nil, and open reel is used only sporadically for home recording. Video—Some local recordings and films are sold or licensed to video producers abroad, but there is no hardware available in the local market. Basically, video is nil.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—107,644 units, \$1,157,173; 1980—610,280 units, \$6,564,351

Pre-recorded audio tape imported from countries other than USA (factory value—CIF): 1981—1,700 units.

Average retail price per tape: Audio—cassette—\$10.75

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (100%); television sets—color (7%), b&w (93%), phonographs (37%), audio tape recorders (42%).

RADIO STATIONS:

No. of government stations: 1 AM, 3 FM
Comment: One radio station programs pop music and short newscasts around the clock, another is devoted to classical music and high culture. Almost 40% of the broadcast music is from records, with the remainder from tapes produced by radio. Live transmissions are rare

TELEVISION STATIONS:

No. of channels: 2 government, 70% color (SECAM).
Comment: While easy listening and middle-of-the-road music predominate, AOR has a certain representation. Jazz, rock and folk are featured in special youth programs whose influence is growing. Most programs are of local production; imports from Socialist countries are frequent, imports from the West are rare

IMPORT/EXPORT REGULATIONS:

Both license contracts and export/import deals are made with Socialist countries; importing of records from the West is limited to exceptional cases of countries with whom Czechoslovakia has a bilateral contract on the exchange of goods on a clearing basis. Western product is released in limited quantity on the basis of license contracts concluded by Supraphon and Opus. All export and import of finished product must go through state controlled export/import companies

MARKET ANALYSIS:

After a period in which local production could not fully cover the demands of the buyers market saturation is now increasing. In 1981 a certain part of local production was still custom-pressed abroad but this may not be necessary in 1982

The repertoire of standard classical recordings available in retail shops is widening. In pop, Karel Gott and other MOR artists still achieve the highest sales, but the orientation toward more contemporary sounds is growing. A slight wave of nostalgia and "retro-sound" is becoming marked, thus widening the general spectrum of pop repertoire. "Easy" teenage rock was very successful, especially on singles

Classical music forms the backbone of exports to the West, with license deals predominating over the export of finished product. A similar tendency appears in video: video programs are prepared for export while on the home market neither video software nor hardware is known.

Dr. Lubomir Doruzha

• record & tape manufacturers / distributors / importers

Artia (Foreign Trade Corp for the export & import of cultural commodities). Ve Smeckach 30, 111 27 Prague 1. Tel: 24-60-41. Cable: ARTIAGRAM. Telex 121065 Pres. Ing. Miroslav Maruska; Gramo Div. Dr. Roman Skokan; Gramo Div. Deputy Dir. Ing. Vladimír Skola (Artia is the sole exporter of Pantan and Supraphon records, pre-recorded cassettes and sheet music, it also is the sole exporter of pressing compound, custom pressing and record player sets, and the sole importer of record player sets, records and pre-recorded cassettes.)

Labels: (Licensed) Pantan, Supraphon.
Opus Recs & Publ'g House (IFPI), Dunajska 18, 815 04 Bratislava. Tel: 532-41, 526-65 Telex 92219 Pres. Dr. Ivan Stanislav. Sales Mgr. Dr. Alexius Aust

Labels: (Owned) Opus; (licensed) Polygram group (worldwide), RCA (worldwide)

Int'l reps.: Worldwide (RCA) excluding Belgium (SPI), British Commonwealth (DI), Canada (DI), Comecon Countries, France (SPI), Italy (RCA Italiana), Japan (Victor), South America (DI), Spain (Zafiro), USA (DI) Pantan (Publ'rs of the Czech Music Fund) (IFPI), Rinc 12, 118 39 Prague 1. Tel: 538 151. Gen. Mgr. Milos Konvalinka, Sales Mgr. Drahomir Sulak. (Licensed to Artia)

Slovart Co. Ltd. (Foreign Trade Corp for the import & export of cultural commodities), Gottwaldova nam. 6, 805 32 Bratislava. Tel: 488-41, 427-81 Telex 93394. Gen. Mgr. Vladimír Micuda, Rec. Dept. Mgr. Peter Hroznecik, Mktg. Dir.: Mgr. Juraj Jurasek

Supraphon (IFPI), Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Gen. Dir. Jan Kvidera, Music Dir. Karel Vacek, Comm'l Dir.: Karel Arbes.

Int'l Dept. Mgr.: Dr. Pavel Smola (Licensed to Artia)

Labels: (Owned) Supraphon; (represented) Arma (East Germany), Ariola (West Germany), CBS (France, USA), EMI (UK), Eterna (East Germany), Jugoton (Yugoslavia), Melodija (USSR), Motown (USA), Muza (Poland), Polydor (West Germany), Qualiton (Hungary), WEA group (USA)

Int'l reps.: Austria (Ariola), Belgium (Baltic), Brazil (Som), Denmark (Hede Nielsen), Finland (Discophon), France (Ariola), East Germany (Deutsche), West Germany (Ariola), Greece (Philonidis), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Baltic), Norway (Scandinavian Dist'n), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc), UK (Bond Street), USA (Pickwick, Qualiton)

• music publishers

Dika (Theatrical & Literary Agency), Vysehradská 28, 128 24 Prague 2. Tel: (194222) 296-651. Cable: DILIA. Telex: 121367. Mng. Dir.: Robert Jurak. (Sole representative for music: dramatic works in Czech Socialist Republic)

Opus Music Publ'g House, Dunajska 18, 815 04 Bratislava. Tel: 532-41, 507-83, 531-57. Telex 92219. Pres.: Dr. Ivan Stanislav; Prof. Mgr. Marian Jurk

Pantan (Publ'rs of the Czech Music Fund), Rinc 12, 118 39 Prague 1. Tel: 538-151

Supraphon, Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Dir.: Viktor Kasak, Music Dir.: Karel Vacek, Comm'l Dir.: Karel Arbes; Int'l Dept. Mgr.: Dr. Pavel Smola

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Slovak Composers & Concert Artists, Slnkovcova 11, Bratislava. Tel: 33-794. Pres.: Eugen Suchon.

Bratislavská Lyra (Int'l Pop Song Festival Bureau), Leningradská 5, Bratislava. Tel: 338-141, 334-948. Sec'y: Peter Horak.

Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546. Dir.: Vladimír Sevcik.

Dika (Theatrical & Literary Agency), Vysehradská 28, 128 24 Prague 2. Tel: (194222) 296-651. Cable: DILIA. Telex: 121367. Mng. Dir.: Robert Jurak. Guild of Czech Composers & Concert Artists, Valdejskeho nam. 1, Prague 1. Tel: 531-814. Pres.: Jan Seidel; Gen. Mgr.: Dr. Václav Kucera.

Made in Publicity, Pletalova 5-7, Prague 1. Tel: 24-69-14. (Exclusive agency for promotion of & services to foreign companies in Czechoslovakia)

Music Information Centre of the Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546

Pragokonzert (Czechoslovak Art & Entertainment Agency), Walterzke dr. nam. 1, 118 13 Prague 1. Tel: 537-248, 539-676. Telex: 121810. Dir.: Dr. Frantisek Hrabal. (Exclusive agency for all Czech & international artists & performers)

Rapid (Czechoslovak advertising agency), 28 Rjina 13, Prague 1. Tel: 26-79-41, 21-39. (Exclusive agency for advertising by companies from abroad)

Slovak Music Fund, Fucikova 29, 811 02 Bratislava. Tel: 33-67-62. Dir.: Alojz Stuska.

Slovkoncert (Czechoslovak Artistic Agency), Leningradská 5, 815 36 Bratislava. Tel: 338-141, 338-216. Telex: 93485. Pres.: Jozef Mravec; Sales Mgr.: Ladislav Ondris. (Exclusive agency for all Slovak artists & performers)

LICENSING ORGANIZATIONS, MUSIC

D S A (Dohranny svaz autorsky pro prava k dilum hudebnim—Authors' Ass'n for Protection of Rights on Musical Works), Trida cs. armady 20, 160 56 Prague 6. Tel: 325-341. Cable: DSAUTDR. Pres.: Jan Seidel; Gen. Mgr.: Dikrich Flosman. (Mechanical & performing rights). (Affiliated with BIEM, DISAC)

S D Z A (Slovensky Dohranny Svaz Autorsky), Zmostenstva 1, 883 27 Bratislava. Tel: 541-41, 557-96. Pres.: Stelan Malcek. (Mechanical & performing rights)

DENMARK

Population: 5,200,000.

Rate of exchange: \$1 (US) = 5.70 kroner.

Per capita income: \$7,500.

Holidays: January 1, Maunday Thursday, Good Friday, Easter Monday, Store Bededag (Danish Public Holiday—Fourth Friday after Easter), Ascension Day, Whitmonday, June 5 (Constitution Day), December 25, 26.

RECORDS:

Note: All record and tape statistics cover IFPI members only.

Record sales certification awards: Silver single—15,000 units; gold single—30,000 units, platinum single—100,000 units. Silver LP—25,000 units, gold LP—50,000 units, platinum LP—100,000 units.

Records sold domestically including imports (retail value): LP's 1981—5,105,328 units, \$37,108,876; 1980—4,367,000 units, \$42,518,000. Singles 1981—1,972,815 units, \$5,808,730; 1980—1,992,000 units, \$5,265,800.

Average retail price per record: LP's—\$8.90; singles—\$2.95.

Record club sales: 15% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer system predominates. There are two rack jobbers, the larger being owned by the five largest record companies. 80% of sales are through 550 retail shops; 12% through the rack jobbers; 5% through direct import.

Type of promotion: Radio and television are the most important, followed by the two biggest national newspapers, which have regular information about the music business. Vi Unge (35,000 circulation) and Ung Nu (30,000) also cover music. The specialist magazine MM covers jazz (fusion-rock) and has a circulation of about 12,000.

Wakeboxes: 9,000.

TAPE:

Market: Audio—8-tr. is out of the market now and cassettes have 100% of the pre-recorded tape market. 20% of households have open reel recorders and 69% have cassette recorders. About 70% of all cars have radios and 20% cassette players, with the latter growing fast. The sales of cassette recorders are about 250,000 per year. Traditional record shops have competition from gas stations and supermarkets for the sale of tapes. Video: Only a few of the traditional record companies have a good video repertoire. Several new firms from outside the record business have started dealing with video. VHS has the biggest share of the market at 55% with Beta coming on in second place at 35%. V-2000 is third, having only 10%. V-2000 is still having trouble trying to make a strong impact. About 99% of video product is rented.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—2,237,167 units, \$12,441,320; 1980—1,980—2,548,000 units, \$18,327,000.

Average retail price per pre-recorded audio tape: Cassette \$9.50.

Average retail price per pre-recorded video tape: Beta—\$100.00, VHS—\$100.00, V-2000—\$100.00.

CONSUMER ELECTRONICS:

Number of homes with: AM radios—210,000 (10%), AM/FM radios—2,300,000 (90%); color television sets—1,500,000 (70%), b/w sets (30%); phonographs—1,250,000 (55%); audio tape recorders—1,400,000 (65%); video tape recorders—180,000.

RADIO STATIONS:

No. of government 1 (1 AM & 3 FM channels).

Comment: Program 1: News, classical music & culture; Program 2: Culture and regional news; Program 3: News & stereo rock, MOR & classical (6am—2am).

TELEVISION STATIONS:

No. of channels: 1 government, 90% color (PAL).

Comment: Denmark's Radio is the only national channel, but 50% are able to see the two Swedish channels, 30% the three German stations, and 5% the one East German channel. Denmark's Radio programming is mostly cultural, with a small amount of entertainment programs. There are plans for satellites to receive programs from Luxembourg, France, Italy and the United Kingdom.

IMPORT/EXPORT REGULATIONS

There are no regulations.

MARKET ANALYSIS:

The record industry now has fewer big selling hits. The traditional companies still have their shares of the market but most of them missed the entrance of video. Video is now being distributed by GDC, Sonet and PolyGram Video, among others. Select Video is distributing Walt Disney, and ABCollection has the Columbia Pictures catalog. After a split in distribution, EMI is now trying to get a hold in the complex video market that has about 100 video outlets and 180,000 machines in use.

Knud Orsted

• record & tape manufacturers / distributors / importers

A M Import, Brunstgade 21, DK-8000 Aarhus C. Tel: (06) 12-32-04. Mng. Dir.: Aksel Nielsen. (Importer/Exporter)

Adelkrone Music, PO Box 5, DK-2750 Ballerup. Tel: (02) 97-08-90. Telex: 35342. Gen. Mgr.: Erik Lykke Jensen; Promo.: Karen Johansen. (Distributor/Importer—cutouts)

Alpha Music ApS, 40 St. Kongensgade, DK-1264, Copenhagen K. Tel: (01) 11-10-15. Telex: 15252. Chief Exec.: Henning Schaedler.

Label: (Owned) CSA

Amar Recs. ApS, Helsingborggade 13, DK-2100 Copenhagen O. Tel: (01) 29-29-02. Chief Exec.: Peter Ingemann; Gen. Mgr.: Jette Michaelsen.

Label: (Owned) Amar.

Angel, see EMI.

Archiv, see Polydor.

Artist, see Ed. Wilhelm Hansen.

Audio Agency, Stauningvej 27, DK-6900 Skjern.

Label: (Represented) Mobile Fidelity (USA).

B B, see Oktav.

Ballistic, see EMI.

Banana, see Tuba.

Blitz, see Tuba.

Blue Fox, see Montax.

Blue Note, see EMI.

Bovema Negram, see EMI.

C B S Recs. ApS (IFPI), Bogholder Alle 40, DK-2720 Vanlose. Tel: (01) 71-31-33. Telex: 27520. Mng. Dir.: Steen Sorgenfret; Mktg. Mgr.: Bent Mouritzen; Sales Mgr.: Michael Halle.

Label: (Owned) CBS Embassy. Epic, Portrait; (Licensed) A&M, Blue Sky, Caribou, Kirshner, Monument, Philadelphia Int'l, TK, Tappan Zee (all USA); GTO, Illegal, Jet (all UK); Ariola, Arista (both Germany).

C S A, see Alpha.

California, see Moerks.

Capitol, see EMI.

Classics for Pleasure, see EMI.

Columbia, see EMI.

Crystal, see EMI.

D G, see Polydor.

Danish, see Per Meistrup.

Danish Music Import, 29 Nyrninggade, DK-2300 Copenhagen S. Tel: (01) 57-73-74, 57-91-90. Telex: 31464. Pres.: Frank Obel; Sales Mgr.: Kurt Wohler; Chief Accountant: Jette Nielsen.

Labels: (Licensed) Abbey (UK), Alpha (UK), BBC (UK), Bis (Sweden), Blue Bell (Sweden), CRD (UK), Calliope (France), Caprice (Sweden), Cetra (Italy), Chandos (UK), Da Camera (Germany), Italia (Italy), JVC (Japan), Metropole (France), Schwann (Germany).

Dansk, see Sonet/Dansk.

Dansk Musik Antologi, see EMI.

Davs Prod'n ApS, Westend 3, DK-1661 Copenhagen V. Tel: (01) 31-13-25.

Cable: DAVSMUSIC. Telex: 15013. Owner: Kurt Andreasen; Sales Mgr.: Nellie Christensen.

Diplom, see Oktav.

Double Up, see EMI.

E M I (Electric & Musical Inds. Dansk-Engelsk) A/S (IFPI), Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel: (01) 30-67-11. Cable: GRAMMOPHON.

Telex: 16631. Mng. Dir.: H. P. Hansen; A&R Mgr.: Cai Lettner; Sales Mgr.: Ole Jersee; Labels Mgrs.: Kenneth Valet, Ann-Christin Hallander.

Labels: (Owned) Angel, Ballistic, Blue Note, Bovema Negram, Capitol, Classics for Pleasure, Columbia, Crystal, Double Up, EMI, EMI America, EMI Int'l, EMI Toshiba, Electrola, Erpic, HMV, Harvest, Hoerzu, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Starline, Sunset, United Artists; (Licensed) Apple (UK), Boardwalk (USA), Bulldog (USA), Carrere (France), Chisound (USA), Dansk Musik Antologi (Denmark), Fantasy (USA), Harmonia Mundi (Germany), Hitsville (USA), MPL (USA), Magnet (UK), Milestone (USA), Pickwick (USA), Polar (Sweden), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (USA), Symphonica (UK), Trash (Sweden), Zilch (UK).

Electra (Grammofon A/S) (IFPI), Jydeholmen 15, DK-2720 Vanlose. Tel: (01) 79-17-00. Telex: 22621. Bd. Chm.: Hans-Ove Eriksson; Gen. Mgr.: Ole Johimsen; Label Mgr. & Deputy Chief: Bengt Swan (Importer).

Labels: (Licensed) Acanta (Germany), Altic (Canada), Aura (UK), Avatar (UK), Bald Eagle (UK), Buddha (USA), Camden (UK), Ensign (UK), Erato (France), Grunt (USA), Harmonia Mundi (France), Intercord (Germany), Logo (UK), MPS (Germany), Melodiya (USSR), Millennium (USA), Motown (USA), Ovation (USA), Pickwick (UK), Playboy (USA), RCA (worldwide), Riato (UK), Supraphon (Czechoslovakia), Swedish Society Discofil (Sweden), Telestar (Sweden), Transatlantic (UK), Victor (USA), Victrola (USA), Why-Fi (UK), Windsong (USA).

Electrola, see EMI.

Embassy, see CBS.

Emidisc, see EMI.

Epic, see CBS.

Face the Music, Marstallsgade 14-4TV, DK-2100 Copenhagen O.

Favorit, see Polydor.

Fiasco, see Sonet/Dansk.

Fona Radio A/S, Marielundvej 28, DK-2730 Herlev. Mktg. Dir.: Soren Bostrop-Sorensen.

Label: (Represented) Moss Music Group (USA).

Fontana, see Phonogram.

Frode Herlev & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLOEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen. (Wholesaler/Importer)

Global Trading Recs. ApS, Stejlsvej 17, DK-4400 Kalundborg. Tel: (03) 51-42-00. Telex: 44366. Dir.: L.M. Bagai. (Wholesaler)

Gold Label, see Per Meistrup.

Grammo Serv. A/S, Sandtoften 25, DK-2820 Copenhagen. Tel: (02) 88-04-33. Gen. Mgr.: Olaf Egeland. (Importer/Exporter, Rack Jobber as Music Rack A/S)

H M V, see EMI.

Hamlet Prod'n ApS (IFPI), Karlslunde Landevej 24, DK-2690 Karlslunde. Tel: (03) 15-22-24. Cable: TAJMERSHOW. Telex: 43140. Chief Exec.: Eugen Tajmer; Prod'r: Allan Mortensen.

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen; A&R: Svend Schat-Holm; Sales Mgr.: Allan Jeppesen.

Labels: (Owned) Artist, Ed. Wilhelm Hansen.

Int'l rep.: Norway (Artist, Norsk Musikforlag), Sweden (Artist, Nordiska), Poul Hansen A/S, Ellegårdsvej 5-7, DK-2750 Ballerup. Tel: (02) 65-23-41. Telex: 35423. Gen. Mgr.: Poul Hansen; Sales Mgr.: Paul Erik Skinballe. (Distributor/Importer)

Harvest, see EMI.

Helodor, see Polydor.

Hoerzu, see EMI.

K M M, see Pick Up.

K B Musik ApS, PO Box 66, DK-2730 Herlev. Tel: (02) 84-47-69. Telex: 35407. Gen. Mgr.: Klaus Soerensen; Sales Mgrs.: Klaus & Jannie Soerensen. (Distributor/Importer/Exporter)

K M F, see Kleinerts.

K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel: (02) 65-12-42. Telex: 35342. Pres.: Philip Kives; Gen. Mgr.: Erik Adelkrone; Controller: Ulla Holck.

Labels: (Owned) K-tel; (Licensed) A&R (Netherlands), Applause (USA), Arrival (Sweden), CGD (Italy), Can't Stop Prod'n's (USA), Chart (Sweden), Chimo (UK), Commonwealth (Netherlands), Creole (UK), Dureco (Netherlands), Durium (Italy), ERA (USA), Friends (Netherlands), Impact (Sweden), Imperial (Canada), Kendani (Netherlands), Lotus (Sweden, UK), Malaco (USA), Papagayo (Netherlands), Prelude (USA), Red Bus (UK), Rollin Rock (USA), Skivbolaget (Sweden), Telstar (Netherlands), WMOT (USA).

Int'l reps.: Worldwide (K-tel).

Karusell, see Polydor.

Kleinerts Musik Forlag AS, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.

Labels: (Owned) KMF, Play.

Klemetten, see Sonet/Dansk.

Kong Paere, see Medley.

Liberty, see EMI.

Life, see Sonet/Dansk.

M A, see Per Meistrup.

M V, see Montax.

Mascot, see Sonet/Dansk.

Medium, see Moerks.

Medley Recs. ApS (IFPI), Skelmosevej 10, DK-2500 Valby. Tel: (01) 17-11-11. Telex: 19175. Chief Execs.: Poul Bruen, Michael Ritto; Press Officer: Grete Lindsgren.

Labels: Kong Paere, Medley, Xenia.

Int'l reps.: Norway (Arne Bendiksen), Sweden (Planet).

Per Meistrup Prod'n Co., PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Sales Mgr.: Helle J. Hansen.

Labels: (Owned) Dansk, Gold Label, P.M.P. Ra; (Licensed) Everest (USA), MA, Motor (UK), Papira (Hungary), White Dove (UK).

Int'l reps.: Finland (Allstars), UK (White Dove).

Melody, see Polydor.

Mercury, see Phonogram.

Metronome Recs. A/S, Vibevej 11, DK-2400 Copenhagen NV. Tel: (01) 19-01-12. Cable: METROMUSIC. Telex: 27204. Mng. Dir.: Olav Bennike; A&R: Lars Bennike.

Labels: (Owned) Metronome; (Licensed) Asylum, Atco, Atlantic, Big Tree, Cotillion, Dark Horse, DiscReet, Elektra, Embryo, Mirage, Nonesuch, Orbit, Pacific, Paradise, Planet, R.F.C. Reprise, Scotti Bros., Sire, Swan Song, Warner Bros., Whitefield (all USA); Beggars Banquet, Laser, Lightning, Radar (all UK); ECM (Germany).

Moerks Musikforlag, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.

Labels: (Owned) California, Medium, Trola; (Licensed) Durium (Italy), Explosion (UK), Flora (Norway), Im'Press (USA), Megafon (Sweden), Ramwood (USA).

Montax af 1980 A/S, Bransagervej 4, DK-9491 Pandrup. Tel: (08) 24-76-77. Telex: 69868. VP: Finn Jaffe.

Labels: (Owned) Blue Fox, MV, Queen, Stopp.

Muscal, see Sonet/Dansk.

Music for Pleasure, see EMI.

Music Partner, see Royton.

Music Rack A/S, Sandtoften 25, DK-2820 Copenhagen. Tel: (02) 88-04-33. Gen. Mgr.: Olaf Egeland; Sales Mgr.: Palle Christensen. (Rack Jobber, Importer as Grammo Serv. A/S)

Music Serv. ApS, Westend 3, DK-1661 Copenhagen V. Tel: (01) 31-13-25. Cable: DAVSMUSIC. Telex: 15013. Owner: Kurt Andreasen; Sales Mgr.: Nellie Christensen.

N Y E Tomer, Kurjevvej 24, DK-9330 Dronninglund. Contact: Mogens Koch Pedersen.

Label: (Represented) Word (USA).

Odeon, see EMI.

Ditav Musik (IFPI), Lundely 12, DK-2900 Hellerup. Tel: (01) 61-10-44. Gen. Mgr.: Fru Ella Banderup; Music Adviser: George Swensson.

Labels: (Owned) BB, Diplom, Ohta, Zac.

One Up, see EMI.

P M P, see Per Meistrup.

Parkway, see Tuba.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see Phonogram.

Phonogram A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland. (Also see PolyGram).

Labels: (Owned) Fontana, Mercury, Philips, Vertigo; (Licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Albion (UK), All Platinum (USA), Argo (UK), Beltona (UK), Biograph (USA), Chapter One (UK), Charisma (UK), Chess (USA), DJM (UK), Decca (UK), Deram (UK), Eclipse (UK), Emerald (UK), Ensign (UK), Global, Haven (USA), Haworth (USA), London (UK), Mountain (UK), L'Oiseau Lyre (France), On Record (UK), Rex (UK), Rocket (UK), Smash-Riviera, Tembo (UK), Threshold (UK), Utopia (UK), Zappa).

Pick Up Recs. ApS (IFPI), Gl. Kongevej 47-B, DK-1610 Copenhagen V. Tel: (01) 24-04-34. A&R & Gen. Mgr.: Peter Liltauer.

Labels: (Owned) KAM, Pick Up.

Play, see Kleinerts.

Polydor A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Gen. Mgr.: Stefan Fryland; Sales Mgr.: Joergen Kristiansen. (Also see PolyGram).

Labels: (Owned) Archiv, DG, Favorit, Heliodor, Karussell, Melody, Polydor, Resonance, Tip, Vevo; (Licensed) Backstreet (USA), Brain (Germany), Dreamland (USA), EG (UK), Fiction (UK), Hispavox (Spain), MCA (USA), MCA Coral (USA), Oyster (UK), Pablo (USA), Phil Spector Int'l (UK), RSO (UK), Spring (USA).

PolyGram Recs. A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland.

Affiliates: Phonogram A/S, Polydor A/S.

Popic Prod'n, PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71. Dir.: O. Trosborg; Sales Mgr.: Otto Waldoff; A&R: Peer Ivan.

Portrait, see CBS.

Queen, see Montax.

R E C A Music Prod'n, Nykoebovej 18, DK-4571 Grevinge. Tel: (03) 45-93-89. Dir.: Finn Reiner; Gen. Mgr.: Ole Steen Pedersen; Sales Mgr.: Carl C. Dalgaard.

Ra, see Per Meistrup.

Regal-Zonophone, see EMI.

Remi Music, Hedeparken 179, DK-2750 Ballerup. Tel: (02) 65-06-92. Pres.: Rene Gosvig.

Resonance, see Scandinar.

Royton Music (Scandinavia) ApS, Vordingborgvej 2, CK Th., DK-4700 Naestved. Tel: (03) 73-45-11. Telex: 46222. Chm.: Benny Schou Spens; Gen. Mgr.: Knud-Arne Nygaard.

Labels: (Owned) Music Partner, Royton; (Licensed foreign) Bastun (Sweden), Bluebird (Finland), Cherry Red (UK), Graduate (UK), Human (UK), Ice (UK), Nems (UK), PVK (UK), Plant (Sweden), Polarox (Finland), Quumber (Netherlands), Secret (UK).

S A D, Swanedamsgade 14, DK-5800 Nyborg. Tel: (09) 14-01-77. Owner & Dir.: Palle Schmidt; Sales Mgr.: Carsten Schmidt. (Distributor/Importer)

Select Video A/S (Starbox A/S), Store Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12-01-12. Cable: SELECTVIDEO. Telex: 15252. Prod. Mgr.: Henning Wlen; Mgr.: Vagn Thekkel Pedersen; Program Mgr.: Johnny Reimar.

Labels: (Owned) Select-Starbox; (Licensed foreign) Disneyland-Buena Vista (USA).

Int'l reps.: Norway (Norsk Select Video), Sweden (Select Video).

Seraphim, see EMI.

Sonet/Dansk Grammofon A/S (IFPI), St. Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 13-42-11. Cable: DANRECORD. Telex: 19883. Pres.: Karl Emil Knudsen; Sales & Mktg. Mgr.: Hardy Larsen; Danish A&R:

Per Stan; Int'l Mgr.: Kent Munch.
 Labels: (Owned) Ecco, Fiasco, Klemetten, Life, Mascot, Musical, Sonet, Storyville, Tono; (Licensed foreign) Ace (UK), Air (UK), Albion (UK), Aligator (USA), Antilles (USA), Bearsville (USA), Blueprint (UK), Bronze (UK), Calibre (UK), Caroline (UK), Celluloid (France), Chiswick (UK), Chrysalis (UK), Cube (UK), Dindisc (UK), Electric (UK), Elite (Switzerland), Gazel (Sweden), Grand Prix (Sweden), H&L (USA), Hannibal (UK), Island (UK), Kicking Mule (UK), Knapp Up (Sweden), MAM (UK), Mute (UK), PRT (UK), Piccadilly (UK), Plantation (USA), Rockhouse (Netherlands), Roulette (USA), SSS Int'l (USA), Sonet (UK), Specialty (UK), Spotlight (Sweden), Sun (USA), Takoma (USA), Titanic (UK), 2-Tone (UK), Ultraphone (Germany), Vanguard (USA), Virgin (UK), Ze (USA).
 Starline, see EMI.
 Star Sound A/S, Rørdser 1, DK-2760 Malov.
 Steeplechase Prod'n ApS (IFPI), Rosenvaenglets Alle 5, DK-2100 Copenhagen O. Tel: (01) 26-01-44. Cable: STEEPRECORDS. Telex: 19144. Pres. & Mng. Dir.: Nils Winther.
 Int'l reps.: Austria (Bellaphon), Belgium (Do Re Me), Canada (Trend), Finland (Discophon), France (Musica), Germany (Bellaphon), Italy (IRD), Japan (Shinsei), Sound Trading, Super Stop, Techiku, Netherlands (Agram), Norway (Asona), Portugal (Dargil), Spain (Edgisa), Sweden (Adib), Switzerland (Bellaphon), UK (TDL), USA (Rick Ballard, House, Rouser).
 Stopp, see Montax.
 Storyville, see Sonet/Dansk.
 Sunset, see EMI.
 Teovision, Laerdalsgade 5, DK-2300 Copenhagen 5 Tel (01) 52-11-85. Label: (Represented) Maranatha! (USA).
 Tip, see Polydor.
 Tono, see Sonet/Dansk.
 Trola, see Moerks.
 Tuba Recs K/S, Amagerstorv 15, DK-1160 Copenhagen K Tel (01) 12-33-10. Cable: TUBAMUSIC. Telex: 15929. Pres: Jerry Ritz, Gen. Mgr. Michael Michelsen; Sales & Mktg. Mgr. Inger Kolfoed, Promo Mgr. Lone Nielsen.
 Labels: (Owned) Banana, Blitz, Parkway, Tuba; (Licensed) Bluebird (Finland), Club Marann (Sweden), Marann Int'l (Sweden), My Label (Sweden), Radial Choice (UK), Raxi (Sweden), Trocadero (Sweden), Youngblood (UK).
 Int'l reps.: Finland (Bluebird), Norway (Marann), Sweden (Marann).
 United Artists, see EMI.
 Vertigo, see Phonogram.
 Verve, see Polydor.
 Xena, see Medley.
 Zac, see Dhtav.

• music publishers

Casadida, Skellosevej 10, DK-2500 Valby. Tel: (01) 17-14-11. Chief Execs: Poul Bruun, Michael Ritto; Press Officer: Grete Lindgren.
 Davs Musik, Normasvej 12, DK-2500 Valby. Tel: (01) 31 13 25 Cable: DAV-SMUSIK. Telex: 15013. Owner: Kurt Andreassen.
 E M I Music Publ'g (Denmark) A/S, My Desterogade 10, DK-1101 Copenhagen K. Tel: (01) 11-56-26. Telex: 27237. Gen. Mgr.: J. Joergensen.
 Future Music, see MA.
 Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen.
 Branches: DK-8000 Aarhus, Graven 4-6-DK-5000 Odense, Klaregade 15 Intersong ApS, Emdrupvej 115A, DK-2400 Copenhagen NV Tel (01) 69-25-22. Chief Exec., D. Bergmann.
 K L A P S, see Casadida.
 Klemerts Musik Forlag A/S, Christian IX's Gade 7, DK-1111 Copenhagen K Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres. John Rasmussen.
 M A Music (Europe), C.T. Barloevsvej II t.h., DK-2300 Copenhagen F. Tel: (01) 86-89-44. Cable: MUSICABLE. Mng. Dir.: John Jones; Gen. Mgr. Malie Johannson; Prof. Mgr.: Roy Marriott.
 Per Meistrup Prod'n Co., PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (01) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup.
 Moerks Musikforlag A/S, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.
 Multitone ApS, Vibevej 31, DK-2400 Copenhagen NV. Gen. Mgr.: Leif Peder sen.
 Netto Music, Bredgade 50, DK-9491 Pandrup. Tel: (08) 24-61-33. Telex: 69843. Gen. Mgr.: Mogens Villadsen, Export Mgr. Allan M. Kristensen; Promo. Mgr.: Calle Nielsen.
 Dhtav Music, Lundely 12, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-44. Gen. Mgr.: Fru Ella Biederup; Music Advisor: George Swensson.
 Pick Up Music, Publg. G. Kongevej 47-B, DK-1610 Copenhagen V. Tel: (01) 24-04-34. Mgr.: Peter Lrtbauer.
 Remi Music, Hedeparken 179, DK-4750 Ballerup. Tel: (02) 65-06-92. Pres.: Rene Gosvig.
 Royton Music, Vordingborgvej 2, Ck Th., DK-4700 Naestved. Tel: (03) 73-45-11. Chm.: Benny Schou Spens; Gen. Mgr. Knud-Arne Nygaard.
 Samfundet til Udgivelse af Dansk Musik (Society for Publishing Danish Music), Valhørdsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Svend Erik Tarp; Gen. Mgr.: Kaethe Kirk.
 Sonet/Dansk Musik, Sk. Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12-01-12. Cable: DANRECORD. Telex: 15252. Pres.: Karl Emil Knudsen; Prof. Mgr.: Inge Winchler.
 Starbox A/S, Store Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12-01-12. Cable: SELECTVIDEED. Telex: 15252. Prod. Mgr.: Henning Vilen; Mgr.: Vagn Therkel Pedersen; Program Mgr. Johnny Reimar.
 Steeplechase Music, Slotsallén 16, DK-2930 Klampenborg. Tel: (01) 26-01-44. Telex: 19144. Chief Exec.: Nils Winther.
 Tuba (Publ'g) K/S, Amagerstorv 15, DK-1160 Copenhagen K. Tel: (01) 12-33-10. Cable: TUBAMUSIC. Telex: 15929. Pres.: Jerry Ritz; Promo. Mgr.: Lone Nielsen; Prof. Mgr. Michael Michelsen.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Danish Composers' Society, Valhørdsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Per Norgard; Sec'y: Kaethe Kirk.
 Danish Music Council, National Committee of the International Music Council (IMC), Nybrogade 2, DK-1203 Copenhagen Tel: (01) 13-93-01. Pres. Poul Joergensen; Sec'y Gen. Lasse Lindhard.
 Danish Music Publ'rs Ass'n, Box 20, DK-6040 Egtved Tel: (45) 55-14-11.
 Den Danske Gruppe af IFPI, Oslo Plads 14, DK-2100 Copenhagen. Tel: (01) 42-21-66. Sec'y: Johan Schlueter.
 Jazzcentret, Svennerupskov, DK-4683 Roseneide. Contact: Arvid Meyer.
 Musikforlaegerforeningen af 1972 (The Association of Danish Music

Publ'rs of 1972), Box 20, DK-6040 Egtved. Tel: (45) 55-14-11.
 S C A W C (Scandinavian Country & Western Corp.), PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71.

Society for Publishing Danish Music (Samfundet til Udgivelse af Dansk Musik), Valhørdsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Svend Erik Tarp; Gen. Mgr.: Kaethe Kirk.
 Union of Danish Musicians, Vendersgade 25, DK-1363 Copenhagen K.

LICENSING ORGANIZATIONS, MUSIC

Gramex, Gothersgade 103-4, DK-1123 Copenhagen K. Tel: (01) 11-95-00. Gen. Mgr.: Otto Lassen. (Performing rights only—records).
 K O D A, Rosenvaenglets Hovedvej 14, DK-2100 Copenhagen D. Tel: (45) 138-9702. Cable: INTERKDDA. Gen. Mgr.: H. Lund Christensen. (Performing rights only).
 Nordisk Copyright Bureau, Frederiksgade 17, DK-1265 Copenhagen K. Tel: (01) 12-87-00. Cable: CDPYRIGHT. Telex: 19371. (Mechanical rights only).

LICENSOR, RECORD & TAPE

David Hubert & Assocs. ApS, c/o Harlekin Music ApS, Bredgade 37, DK-1260 Copenhagen.

PLATING, PROCESSING & PRESSING PLANTS

Per Meistrup Prod'n, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.
 Pressing Capacity: 45-1,000 units/day; LP-2,000 units/day.

RECORD PROMOTION

Per Meistrup Prod'n, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.
 Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel: (01) 67-33-00. Owner: Niels Lindahl.
 Popic Prod'n, PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71. Contact: Otto Waldorf.
 R E C A Music Prod'n, Nykøbingvej 18, DK-4571 Grevinge. Tel: (03) 45-93-89. Dir.: Finn Reimer; Gen. Mgr.: Ole Steen Pedersen; Sales Mgr.: Carl C. Dalgaard.
 Society for Publishing Danish Music (Samfundet til Udgivelse af Dansk Musik), Valhørdsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Svend Erik Tarp; Gen. Mgr.: Kaethe Kirk.
 Knud Thorbjørnsen ApS, 35 Grønnegade, DK-1107 Copenhagen K. Tel: (01) 12-26-10. Owner: Knud Thorbjørnsen.
 Home office: Sweden, EMA-Telstar.

Tuba (Promo.) K/S, Amagerstorv 15, DK-1160 Copenhagen K. Tel: (01) 12-33-10. Cable: TUBAMUSIC. Telex: 15929. Pres.: Jerry Ritz; Promo. Mgr.: Lone Nielsen.

TAPE CUSTOM DUPLICATORS

F H C Electronics, Landgreen 7, DK-1301 Copenhagen K. Tel: (01) 14-69-93. Cable: SELECTAHERLOEV. Pres.: Henning B. Petersen.
 Audio: Cassette.
 Frode Herloef & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLDEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen.
 Audio: Cassette.

Holm Cassette ApS, Svanovej 12, DK-2400 Copenhagen NV. Tel: (01) 81-13-33. Gen. Mgr.: Joergen Holm; Sales Mgr.: Hans E. Jensen.
 Per Meistrup Prod'n, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.
 Audio: Cassette.
 Tocano Cassette ApS, Vallekildevej 103, DK-4534 Hoeve. Tel: (03) 45-67-89. Gen. Mgr.: Alex Frederiksen; Studio Mgr.: Jan Dildrup; Cassette Mgr.: Preben Graves.

• **supplies**
 Empty Cartridges, Cassettes & Reels
 Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer).
 Audio: Cassette.

• **envelopes & mailers**
 Borch Tryk A/S, Kogevj 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch.
 Johnsen + Johnsen A/S, Aldersgade 8, DK-2100 Copenhagen. Tel: (01) 29-86-86. Telex: 27286. Gen. Mgr.: Borge Thorsted; Sales Mgr.: Benny Stenberg.
 JACKETS & SLEEVES
 Borch Tryk A/S, Kogevj 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch. (Jackets only).
 Knud Hansen, Høvej, Copenhagen. (Jackets only).
 Per Meistrup Prod'n, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen. (45 & LP).

LABELS, DISK

POLYETHYLENE BAGS
 Borch Tryk A/S, Kogevj 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch.
 Per Meistrup Prod'n, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen. (45 & LP labels).

RECORD MANUFACTURING EQUIPMENT

Drifon Mfg. A/S, Mosedalvej 118, DK-2500 Copenhagen-Valby. Tel: (01) 46-24-22. Cable: DRIFDFDN. Telex: 27587. Mng. Dir.: Erik Rohmann; Technical Mgr.: Ib Petersen; Export Mgr.: Niels Jespersen; Financial Mgr.: Niels Bornhoej.
 Chief product: Cutting heads & disk cutting systems.

TAPE, BLANK LOADED & BULK RAW

Agfa Gevaert A/S, Farnerland, DK-2600 Glostrup. Tel: 96-67-66. Telex: 19214. Gen. Mgr.: J. Dau, Sales Mgr.: E. Hendrup.
 Audio: 2", 1" & 1/2" open reel, cassette.
 Video: 2" & 1" open reel, 1/2" Beta. VHS & V-2000 cassette.
 Ampex, see Steen Hauerbach.
 Audio Master, see EMI.
 E M I (Dansk-Engelsk) A/S, Høfddingsvej 18, DK-2500 Valby-Copenhagen. Tel: (01) 30-67-11. Cable: GRAMMDPHDN. Telex: 16631. Mng. Dir.: Kurt H.P. Hansen; Sales Mgr.: Die Jersee. (Blank only).
 Audio: AUDIOMASTER EMITAPE cassette, open reel.
 Fuji, see Steen Hauerbach.
 Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr. Jorgen Thybro. (Importer).

Audio: 8-tr., cassette, open reel.
 Video: 2" & 1" open reel, 1/2" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" Beta & VHS cassette.
 Brand names: Ampex, Fuji.
 Frode Herloef & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLDEV. Pres.: Henning B. Petersen; Sales Mgr. John Hansen.
 Audio: SELECTA SUPERTDN, GOLD STAR cassette.
 Video: SELECTA 1/2" VHS cassette.
 Per Meistrup Prod'n, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.
 Audio: MAGNEX cassette, open reel.
 Video: MAGNEX 1/2" VHS cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer).
 Audio: TTL cassette loaders.

• accessories manufacturers

Audioscan, Oester Farmmagsgade 28, DK-2100 Copenhagen O. Tel: (01) 76-80-00.

Product: Record—PICKERING replacement stylus.
 Hagen-Olesen, Teglgardsvej 105, DK-3050 Humlebaek. Tel: (03) 19-14-47. Chief Exec.: K. Hagen Olesen.
 Product: Record—record care products: record cleaner (Clean-ol), replacement stylus.

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro.
 Product: Tape—carrying & storage cases, leader & splicing tape.

Drifon Mfg. A/S, Mosedalvej 118, DK-2500 Copenhagen-Valby. Tel: (01) 46-24-22. Cable: DRIFDFDN. Telex: 27587. Mng. Dir.: Erik Rohmann; Technical Mgr.: Ib Petersen; Export Mgr.: Niels Jespersen; Financial Mgr. Niels Bornhoej.
 Product: Records—replacement stylus.

• store fixtures

Johnsen + Johnsen A/S, Aldersgade 8, DK-2100 Copenhagen. Tel: (01) 29-86-86. Telex: 27286. Gen. Mgr.: Borge Thorsted; Sales Mgr.: Benny Stenberg.

Product: Record & tape display racks.
 K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel: (02) 65-12-42. Telex: 35342. Pres.: Philip Kives; Gen. Mgr.: Erik Adelkrone.
 Home office: USA.
 Product: Record browser boxes.

• jukebox manufacturers

Bally-automater A/S, Roedager Alle 133, DK-2610 Rødovre. Tel: (01) 70-10-87. Cable: BALCOP. Mng. Dir.: Kaj Hardsors; Sales Mgr.: Jesper Maaloe.
 Brand names: Bally (USA), Midway (USA), NSM (Germany).
 Broedr. Joergensen, Rygaards Alle 104, DK-2900 Hellerup. Tel: (01) 29-75-11.
 Skandinavisk Grammofon Automat, Faborgvej 50, Himmelev, Roskilde. Tel: (03) 35-55-50.

DOMINICAN REPUBLIC

Population: 5,300,000

Rate of exchange: \$1 (US) = 1 peso

Per capita income: \$875.

Holidays: January 1, January 6 (Feast of 3 Kings), January 21 (Altagracia Day), January 26 (Day of Duarte), February 27 (Independence Day), Good Friday, May 1 (Labor Day), Corpus Christi, August 16 (Restoration of Independence), September 24 (Mercedes Day), December 25

• record & tape manufacturers / distributors / importers

Bartolo I, see Productores Musicales.
 Caribe, see Distribuidores Musicales del Caribe.
 Continental de Discos SA, Zona Ind'l Herrera, Calle I, Esq. I, Santo Domingo. Tel: 566-0511. Cable: CDNTIDIS SANTO DDMINGO. Pres: Miguel Angel Antor Yamin; Gen. Mgr.: Jose Antor Yamin; Sales Mgr.: Angel Antonio Alba B., Promo. & Sales Rep.: Benjamin Buysa M.
 Labels: (Owned) Fonograma, Hermanos Antor; (Licensed) CBS group (USA).
 Int'l reps.: USA (CBS), Venezuela (Fonorama, Hermanos Antor).
 Discomundo SA, Calle El Conde 404, Santo Domingo. Tel: 685-2576/4682. Pres.: Lic. Francisco A. Nina, VP Rosa Nunez.
 Labels: (Owned) Discomundo, (Licensed) Arieta-Eurodisc (Mexico, Spain), Gas (Mexico), Teca (Mexico, USA), Triozzo (Puerto Rico).
 Int'l rep.: USA (Teca).
 Distribuidora Dominicana de Discos Cpora, Conde 464, Santo Domingo. Tel: 682-4058/2538. Pres.: Gilberto Gonzalez; Gen. Mgr.: Rodolfo Gonzalez D.
 Labels: (Owned) Musicalia, (Licensed) Alhambra (USA), Ansonia (USA), Borrnque (USA), CTI (USA), Kubaney (USA), Marler (Spain), Moveplay (Spain), Musart (Mexico), Parachute (USA), Prelude (USA), Saisoul (USA), Seeco/Tropical (USA), TR (USA), Velvet (USA, Venezuela).
 Distribuidores Musicales del Caribe Cpora, Calle Mercedes 363, Z. I. Santo Domingo. Tel: 689-2978, 682-9213. Pres.: Ignacio Mena; Gen. Mgr. Pedro Vizzano, Sales Mgr.: Salvador Rodriguez, Warehouse Mgr. Bolivar Nunez.
 Labels: (Owned) Caribe; (Licensed foreign) Artomas (Puerto Rico), Bronco (Puerto Rico), Chrysalis, Disneyland-Vista (USA), RCA Victor (worldwide), 20th Century-Fox.
 Fonograma, see Continental.
 La Guarachita (Empresas), PO Box 375, Calle El Conde 108, Santo Domingo. Tel: 689-2545. Pres.: Rhadames Aracena; VP: Zunilda Reed de Aracena.
 Labels: (Owned) Guarachita, Ketyl, Lucienne, Madalit, Zuni, (Licensed) Audio Fidelity (USA), Bilo (Venezuela), Decca (UK), Dorado (USA).

Fuentes (Colombia), London (USA), Mariel (USA), Mary Lou (USA), Muscor (USA), Peerless (Mexico), Sonolux (Colombia), Sonus (Venezuela), Starbright (USA), Suaritos (USA), Top Hits (Venezuela)
 Hermanos Antor, see Continental
 Ketty, see La Guarachita
 Lucienne, see La Guarachita
 Madalit, see La Guarachita
 Musicalia, see Distribuidora Dominicana de Discos
 Productora & Distribuidora Nacional de Discos CporA, El Conde 464, Santo Domingo Tel (809) 688-9350. Cable DISNADISCOS Telex 3264505.
 Pres: Gilberto Gonzalez Arenas, Gen. Mgr.: Rodolfo Gonzalez Daussa.
 Labels: (Licensed foreign) ADH (Puerto Rico), Atlas (USA), Mercury (Germany), Microfon (USA), Philips (Germany), Polydor (Germany), RSD (USA).
 Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel 532-7906. Cable IEMCA Telex 4267 (RCA), 3460429 (ITT). Pres: Matilde Hasbun Vda. Selman, Gen. & Sales Mgr.: Ramon A. Blandino, Int'l Mgr.: Tirso Selman H.
 Labels: (Owned) Bartolo I. Muscor
 Salon de Estudios Mozart CporA, Calle El Conde 82, Santo Domingo Tel 682-2640. Mng. Dir.: A. Blandino Soto
 Julio Tonos CporA, Apdo. 364, El Conde 251, Santo Domingo Tel (809) 682-5322. Pres: Julio Tonos
 Zumi, see La Guarachita

• services

PLATING, PROCESSING & PRESSING PLANTS

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo Tel. 565-5717
 Industrias Antor CporA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo Tel. 566-8666. Cable ANTDR SANTD DDMINGO. Pres.: Miguel Angel Antor Yamín, Gen. Mgr.: Juan Dahajre; Prod'n & Sales Mgr.: Angel Antonio Alba
 Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman

TAPE CUSTOM DUPLICATORS

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA. Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman
 Audio: 8-tr., cassette, open reel

• supplies

CARRIAGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA. Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman
 Audio: DYNAMIC SDUND cassette

JACKETS & SLEEVES LABELS, DISK

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo Tel. 565-5717
 Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA. Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman. (Jackets & sleeves only)

POLYETHYLENE BAGS & SHRINKWRAP

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA. Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman. (Poly Bags only)

TAPE, BLANK LOAEO

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA. Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
 Audio: DYNAMIC SDUND 8-tr., cassette, open reel

• accessories

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo Tel. 532-7906. Cable IEMCA. Pres: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
 Product: Record-carrying & storage cases, replacement styl

ECUADOR

Population: 8,500,000

Rate of exchange: \$1 (US) = 57 sucres.
 Per capita income: \$1,100.

Holidays: January 1, Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), August 10 (Independence Day), October 9 (Guayaquil Independence), October 12 (Columbus Day), November 3 (Cuenca Independence), December 6 (Founding of Quito), December 25 & religious holidays.

• record & tape manufacturers / distributors / importers

Aguilar (Discos) SA, Apdo. 933, Velez 409, Dh. 203, Guayaquil. Tel: 515-727, 529-924, 516-208. CABLE: DISCFENIX. Pres.: Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado, Ass't Mgr.: Roberto Aguilar Maldonado.
 Labels: (Owned) Aguilar, Fam, Fenix, Folklore; (Licensed) IEMPSA (Peru), Ramy (USA), Virrey (Peru).
 Int'l reps.: Colombia (Sonolux, Prelude), Mexico (DCM), Peru (IEMPSA Virrey).

Centenario Recs. Cia. Ltda., Av. Quito 4014 & El Dro, Guayaquil, Guayas. Tel: 346-069. Cable: CENTERRECORDS. Gen. Mgr.: Medardo A. Silva; Sales Mgr.: Beatrice Lopez De Silva.

Labels: (Owned) Centenario, Cosmos, Ecuatoriano, Mio; (Licensed foreign) Orton (Mexico).
 Int'l reps.: Colombia (Chavez, Tropical), Peru (Cobos), USA (Dial), Venezuela (Promus).

Coloso, see Famoso.

Compania Procesadora de Discos SA (Coprodisa), Noguchi 1902, Guayaquil. Tel: 344-281. Mgr.: Heriberto Ortega G. (Distributed by Emporio Musical).
 Labels: (Owned) Coprodisa; (Licensed foreign) Belter (Spain), Movieplay (Spain), Dimpo (Spain).

Coprodisa, see Compania Procesadora de Discos

Cosmos, see Centenario

Ecuatoriano, see Centenario

Emporio Musical SA (IFPI), Lorenzo de Garacoa 2813, Guayaquil Tel: 401-935, 402-228. Mgr.: Carlos Pino Plaza.
 Labels: (Owned) Dron; (Represented) CBS, IEMPSA, London, Som.

Estelar, see IFESA

Fadisa (Fabrica de Discos SA) (IFPI), Casillas 1339 & 2001, Kilometro 13 Via Los Chillus, Quito. Tel: 311-157. Pres. & Sales Mgr.: Roberto Recalde C.; Gen. Mgr.: Trajano Recalde; Prod'n Mgr.: Guillermo Recalde C.
 Labels: (Owned) Fadisa, Rondador; (Licensed) Ariola (Spain, UK, USA), Peerless (Mexico), RCA (USA), Tropical (Colombia), El Virrey (Peru), Zafiro (Spain).
 Int'l reps.: Argentina (Chango, Microfon), El Salvador (Dicesa), France (Inter Musique), Peru (IEMPSA), Spain (Manolo Galvan, Dilmac).

Fam, see Aguilar.

Famoso (Industrias) CA (IFPI), PO Box 3514, Quito Tel: 459-032, 243-005. Cable: FAMDISD. Telex. 2580. Gen. Mgr.: Gonzalo Jimenez Posada; Sales Mgr.: Fausto Carrera.

Labels: (Owned) Coloso, Famoso; (Licensed) ATC (Argentina), Agullo (Spain), Baby (Italy), Bambuco (Colombia), Barclay (France), Codiscos (Colombia), Columbia (Spain), Daro (Colombia), Delphine (France), Discoteca CA (Venezuela), Fonodisco (Venezuela), Helix (Mexico), Ice (UK), Industria Nacional del Sonido (Colombia), Intopesa (Peru), Lauro (Bolivia), Melody (Mexico), Musart (Mexico), El Palacio de la Musica (Venezuela), Sonico (Colombia), Teldec (Germany), Tropical (Colombia).
 Int'l reps.: Argentina (ATC), Colombia (Codiscos), Mexico (Musart), Peru (IEMPSA), Venezuela (Palacio de la Musica).

Fediscos (Fabrica Ecuatoriana de Discos SA), (IFPI), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISDCOS. Telex: 3606. Pres.: Francisco Ferand-Aroca; Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu; Int'l Dept. Mgrs.: Lucila Ferand, Jorge Macias.
 Labels: (Owned) Festival, Dnix, Teen; (Licensed) Casablanca (USA), Coro (Mexico), Discomod (Venezuela), De-Lite (USA), Disney (USA), Fermata (Brazil), Fuentes (Colombia), Guajiro (USA), Intermusique (Spain), MCA (USA), Philips (Netherlands), Polydor (Germany), Sesame Street (USA), Sonolux (Colombia), Velvet (Puerto Rico, Venezuela), Victoria (Colombia), WEA Int'l.

Int'l reps.: Argentina (Phonogram), Central America (Indica in Costa Rica), Brazil (Fermata), Chile (Philips), Colombia (Fuentes), Peru (IEMPSA), USA (Dioago), Venezuela (Unidas).

Fenix (Discos) SA, see Aguilar.

Festival, see Fediscos.

Folklore, see Aguilar.

I F E S A (Industria Fonografica Ecuatoriana SA) (IFPI), Apdo. 3885, Calicuchima 704, Guayaquil. Tel: 400-700, 401-931, 403-516. Cable: IFESA Telex: 40-3512. Pres.: Luis Pino Yerovi; Gen. Mgr.: Leticia Pino de Dritega; Mgr.: Augusto Villegas M. (Distributed by Emporio).
 Labels: (Owned) Estelar, Lluvia de Estrellas, Sona; (Licensed foreign) AIR (Netherlands), Capitol (USA), Carrere (France), DJM (UK), Discos Latin (USA), EMI (UK), Euro (Italy), Fantasy (USA), Fonobosa (Colombia), Gamma (Mexico), Hispavox (Spain), Mencana (USA), Microfon (Argentina), Midtown (USA), Ddeon (Worldwide), Petco (USA), Prelude (USA), Salsoul (USA), Sono Radio (Peru), United Artists (USA), Vanguard (USA), Victor (Japan).

Int'l reps.: Colombia (FM), Mexico (Gamma), Peru (Sono Radio), Venezuela (Sonografica, Suramericana del Disco).

Lluvia de Estrellas, see IFESA.

Mio, see Centenario.

Mundo Musical Cia. Ltda., PO Box 6499, Quito. Tel: 242-912. Pres: Ricardo Wright; Gen. Mgr.: Thomas Wright, Sales Mgr.: Roger Wright; Ass't: Ave-lina Jara. (Distributor/Importer)

Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina).
 Dnix, see Fediscos.
 Orton, see Emporio.
 Eco. Roberto Recalde C., PO Box 1339, Quito.
 Label: (Represented) Laurie (USA).

Rondador, see Fadisa.

Sona, see IFESA.

Teen, see Fediscos.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Casa de la Cultura Ecuatoriana, Apdo. 67, Quito.

Branches: Cuenca—Guayaquil, Casilla 3542.

LICENSING ORGANIZATION, MUSIC

S A D R A M (Sociedad Anonima de Representacion & Administracion Musical Cia. Ltda.) Editorial, Apdo. Aereo 3456, Lorenzo de Garacoa 2910, Guayaquil. Tel: 401-932.

PLATING, PROCESSING & PRESSING PLANTS

Aguilar (Discos) SA, Km. 16 via a Daule, Dh. 203, Guayaquil. Tel: 515-727, 529-924, 516-208. Cable: DISCFENIX. Pres.: Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado, Ass't Mgr.: Roberto Aguilar Maldonado.

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISDCOS Telex 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu.

TAPE CUSTOM DUPLICATORS

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISDCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu.

Audio: Cassette.

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo 3885, Calicuchima 704, Guayaquil. Tel: 400-700, 403-516, 401-930. Pres: Luis Pino Yerovi; VP: Carlos Pino P.; Gen. Mgr.: Leticia Pino de Dritega, Mgr.: Augusto Villegas.

Audio: 8-tr., cassette

• supplies

JACKETS & SLEEVES

LABELS, DISK RAW MATERIALS

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISDCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu. (Jackets; Sleeves—45, LP; labels—45, LP, PVC granulates)

• accessories

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 300-100/861. Cable: FEDISDCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu.
 Product: Tape-storage boxes.

• jukebox title strip manufacturer

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 300-100/861. Cable: FEDISDCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu.

• promotional merchandising aids

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 300-100/861. Cable: FEDISDCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu.
 Product: Posters.

EGYPT

Population: 42,500,000

Rate of exchange: \$1 (US) = 0.69 Egyptian pound.

Per capita income: \$400.

Holidays: May 1 (Labor Day), June 18 (Evacuation Day), July 23 (Anniversary of the Revolution), October 6 (Military Day), October 24 (Suez Na'l Day), traditional Christian & Mohammedan holidays

• record & tape manufacturers / distributors / importers

Sonar Ltd., 11 Kamal El Dine Salah, Garden City, Cairo Tel: 21374. Telex: 92252. Mng. Dir.: Dr. Hami Sabet, Kamal Dlama.

Sono Cairo Audio Video Co. (IFPI), Maspero TV Bldg., Korhish El Nil St., Cairo Tel: 754-809, 749-311. Bd. Chm.: Taha Nasr; Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges.

Int'l reps.: Austria, Canada, Switzerland, Tunisia, USA, Common Market (all Cofines), Greece (EMI Greece), Kuwait (Buzed Phone), Libya (El Toriky), Morocco (Alfarsa).

Michael Yacoumopoulos, 28 Saad Zaghloul, Alexandria. Tel: 805-934. Cable: YALDS. Owner: Michael Yacoumopoulos, Sales Mgr.: George Yacoumopoulos. (Distributor/Importer)

• services

PLATING, PROCESSING & PRESSING PLANT

Sono Cairo Audio Video Co., Maspero TV Bldg., Korhish El Nil St., Cairo Tel: 754-809, 749-311. Bd. Chm.: Taha Nasr; Gen. Mgr.: Mohamad Gomaa, Comm'l Mgr.: Michel Gerges.

RECORD PROMOTION

Sonar Ltd., 11 Kamal El Dine Salah, Garden City, Cairo Tel: 21374. Telex: 92252. Mng. Dir.: Dr. Hami Sabet, Kamal Dlama
 Sono Cairo Audio Video Co., Maspero TV Bldg., Korhish El Nil St., Cairo Tel: 754-809, 749-311. Bd. Chm.: Taha Nasr; Gen. Mgr.: Mohamad Gomaa, Comm'l Mgr.: Michel Gerges

• supplies

TAPE, BLANK LOADED & BULK RAW

International Cassette & Tape Mfg. Co., 88 Kasr El Aini St., Cairo Tel: 21848. Telex: 92503, 92529. Contacts: Jack L. Landis, John W. Bateman
 Audio: ICT High Output Cassette

EL SALVADOR

Population: 4,600,000

Rate of exchange: \$1 (US) = 2.50 colon.

Per capita income: \$700

Holidays: January 1, Good Friday, Easter, Sunday, May 1 (Labor Day), San Salvador's Feast, September 15 (Independence Day), October 12 (Columbus Day), All Souls Day, Anniversary of First Cry for Independence, December 25

• record & tape manufacturers / distributors / importers

Arco Irs, see Dicesa

Bonidiscos, Apdo. 1393, Blvd del Ejercito Kilometro 5, San Salvador Tel: 27-48-02. Telex: 30235. Owner: Manuel Lombardo Aguilar
 Labels: (Owned) Bonidiscos, (Licensed foreign) Baby (Italy), Butterfly (USA), Discomoda (Venezuela), Musidisc (Brazil), Prelude (USA), Vogue (France)

Dicesa (Discos Centroamericanos SA) (IFPI), Apdo 847, Blvd del Ejercito Nacional Kilometro 5, Soyapango, San Salvador Tel: 27-08 55. Cable: DICESA. Pres.: Jose Antonio Hutt; Gen. Mgr.: Eduardo Hurt; Sales Mgr.: Alejandro Hutt

Int'l branches: Costa Rica, Kodika, Guatemala, Coguadika, Nicaragua, Dicesa; Panama, Discos de Panama.

Labels: (Owned) Arco Iris, Dicesa; **(licensed foreign)** Alegria, Amanecer del 76 (Spain), Atlantic (USA), Chrysalis (USA), Common Cause, Delphine (France), Disneyland (USA), Elektra/Asylum/Monesuch (USA), Gas (Mexico), Hansa, Helix, IEMPSA (Peru), Kim, Lorena, Millennium (USA), Polar, Pye (UK), RCA (USA), Salsoul, Sonido Latino, Sonolux (Colombia), Tabou Combo, Trova (Spain), 20th Century (USA), Vanguard, Velvet, Warner Bros. (USA), Zafiro (Spain).

Int'l reps: Colombia (Sonolux), Mexico (Gas), USA (Taurus Sound), Venezuela (Sono-Vent).
Dicea, see Musi Centro.
Distribuidora Salvadoreña de Discos SA, Apdo. (06) 960, Condominio Plaza Suiza, Locales 5&4, Carretera a Santa Tecla, San Salvador, Tel: 23-97-92 Telex: 20090. Gen. Mgr.: Jose M. Chavarria.
Home office: Costa Rica, Indica (see for label information).
Indica, see Distribuidora Salvadoreña de Discos SA.

Kismet, see Leo.
Leo SA de CV, Colonia Santa Christina, Pasaje Santa Luisa 1043, San Salvador, Tel: (503) 22-6292, 22-8471. Telex: 30077 Pres.: Ricardo Boet; Gen. Mgr.: Arturo Rodriguez; Sales Mgr.: Leonel Alvarez.

Labels: (Owned) Leo; **(licensed)** Alhambra (USA), Ansonia (USA), Casablanca (USA), De-Lite (USA), Ibis (USA), Infinity (USA), Kismet (El Salvador), London (UK), MCA (UK), Drleon (Mexico).
Int'l reps: Costa Rica (Johnny Salas), Guatemala (Miguel Angel Armas), Honduras (Disco & Cintas), Nicaragua (Fernando Flores).

Mercado de Discos, Apdo. (06) 1393, Blvd. del Ejercito Kilometro 5, San Salvador, Tel: 27-15-93, 27-05-20. Exec. Mgr.: Ana Magdalena de Aguilar (Importer/Distributor).

Musi Centro, Apdo. (06) 111, 47 Avda. Sur 118, San Salvador, Tel: 24-36-78 Cable: MUSICENTRO. Telex: 30108. Gen. Mgr.: Rene Fuentes. (Distributor)
Home office: Guatemala, Dideca (see for labels distributed).

• **music publisher**

Edicesa (Ed. Centroamericana SA), Apdo. 847, Blvd. Ejercito Nacional Kilometro 5, Soyapango, Tel: 27-08-55. Pres.: Jose Antonio Hutt, Exec. Dir.: Alejandro Hutt.

• **services**

PRESSING PLANTS

El Bonto (Graficos), Apdo. 1393, Blvd. del Ejercito Kilometro 5, San Salvador, Tel: 27-48-02/49-25. Telex: 30235. Chief Exec.: Fabio Aguilar Murcia; Gen. Mgr.: Manuel L. Aguilar.

Estudio de Grabaciones & Impresiones SA de CV (EGEISA), Apdo. 847, Blvd. Ejercito Nacional Kilometro 4 1/2, San Salvador, Tel: 27-08-55. Pres.: Jose Antonio Hutt.

TAPE CUSTOM OPLICATOR

Boncassette, Apdo. 1393, Blvd. del Ejercito Kilometro 5, San Salvador, Tel: 27-48-02/49-25 Telex: 30235. Chief Exec.: Fabio Aguilar Murcia; Gen. Mgr.: Manuel L. Aguilar.
Audio: Cassette.

FINLAND

Population: 4,810,000.
Rate of exchange: \$1 (US) = 4.40 marka.
Per capita income: \$10,000.
Holidays: New Year's Day, Epiphany, Good Friday, Easter Monday, May 1 (Labor Day), Ascension Day, Whitmonday, Midsummer Day, All Saints' Day, December 6 (Independence Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold single—10,000 units Gold LP—25,000 units; diamond LP—50,000 units, platinum LP—100,000 units. Note: Cassette sales are included with LP sales if contents are 1:1. Awards are controlled and distributed by AKT. Gold singles and platinum albums are extremely rare, but several albums, particularly domestic ones, have sold in excess of 50,000 copies.

Records sold domestically (IFPI member sales only; retail, including tax): 1981—2,587,410 units, \$25,425,000; 1980—2,334,443 units, \$23,696,000 EP's 1981—80,550 units, \$291,000; 1980—34,492 units, \$129,345 Singles 1981—515,830 units, \$1,433,000, 1980—436,793 units, \$1,200,000.

Records imported from USA (factory value, CIF): 1981—394,530 units, 1980—1,705,000 units, \$1,820,000.

Records exported to USA (factory value, FOB): 1981—5,970 units, 1980—5,870 units, \$22,700.

Records imported from countries other than USA (factory value, CIF): 1981—2,520,026 units, 1980—2,089,771 units, \$5,215,000.

Records exported to countries other than USA (factory value, FOB): 1981—320,330 units, 1980—238,207 units, \$662,500.

Average retail price per record: Full priced LP's—\$11.50; EP's—\$4.00, singles—\$3.10.

TV merchandising: 17% of total.
Record club sales: 15% of total.
Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is dominant again. Leading wholesalers and distributors to the trade are Finns candia and PEC-Musikkuitku, the latter formed by CBS, EMI and PSD in 1979. Aani-ja Kuvallennettajat (membership about 20) accounts for 10% to 55 per cent of the total record and pre-recorded tape sales in Finland. Rackjobbers are responsible for 40 per cent of retail sales inside AKT. Some 30 per cent of AKT sales are through conventional retail outlets. Direct imports (particularly from the USA), dumping, pirate sales and home taping are major problems.

Type of promotion: Government-controlled radio and TV networks are most important. Jukeboxes and discotheques (nearly 300) are other useful outlets. Radio Luxembourg, with its satisfactory medium wave reception at night, is quite popular among teenagers. Summer rock and pop festivals (about 20 annually) feature many international acts and boost in know local talent. Well established pop and rock magazines such as Soundi, DK, Suosikki, and Discousus give good coverage on both international and local artists. Television advertising is rather popular, though expensive. There is no radio advertising.

Jukeboxes: 3,500.

TAPE:

Market: Audio: The sales ratio between records and pre-recorded tape has turned clearly in favor of records, though it used to be a close 51 to 49 only a few years ago. 8-track is now nonexistent, while open reel is used

by a small number of hardcore hi-fi buffs. Some 5 to 6 million blank cassettes were sold in 1981, a sign of heavy home taping. Video—Activity is getting hot as the expected boom years of 1983-84 are nearing. About 90,000 blank cassettes were sold in 1981 and that figure is forecasted to double in 1982. Consumers are renting rather than buying (the ratio is 90 to 10). Rautakirja Dy already has 100 outlets that are offering pre-recorded cassettes and close on its heels come the Finniscandia-backed Scan-Video Dy. Local production—old movies, children's material, etc.—is up but international product remains dominant.

Pre-recorded tape sold domestically (IFPI; retail, including tax): Cassette 1981—2,202,107 units, \$18,581,000; 1980—2,051,388 units, \$18,330,000.

Pre-recorded tape imported from USA (factory value, CIF): 1981—47,689 units, 1980—201,356 units, \$210,000.

Pre-recorded tape exported to USA (factory value, FOB): 1981—808 units, 1980—2,091 units, \$7,500.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1981—1,183,125 units; 1980—1,066,629 units, \$2,040,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1981—171,926 units; 1980—130,364 units, \$418,000.

Pre-recorded video tape sold domestically including imports: 1981—3,000 units.

Average retail price per pre-recorded audio tape: Full-priced cassette—\$11.50.

Average retail price per pre-recorded video tape: Beta—\$110.00, VHS—\$110.00; V-2000—\$110.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios—2,600,000 (sets), television sets—1,624,715 (sets), 938,833 color, 685,882 b/w, phonographs—750,000, audio tape recorders—1,500,000; video tape recorders—30,000.

RADIO STATIONS:

No. of government 1
Comment: Program 1 is mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is Swedish language programming, available in coastal areas and some inland towns. The share of music in the two Finnish language networks is about 60%. Live pop and rock concerts are rare, but there is a tendency for more youth-oriented programming during after-school hours.

TELEVISION STATIONS:

No. of channels 2 government, 95% color (PAL).
Comment: Yleisradio, the parliamentary controlled broadcaster, is working on two channels nationwide. A private commercial company, Oy Mainos-TV-Reklam, buys time from Yleisradio and sells it to advertisers. Programming is diversified and usually of high quality, though good musical shows are rarities. International shows seen here include Dallas, Happy Days, The Muppet Show, Rockpalats and Love Boat.

IMPORT/EXPORT REGULATIONS:

There are no custom duties on imports from EFTA, United Kingdom, Denmark and the USSR. All imports, without regard to country of origin, bear a 2% surcharge. No licenses are needed, except for trading with Socialist Block countries. Exports are duty free.

MARKET ANALYSIS

1981 was another good year for AKT (the Finnish Group of IFPI companies), which now boasts of twenty leading companies. Sales at the wholesale level were up about 10%. On the gloomier side, home taping increased like never before, while Seppala Dy opened the country's first disk rental departments, and even the rising video market is expected to hit the popularity of records and pre-recorded tapes. The early part of 1982 forebode a decline in sales, and some employees have been given notice. Doing best during these changing times, it seems, are small independent companies specializing in domestic rock and MDR. These firms do not talk about new depression but blame the major companies for constantly making mistakes. There also is a big demand for major superstars and sales-boosting musical trends. As yet, artists toying with new romanticism and futuristic sounds have not had a real chance here but the Finns are genuine "Johnny-Come-Latelys."

Direct importation of records and pre-recorded tapes continues to be a major problem, and this includes heavy loads of cutout material from the USA. Major retail chains, such as Valintailo Dy and Anttila Dy, are leading the way. The first official Finnish sales chart was launched by AKT in 1981, and it received mixed responses. **Kari Helopanta**

• **record & tape manufacturers / distributors / importers**

Harry Aaltonen Recs & Minimusic (IFPI), Haapakylä, SF-03100 Nummela, Tel: (13) 22661 Chief Exec.: Harry Aaltonen

Labels: Duo, Minimusic
Aantemussikkui Dy, Kahakylä 8C, SF-02940 Espoo 94 Tel: 597-993
Angel, see EMI.
Anuco, see Pehan
Arrival, see K-tel
Audiomart Dy, Hiltsaankatu 5, 08100 Helsinki 81 Tel: (90) 782-011
Audiowideopiste, Hameentie 35, SF-00500 Helsinki 50, Tel: (90) 753-3319. (Importer).

Audiovis Dy, Raeetaelintie 7, SF-04900 Kerava Tel: (90) 246-550. Cable **AUDIVIDIS**, Chief Exec.: Lauri Nykorp, Sales Mgr.: Yesa Lehto.

Birdie, see Bluebird.
Bluebird Music Dy (IFPI), Bulevardi 5 A 5, 00120 Helsinki 12 Tel: (90) 604-851 Telex: 124934. Mng. Dir.: Dsmo A. Ruuskanen

Labels: (Owned) Bluebird, Birdie, **(licensed foreign)** Banana (Denmark), CNR (Netherlands), Goodwill (Sweden), Marifon (Germany), Maritim (Germany), Qcumber (Netherlands), Royleton

Blue Note, see EMI.
CBS Recs Dy (IFPI), Valimotie 1, SF-00380 Helsinki 38, Tel: (90) 556-506 Telex: 122890. Gen. Mgr.: Antti Holma, Sales Mgr.: Timo Laukkanen.

Labels: (Owned) CBS, Cupol, Embassy, Epic, **(licensed)** Blue Sky (USA), Caribou (USA), Monument (USA), Philadelphia Int'l (USA), Young Blood (UK).

C-Myynti Oy, Box 1503, Hameenpuisto 33 A 1, SF-32111 Tampere 21 Tel: (931) 33 506. Pres. & Gen. Mgr.: Lasse Martinen

Labels: (Represented) Belter, Clave, Gaviota, Hispavox, Impacto, Dlympo (all Spain)

Capitol, see EMI
Chart, see K-tel
Columbia, see EMI.

Concert Hall Society, Hameentie 157, Helsinki 56 Tel: (90) 790 022 Mng. Dir.: Harry Soderholm.

Label: (Owned) Concert Hall
Cupol, see CBS.

Delta, see Finndisc.
Digitel Music Dy, Larvurinne 2, SF-00120 Helsinki 12 Tel: (90) 666-375. Gen. Mgr.: Ilkka Lehtinen (Importer)

Digitel, see Finnley.
Disco-Lux Dy, Ulvulantie 5, SF-00350 Helsinki 35 Tel: 551-414

Discoption Dy (AB) (IFPI), Lanspotti 4A, SF-02210 Espoo 21 Tel: (90) 880-022 Cable: DISCOPTY Telex: 122705 Mng. Dir.: Johan Vinkstedt; A&R Mgr.: Narhi Maja, Sales Mgr.: Risto Kajanen.

Labels: (Owned) Kerberos, Q, **(licensed foreign)** Attic (Canada), Avator (UK), BBC (UK), Boardwalk (USA), Buddha (USA), Concord (USA), Ensign (UK), Erato (France), Intercord (Germany), Jupiter (Germany), Logo (UK), Millennium (USA), Motown (USA), Musca (Sweden), Polar (Sweden), RCA (worldwide), Repertoire (Germany), Rialto (UK), SteepleChase (Denmark), Stranded (Sweden), Supraphon (Czechoslovakia), Swedish Society (Sweden), Telefunken (Germany), Telestar (Sweden), Trash (Sweden), Wary Fi (UK), Zilch (UK)

Duo, see Harry Aaltonen.
E M I Finland AB (Dy) (IFPI), Arinate 6 E, SF-00370 Helsinki 37 Tel: (90) 558-421. Cable: GRAMMDPHDN Telex: 122482 Mng. Dir.: Rolf Kronqvist, A&R Mgr.: Heikki Puhakka, Sales Mgr.: Eric Forsman

Labels: (Owned) Angel, Blue Note, Capitol, Columbia, EMI, EMI America, Electrola, HMV, Harvest, Liberty, Dodeo, Parlophone, Pathe, Regal, Starline, Sunset, **(licensed domestic)** Love, **(licensed foreign)** Carrere (France), Fantasy (USA), Flamingo (Sweden), Frituna (Sweden), ROLL (UK), Magnet (UK), Milestone (USA), Prestige (USA), RAK (UK), Mipping Stones (UK)

Eagle, see TopHits-Finnhits
Edge, see Ethics
Electrola, see EMI
Embassy, see CBS.
Epic, see CBS

Erikoiskustannus Dy, Nuortie 5D, SF-01650 Vantaa 65 Tel: (90) 844 752
Gen. Mgr.: Veli-Matti Kuparinen; Sales Mgr.: Antti Marvia

Int'l reps: Belgium (MRP), Germany (Peter Messingfeld), Sweden (DX-Kop), UK (East Anglian), USA (Giffen).

Ethics Musikkui Dy, Verkattehtaankatu 10, Turku 11 Tel: (921) 28021 Bd. Chm.: Mariti Kulmala; Gen. Mgr.: Jouko Heyno. (Distributed by Discoption)

Label: (Owned) Edge.
Evergreen Dy (AB), PD Box 25, SF-00571 Helsinki 57 Tel: (90) 68-71-77 Telex: 125260 Mng. Dir.: Georg Uggla; Sales Mgr.: Sven Forsberg. (Wholesaler/importer/Mail Order)

Fazerin Musikkikerho AB (Dy) (Fazer Music Club Ltd) (IFPI), Hoylamotie 18, SF-00380 Helsinki 38, Tel: (90) 556-451. Telex: 121738 Mng. Dir.: Pauli Leimo; Mktg. Mgr.: Bo Bergman

Label: (Owned) Suomalainen Musiikkijärjestö (Finnish Music Library).
Femme Fatale, see Untor
Fennica, see Society of Finnish Composers.
Fifty-Fifty, see Studio 55/Fifty-Fifty
Finlandia, see Finnley

Finndisc Dy (IFPI), Takomotie 3, SF-00380 Helsinki 38 Tel: (90) 558-797. Telex: 122782. Bd. Chm.: John Eric Westoe; Mng. Dir.: Jaakko Salo; Ariola Label Mgr.: Matti Kanerva

Labels: (Owned) Delta, Rondo, Safir, **(licensed foreign)** Ape (Switzerland), Ariola (Germany), MPA (Switzerland)

Finnngospel AB (Dy), Punavuorenkatu 3, SF-00120 Helsinki 12 Tel: (90) 658-868. Gen. Mgr.: Jan-Erik Lindqvist; Sales Mgr.: Bjarne Bergsten

Labels: (Owned) Finnngospel; **(licensed domestic)** Touch Music.
Int'l reps: Denmark (Nye Toner), Norway (Gospel House), Sweden (Gospel & Musikkhuset, Proprius, Signatur), UK (Marshall, Morgan & Scott).
Finnish Music Library, see Signatur.

Finnley Oy (IFPI), Takomotie 3, SF-00380 Helsinki 38, Tel: (90) 558-797. Telex: 122782. Bd. Chm.: John Eric Westoe; Mng. Dir.: Leif Lindblad, Int'l A&R Mgr.: Guu Kokyluschkin; Local A&R Mgr.: Timo Lindstrom; Phonogram Label Mgr.: Jaakko Karjalainen; Polydor Label Mgr.: Pekka Saariala; Finlandia Label & Classical Prod. Mgr.: Jaakko Borg

Labels: (Owned) Digitel, Finlandia, Finnley, Kraek, Rytmi, Savel, Shokki, Trola; **(licensed)** Amadeo (Austria), Bis (Sweden), Casablanca (USA), Charisma (UK), DG (Germany), DJM (UK), Decca (UK), ECM (Germany), F-Beat (UK), Fontana (Netherlands), London (UK), MCA (USA), MGM (USA), Melodia (USSR), Mercury (USA), Metronome (Germany), Mountain (UK), Pablo (USA), Philips (Netherlands), Phil Spector Int'l (UK), Polydor Int'l (USA), RSD (UK), Vertigo (UK), Walt Disney (USA)

Finniscandia Musiikkiosakeyhtio, Takomotie 3, SF-00380 Helsinki 38, Tel: (90) 558-797. Mng. Dir.: John Eric Westoe, Mktg. Dir.: Leif Lindblad, Sales Mgr.: Timo Jokela, PR & Sales Promoter: Lasse Norres; Material Adm'n'r: Hannu Lunn. (Administrator/Distributor) Note: Finniscandia is an administrative company for Finnley, Finndisc, Scandia Musiikki, Levy-piste (Rack), and Fazerin Musiikkikerho (Music Club).

Frog Music/Salo & Co., Iivinsmenenkatu 2 A 9, 02260 Espoo 26 Tel: (90) 885-494. Chief Exec.: Harrn Salo. Gen. Mgr.: Diti Pasonen. (Wholesaler/Importer)

Fuga Dy, Unoninkatu 28, SF-00100 Helsinki 10, Tel: (90) 631 181 Telex: 124692. Bd. Chm.: Erkki Nuoto; Mng. Dir.: Markku Nuoto

Label: (Owned): Fuga.
Gold Disc, see Levytuttajat
Golden Label, see K-tel.
Gospel Sound, see Ristin Votito.
H M V, see EMI.
Harvest, see EMI.

Helander Prod'n Dy, Palovartiantie 13, SF-00750 Helsinki 75, Tel: (90) 36-68-10. Mng. Dir. & Gen. Mgr.: Jorma Helander, Sales Mgr.: Timo Rantala

Label: (Owned) Help.
Int'l rep.: Sweden (Nord Disc)

Help, see Helander
Hi-Hat, see Scandia
Hise-Leyvit, PD Box 169, 13101 Hinnna 10

Historia, see Sauna
Hitti, see TopHits-Finnhits
Ilona, see TopHits-Finnhits
Impact, see K-tel
Imperial, see K-tel
Indigenous Recs., c/o Nils Erik Valkeapaa, SF-99470 Karesuvanto.
J P Musikkui Dy, Tynnelankuja 2 H, SF-00750 Helsinki 75, Tel: (90) 358-133.
Mng. Dir.: Erkki Puumalainen, Prod'n Mgr.: Jarmo Jylha.
Johanna Kustannus, Bernhardsinkatu 7 A 6, 00130 Helsinki 13 Tel: (90) 177-233. Telex: 125234. Pres.: Atte Blom.

Labels: (Owned) Johanna, Karhu.
Int'l rep.: Sweden (Tandani)

Jokamies, see Untor.
K-tel Int'l (Finland) Dy, Hameentie 6 A 4, 00530 Helsinki 53 Tel: (358)

739 455 Telex 123438 Mng Dir Marita Kaasalainen, Sales Mgr Jorma Leppä Aro
Home office: USA
Labels: (Owned) Arrival, Chart, Golden Label, Impact Imperial, Kilo, K tel Lotus, (Licensed) ANR/Popchannel (Netherlands), CGD Int'l (Italy), Can't Stop (USA), Creole (UK), Dureco (Netherlands), Durium (Italy), Friends (Netherlands), Malaco (USA), Marann (Sweden), Prelude (USA), Red Bus (UK), Rollin' Rock (USA), WMOOT (USA)
 Karas Sana Oy, PL 48, SL 08101 Lohja 10 Tel (912) 87755 Cable LOGOS Pres V P Toivainen, Gen Mgr Matti Valtonen, Sales Mgr Joumi Ilmo lahti
Label: (Owned) Sana Ja Savel
 Karhu see Johanna Kerberos, see Discophon
 Kilo, see K tel
 Kirjastopalvelu Oy (Library Servs Ltd.) Sarkimientie 5, SF 00210 Helsinki 21 Tel (90) 692 6266 Mng Dir Jorma Kirjavainen (Distributor)
 Kiss, see Polarvox
 Kouv, see Sauna
 Kompac Recs Oy (IFPI), Hakolahdenkuja 4B, 00200 Helsinki 20 Tel (90) 676 445 Pres Christian Schmidt
 Kraek, see Finnlevy
 Kustannuskeskus Paiva Oy, PO Box 10, SF 13101 Hameenlinna 10 Tel (917) 65 211 Or Risto Kotkavuori
 Lahti Oy (Musiki), Lustote 3, SF 03100 Nummela Contact Yehko Lahti
Label: (Represented) Moss Music Group (USA)
 LeBaron Music Oy, Bulevardi 5 A 5, 00120 Helsinki 12 Tel (90) 604 727 Telex 124934 Mng Dir Osmo A Ruuskanen (Distributor)
 Leo Recs Oy, PL 193, 00101 Helsinki 10, Huvilakatu 24 A 21, 00150 Helsinki 15 Tel (90) 608 507 Telex 121394 Owner Edward Vesala
 Levypiste Oy, Takomotie 3, SF 00380 Helsinki 38 Tel (90) 558 797 Telex 122782 Mng Dir Leif Lindblad (Wholesaler/Rack Jobber)
 Levytuottajat Oy, Bulevardi 5 A 5, 00120 Helsinki 12 Tel (90) 646 401 Telex 124934 Mng Dir Yeksi Salmi, Sales Mgr Seppo Matintalo, Int'l Prod' Jussi Itkonen (Distributed by Discophon outside Helsinki)
Labels: (Owned) Gold Disc, Mars, Rockin'
 Liberty see EMI
 Lobo Ky, Bernhardinkatu 7A6, 00130 Helsinki 13 Tel (90) 177 233 Exec Harri Sakala
 Lotus, see K tel
 Love see EMI
 Lovebird, see Polarvox
 M M K S, see Musiikkikonsultit
 M N C, see Musiikkikonsultit
 M & T Prod'n Oy, Kaskenkatu 2B, 20700 Turku 70 Tel (921) 330 323 Gen Mgr Matti Ruohonen
 Mars, see Levytuottajat
 Mellow, see Musiikkikonsultit
 Melp, see Musiikkikonsultit
 Midnight, see Musiikkikonsultit
 Mmunic, see Harry Aaltonen
 Music Imports (Oy) Ltd., c/o P Hallman, Tommolankatu 18K, SF 18130 Heinola 13
 Musiikkikonsultit Ky (Music Consultants Co.), Lansitie 47, SF 11100 Riihimäki 10 Tel (914) 36 260 Chief Exec Juhani Lahti
Labels: (Owned) Evergreen, MMKS, MNC, Mellow, Melp, Midnight, Musko, SPLP
 Musko, see Musiikkikonsultit
 Naekelovamman Keskusliitto Ry, Mäkeläenkatu 50, SF 00510 Helsinki 51 Tel (90) 77041 Mng Dir Pentti Lappalainen, (Cassette manufacturer for the blind)
 Nusku Mteri, see Polarvox
 O M, see Olarin
 Odeon, see EMI
 Olarin Musiikki Oy, Meteorinrata 3 B 42, SF 02210 Espoo 21 Tel (90) 882 334 Mng Dir Timo Narvanen
Labels: (Owned) OM, Olarin
 Otava, Uudenmaankatu 8 12, SF-00120 Helsinki 12 Tel (90) 170 471
 P E C Musiikkutukku Oy, Arinate 6C, SF 00370 Helsinki 37 Tel (90) 556 383 Mng Dir Risto Kokkonmäki (Distributor)
 P L Recs Oy, Ruoholahdenkatu 16B, SF-11080 Helsinki 18 Contact Pentti Lasanen
 Parlophone, see EMI
 Pathe, see EMI
 Pekan Musiikki Oy, Aurakuja 5, SF 01630 Vantaa 63 Tel 844-767 Mng Dir Pekka Harkonen
Label: Anuco
 Philips AB (Oy), Kavokatu 8, SF-00100 Helsinki 10 Tel (90) 17 721 Gen Mgr J.W. Brans
 Poko Int'l, see Untor
 Poko Records, PO Box 104, 33201 Tampere 20 Tel (931) 20-500 Telex 22460 Mng Dir Kari Helenius (Also see Untor)
 Polarvox Oy (IFPI), Arinate 2, Helsinki Tel (90) 554-453 Cable JUVVOX Mng Dir Leena Juuranto, Gen Mgr: Jari Vaeanaenen
Labels: (Owned) Kiss, Lovebird, Nukku-Matti, Polarvox, (Licensed foreign) Aura (UK), Charly (UK), De-Lite (USA), DeLuxe (Australia), Garuda (UK), Posh Boy (USA), Rockhouse (Netherlands), SOS (Sweden), Sai soul (USA), Sugar Hill (USA), Stiff (UK), Virgin (UK)
 Int'l repps.: Denmark (Sonet), Sweden (Arne Bendixsen, SOS, Sonet)
 Prisma, see Ristin Voitto
 Q, see Discophon
 Quality Recs Oy, PO Box 216, SF 00531 Helsinki 53 Tel (90) 603372 Pres Matti Lapiro, Sales Mgr Jarmo Santavuori
 Rebel Recs, Tuusulanatie 26, SF-04200 Kerava Tel (90) 291 9766 Contact Kari Hemonen
 Regal, see EMI
 Renne Recs, Kirvuvuontie 4, SF-01620 Vantaa 62 Tel (90) 890 131
 Ristin Voitto Ry, Smikkelonpolku, SF 01300 Vantaa Tel (90) 826 377 Pres Eino O Vanhala, Music Dept Mgr. Seppo J. Jaervinen.
Labels: (Owned) Gospel Sound, Prisma
 Rocin', see Levytuottajat
 Rondo, see Finndisc
 Rytm, see Finnlevy
 S P L P, see Musiikkikonsultit
 Safir, see Finndisc
 Sana Ja Savel, see Karas-Sana Oy
 Sauna Musiikki Oy (Sauna Music Co Ltd.), PO Box 36, 00661 Helsinki 66 Tel (90) 745 050 Cable SAUNAMUSIC Admin Or Anja Lehtinen, Gen & Sales Mgr Rauno Lehtinen.
Labels: (Owned) Historia, Kouv, Sauna, Sex-6, Yes-Jees
 Savel, see Finnlevy
 Scandia Musiikki Oy (Scandia-Music Co Ltd.) (IFPI), Takomotie 3, SF 00380 Helsinki 38 Tel (90) 558 797 Cable SCANOIAMUSIC Telex

121738 Bd Chm John Eric Westoe, Mng Dir Gugi Kokljuschkin, WEA Label Mgr Ritva Karhula, Bronze, Chrysalis, Island, PRT & Sonet Label Mgr Matti Kanerva
Labels: (Owned) Hi Hat, Scandia, (Licensed) Asylum (USA), Atco (USA), Atlantic (USA), Bronze (UK), Chiswick (UK), Chrysalis (UK), Elektra (USA), Island (UK), Metronome (Sweden), PRT (UK), Reprise (USA) Sonet (Sweden, UK), Warner Bros (USA)
 Int'l repps.: Scandinavia (Metronome & Sonet in Sweden)
 Sex 6, see Sauna
 Sezyrov Oy, Ratilahdentie 11 B, SF-00570 Helsinki 57 Tel (90) 688 112 Shokki, see Finnlevy
 Society of Finnish Composers, Runeberginkatu 15 A 11, SF 00100 Helsinki 10 Tel (90) 445 589
Label: (Owned) Fennica
 Sokos Sound, see Suomen Osuuskappojen Keskuskunta
 Starline, see EMI
 Studio 55/Fifty Fifty Recs (IFPI), Aurakatu 3B SF 20100 Turku 10 Tel (921) 510 770
 Suni Oy, Koulukatu 1, SF 53100 Lappeenranta 10 Tel (953) 12 800 Cable SUNI Sales Mgr Viljo Suni (Importer)
 Sunset, see EMI
 Suomalainen Musiikkijärjestö, see Fazerin
 Suomalaisen Musiikin Julkistamisraaja ry, PL 144 SF 00101 Helsinki 10 Chief Exec Ilkka Kuusisto
Label: Tacetus
 Suomen Osuuskappojen Keskuskunta (SOK), Vilhonkatu 7, SF 00100 Helsinki 10 Tel (90) 650 611 Cable KESKUSKUNTA (Distributor/Importer)
Labels: (Owned) Sokos Sound, (Licensed) Alshire (USA), Oscar (USA), Pickwick (UK, USA)
 Suuri Suomalainen Kirjekerho Oy, Hietalahdenranta 17 SF 00180 Helsinki 18 Tel (90) 601 466 Mng Dir Pauli Lemto
 Suuri Suomalainen Musiikkikerho Oy, Arinate 2 A, SF 00370 Helsinki 37 Tel (90) 554 532 Cable JUVVOX Telex 123166 Mng Dir Leena Juuranto (Record club)
 Taboriola, Albertsgatan 31 00180 Helsinki 18 Tel (90) 643 401 Chief Exec Michael Soederlund
Labels: (Represented) Hemmets Harold (Sweden), Maranatha' (USA), Prim (Sweden), Word
 Tactus, see Suomalaisen Musiikin Julkistamisraaja
 Topits Finnhits (IFPI), Lemmikkitie 19 SF 01350 Vantaa 35 Tel (90) 831 449 Gen Mgr Jorma Helander, Sales Mgr Timo Rantala
Labels: (Owned) Eagle, Hitti, Ilona, Topits-Finnhits
 Int'l repps.: Sweden (Nord Disc)
 Touch Music, see Finn gospel
 Trola, see Finnlevy
 Untor Oy, PO Box 483, Kytälankatu 6, SF 33201 Tampere 10 Tel (31) 20 500 Telex 22-460 Mng Dir Kari Helenius, Gen Mgr Pentti Paikoohe Sales Mgr Jukka Hynninen
Labels: (Owned) Femme Fatale, Jokames, Poko, Poko Int'l, (Licensed foreign) Bomp (USA), Cherry Red (UK), MNW (Sweden), Mistur (Sweden), No Future (UK), Reachout Int'l (USA), Rhino (USA), Safari (UK) Seinet (UK) Silence (Sweden)
 Vainon Sotin, Box 187, Vainonkatu 32, SF 40101 Jyväskylä 10 Tel (941) 11 015 Owner Heikki Ollilainen (Distributor/Importer/Mail Order)
 Valintatalo Oy, PO Box 176, Bulevardi 6, 00120 Helsinki 12 Tel 602 011 Telex 121637 Contact Esko Koliseva (Importer/Wholesaler)
 Valitut Palat Reader's Digest AB (Oy), Halsuante 4, SF 00420 Helsinki 42 Tel (90) 563 2011 Telex 122489 Mng Dir Martti Immonen, Prod Mgr, Martti Virtanen (Mail Order)
 West City Oy, PO Box 117, SF 00211 Helsinki 21 Tel (90) 692 2227 Telex 121394
 Yes Jees, see Sauna

• music publishers

A L R Musiikki Oy, c/o Hi Hat Recs, Takomotie 18, SF 00380 Helsinki 38 Tel (90) 556 501 Contact Tommi Luhalala
 Bluebird Music Oy, see LeBaron
 Coda (Ed.), (TEOSTO), Lansipolku 4A, SF 02210 Espoo 21 Tel (90) 880 022 Cable DISCOY Telex 122705 Mng Dir Johan Vikstedt, Gen Mgr, Majja Narhi
 Ensio Music Ltd (Oy), Aurakatu 3B, SF 20100 Turku 10 Tel (921) 510 700 Chief Exec Veli Pekka Anttila
 Fazer Musiikki Oy (TEOSTO), Takomotie 3, SF 00380 Helsinki 38 Tel (90) 558-991 Telex 122782 Publ'g Mgr Ramo Henriksson
 Finnmusic (Ed.), Ky, Rauno Lehtinen, Osuuskunnantie 50A, 00660 Helsinki 66 Tel (90) 748 559 Cable FINNMUSIC Sec'y Anja Lehtinen, Gen Mgr Rauno Lehtinen
 Helander Prod'n Oy, Lemmikkitie 19, SF 01350 Vantaa 35 Tel (90) 873 2029 Gen Mgr. Jorma Helander
 Hittimusiikki, see Helander
 Imiduco Kuustannusliike, Arinate 6 E, SF 00370 Helsinki 37 Tel (90) 558 421, Telex 122482
 J V I Kustannus T.Mi, Kaernerinkuja 1 E 52, 00750 Helsinki 75 Tel (90) 364 148 Gen Mgr Jarmo Jylha
 Jasesmusiikki Ky, PO Box 136, 13101 Hameenlinna 10 Tel (917) 23 146 Chief Exec Jarmo Semilae
 Jee Jee Music Oy, Pakkamestarinkatu 1, SF 00520 Helsinki 52 Tel (90) 143 133 Telex 123396 Gen Mgr Timo Vaananen
 Johanna Kustannus, Bernhardinkatu 7 A 6, 00130 Helsinki 13 Tel (90) 177 233 Telex 125234 Pres Atte Blom
 Kirkon Nuorisoyön Keskus, Lisankatu 27 B, SF 00170 Helsinki 17
 Kompac Recs Oy, Hakolahdenkuja 4B, 00200 Helsinki 20 Tel (90) 676 445 Gen Mgr. Chris Schwandt
 LeBaron Music Oy, Bulevardi 5 A 5, 00120 Helsinki 12 Tel (90) 604 851/727 Telex 124934 Mng Dir Osmo A Ruuskanen
 Levysavel Oy, Takomotie 3C, SF 00380 Helsinki 38 Tel (90) 558 991 Telex 122782 Publ'g Mgr Ramo Henriksson
 Levytuottajat Oy Kustannus, Bulevardi 5 A 5, 00120 Helsinki 12 Tel (90) 646-401 Telex 124934 Mng Dir Yeksi Salmi, Contact Jussi Itkonen
 Erik Lindstrom Kustannus, Pankkionkatu 7 A 1, SF 02210 Espoo 21
 Musiikkikonsultit Ky, Lansitie 47, SF 11100 Riihimäki 10 Tel (914) 36260 Chief Exec Juhani Lahti
 I Rock Oy, PO Box 77, SF 00520 Helsinki 52 Tel (90) 143 133 Telex 123396 Chief Exec Timo Vaananen, Gen Mgr Tikka Kallio
 Olarin Musiikki Oy, Meteorinrata 3 B 42, SF 02210 Espoo 21 Tel (90) 882 334 Mng Dir Timo Narvanen
 Polarmusic Oy, Arinate 2, Helsinki Tel (90) 554 453 Cable JUVVOX Chief Exec Leena Juuranto
 Ristin Voitto, Smikkelonpolku, SF 01300 Vantaa Tel (90) 826 377 Pres Eino O Vanhala, Music Dept Mgr Seppo J Jaervinen
 Scandia Kustannus Oy (Scandia Publ'g Co Ltd.), Takomotie 3C, SF 00380 Helsinki 38 Tel (90) 556 818 Telex 122782 Gen Mgr Paavo Einno

Sulasol Ry, Kluuvikatu 8, 00100 Helsinki 10
 Suomen Kanttori Urkurilitto, Keskuskatu 44, SF 38700 Kankaanpää

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Aani ja Kuvallenneuottajat ry (Finnish National Group of IFPI), Takomotie 3, SF 00380 Helsinki 38 Tel: (90) 551 021. Telex 122782 Dir Arto Alaspää
 Association of Finnish Musical Artists, Runeberginkatu 15 A 11 SF 00100 Helsinki 10 Tel (90) 445 589.
 Association of Finnish Music Schools, Urho Kekkosenkatu 8 C 29, SF-00100 Helsinki 10 Tel (3580) 694-3394 Chm, Aarre Hemming, Gen Mgr Maerta Kuokkanen
 Automaattivaokajajat ry (Renters of coin-operated machines ass'n), Or vedenkatu 12A, SF 33720 Tampere 72 Tel (931) 170-500.
 Elektronikan Tukkukauppaat (Importers & whsers. of electronic & hi fi in stallations & household appliances prods org.), Mannerheimintie 76, SF-00250 Helsinki 25 Tel (90) 441-651 Contact Heikki Peutere
 Finnish Blues Society, Telakkakatu 2, SF 00150 Helsinki 15, Tel 639-143
 Finnish Music Information Centre, Runeberginkatu 15 A 1, SF-00100 Helsinki 10 Tel (90) 409 134 Pres Pekka Kallio, Exec Sec'y Kauko Karjalainen
 Finnish Rock Festivals Ass'n, Sepetlahdentie 14 B-10, SF-02230 Espoo 23 Tel (90) 803-5110 Pres. Kari A. Elo
 General Industry Group, Marinkatu 26 B 23, SF-00170 Helsinki 17 Tel (90) 170 322
 Guild of Light Music Composers & Authors of Finland, Runeberginkatu 15 A 11, SF 00100 Helsinki 10 Tel (90) 407 991 Chm, Arthur Fuhrmann
 Helsinki Festival, Uimonkatu 28, SF 00100 Helsinki 10 Tel (90) 659-688 Cable FINNFEST Telex 124692 Entertainment Dept Mgr Tapani Naerhi
 I F P I see Aani ja
 National Committee of the International Music Council, Runeberginkatu 15 A 11, SF 00100, Helsinki 10 Sec'y Taimi Kyro
 National Section of the International Society for Contemporary Music, Errottajankatu 13 A 10, SF-00130 Helsinki 13
 Popmuusikot ry (Pop Musicians), Uudenmaankatu 36 D 21, 00120 Helsinki 12 Tel (90) 640 760 Gen Mgr. Jussi Rattinen
 Radioliikkeiden Lutto ry (Radio retailers ass'n), Vuorimehenkatu 21, SF 00140 Helsinki 14 Tel (90) 174 233 Chm, Eriki Rantala
 Ravintolamuusikot ry (Restaurant Musicians), Uudenmaankatu 36 D 21, SF-00940 Helsinki 94 Tel (90) 641-455
 Society of Finnish Composers, Runeberginkatu 15 A 11, SF 00100 Helsinki 10 Tel (90) 445 589
 Suomen Jazzitilo (Finnish Jazz Federation), PL 54, SF-00101 Helsinki 10
 Suomen Musiikkoyjen Lutto (Finnish Musicians Union), Uudenmaankatu 36 O 21, SF 00120 Helsinki 12 Tel (90) 640 760.
 Suomen Soitinlehtisuusyhdistys ry (Finnish Ass'n of Musical Instrument Mfrs.), Kauppaankatu 7, SF 00160 Helsinki 16 Tel (358 D) 170 322 Pres Ragnar Lindberg
 Suomen Suoramarkkinointiliitto ry (Organization of mail order & direct marketing firms), PL 96, SF 00381 Helsinki 38 Tel (90) 552 801 Pres Pauli Lemto, Sec'y Gen Christian Oesch
 Suomen Tiskijukat ry (Professional dish jockey ass'n), Yrjön Katu 3, SF 15100 Lahti 10 Tel (90) 662 218 Exec., Tapani Ripatti
 Suomen Työväen Musiikkiliitto, Hallituskatu 19, SF 33200 Tampere 20 Tel (931) 114 416

CATALOG SERVICES
 Karas Sana Oy, PL 48, SF 08101 Lohja 10 Tel (912) 87755 Cable LOGOS Pres V P Toivainen, Gen Mgr Matti Valtonen, Sales Mgr Joumi Ilmo lahti
 Original Recs Oy, Aleksis Kivenkatu 10, SF 33210 Tampere 21 Tel (931) 38124 Mgr Juhani Vesikko, Sales Mgr Pentti Marttinen, (Rec)

LICENSING ORGANIZATIONS, MUSIC
 Gramex, Runeberginkatu 15 A 6, 00100 Helsinki 10 Tel (90) 493 371. Contact Mrs. Kauo Luhalala (Radio/TV performance fees)
 Sulasol (Oy), Kaisu Luulajala ry (Sottijair Lutto ry), Fredrikinkatu 61, SF 00100 Helsinki 10 Tel (90) 694 3218 Chm Antti Soninen, Gen Mgr Jukka Kankainen
 T E O S T O ry (Saeveltaejaen Tekiaansektioistomisto—Finnish Composers Int'l Copyright Bureau), Lauttasaarentie 1, 00200 Helsinki 20 Tel (90) 692 2511 Gen Mgr Pekka Kallio, (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS
 Cutting Room Oy, Huovitie 7, SF-00400 Helsinki 40 Tel (90) 582-366 Mgr Rauno Luukkonen
 Lejos Oy/Finnvox Studios, Arinate 8, SF 00370 Helsinki 37 Tel (90) 554 521 Telex 123166 Gen Mgr Kurt Juuranto, Mgr Eriki Ertesuo
 Mamos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24 Tel (90) 15001 Cable COMTELE Telex 121544, 124319, Pres. Pentti Hanski, Sales Mgr Matti Kemilainen
 Stereokasetti (Oy) Stereolevy AB, PO Box 40, SF 11101 Riihimäki 10, Teh taankatu 13, SF 11100 Riihimäki 10 Tel (914) 30 731 Export & Import Jukka Vaino (Pressing only)

RECORD PROMOTION
 Moonshine Oy, Pakkamestarinkatu 1, SF 00520 Helsinki 52 Tel (90) 143 133 Telex 123396 Gen Mgr Timo Vaananen, Prod'n Mgr Richard C Stanley
 Rock-Along (Finland) Ltd., Sepetlahdentie 14 B 10, SF-02230 Espoo 23 Tel (90) 803-5110 Pres Kari A Elo
 Suomen Tiskijukat ry (Professional dish jockey ass'n) Yrjön Katu 3 15100 Lahti 10 Tel (918) 46 573 Exec Tapani Ripatti

TAPE CUSTOM DUPLICATORS
 Karas Sana Oy, PL 48, SF 08101 Lohja 10 Tel (912) 87755 Cable LOGOS Pres V P Toivainen, Gen Mgr Matti Valtonen, Sales Mgr Joumi Ilmo lahti
 Kasettimoniikko Oy, Pohjolankatu 35 A 1, SF-00610 Helsinki 61 Tel (90) 799 402
 Kasettimoniistus Oy, Waino Aaltonentie 11 A, SF 00570 Helsinki Tel (90) 688-122
Audio: Cassette
 Lejos Oy/Finnvox Studio, Arinate 8, SF 00370 Helsinki 37 Tel (90) 554 521 Telex 123166 Gen Mgr Kurt Juuranto, Mgr Eriki Ertesuo
Audio: Cassette
 Mamos TV Reklam AB (Oy) (MTV), Pasilankatu 44 SF 00240 Helsinki 24 Tel (90) 15001 Cable COMTELE Telex 121544, 124319 Gen Mgr Pentti Hanski, Sales Mgr Matti Kemilainen
Audio: Cassette
Video: 2" quad open reel 1" helical open reel, 1/2" U matric cassette, 1/2" Beta & VHS cassette, 1/2" V-2000 cassette
 Stereokasetti (Oy) Stereolevy AB, PO Box 40, SF-11101 Riihimäki 10, Teh

taanku 13, SF 11100 Rihimäki 10. Tel (914) 30-731 Export & Import
Jukka Yaimo
Audio: Cassette

• supplies

EMPTY CASSETTES

Pyrkya Oy, Tastone, SF-20380 Turku 38 Tel (921) 779-555. Contact: Arto Palm.

T P Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38 Tel (90) 551-039. Gen. Mgr. Erkki O. Hautanen

JACKETS & SLEEVES

Offset Oy, Tehtaankatu 27 29, SF-00150 Helsinki 15 Tel 659-608 Mng. Dir. K. Jarvinen

T P Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38 Tel (90) 551 039. Gen. Mgr. Erkki O. Hautanen. (Jackets only)

LABELS, DISK

Original Recs./Musikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21 Tel (931) 38-124. Mgr. Jukka Kellto.

POLYETHYLENE BAGS

Amerplast Suominen & Co., SF-33730 Tampere 73

PROFESSIONAL TAPE SUPPLIES

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52 Tel (90) 143-133. Telex: 123396. Gen. Mgr. Timo Vaananen, Prod'n Mgr.: Richard C. Stanley.

Brand name: Metrosound

3 M Oy (Suomen), Sinimaentie 20, SF-02630 Espoo 63 Tel (90) 520-011 Mng. Dir. Dag Helgestad; Sales Mgr. C.E. Lindholm.

TAPE, BLANK LOADED

Agfa-Gevaert AB (Oy), Suomalaisentie 7, SF-02270 Espoo 27 Tel: 803-8133. Telex 121187 Mng. Dir. W. Staudinger; Sales Mgr.: B. Haestoe. Audio: AGFA compact cassette, open reel.

Video: AGFA 2" open reel, 1/4" cassette, 1/2" cassette.

Audiorex Oy, Atomitie 5 C, SF-00370 Helsinki. Tel: (90) 562-34-11 Telex 122087 Sales Mgr.: Mark Weyner. Audio: TDK 1/4" open reel, cassette.

Video: TDK 1/4" Beta & VHS cassette.

Elektroposti Oy, Laentien Papinkatu 6, SF-00530 Helsinki 53. Tel. (90) 753-6311, 675-199. Telex: 125144. Mng. Dir.: Kalevi Oittinen. Audio: Cassette.

Finnlevy Oy, Takomotie 3, SF-00380 Helsinki 38. Tel. (90) 558-797. Audio: Cassette.

Hellectron Oy AB, Purotie 3, SF-00380 Helsinki 38. Tel: (90) 558-906. Cable HELECTRON. Telex: 122849. Pres.: Berndt W. Rosenlew; Sales Mgrs. (Consumer Prods.) Kimmo Vertio, (Communication Prods.) Olli Mattila.

Audio: SONY cassette

Video: SONY 1" open reel, 1/4" U-matic cassette, 1/2" Beta cassette.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Philips Oy, Karvinkatu 8, SF-00100 Helsinki 10. Tel: (90) 10-915. Audio: Cassette, open reel.

Video: 1/4" cassette.

3 M Oy (Suomen), Sinimaentie 20, SF-02630 Espoo 63. Tel: (90) 520-011 Mng. Dir.: Dag Helgestad; Sales Mgr.: C.E. Lindholm

Audio: SCOTCH 8-tr., cassette & open reel.

Video: SCOTCH 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, 1/2" cassette.

TAPE, BULK RAW

Agfa-Gevaert AB (Oy), Suomalaisentie 7, SF-02270 Espoo 27. Tel: 803-8133. Telex: 121187. Mng. Dir.: W. Staudinger; Sales Mgr.: B. Haestoe. Audio: AGFA cassette.

TAPE PACKAGING & LABELING EQUIPMENT

Pyrkya Oy, Tastone, SF-20380 Turku 38. Tel: (921) 779-555. Contact: Arto Palm.

T P Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

• accessories manufacturers

Finnlevy Oy, Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 558-797. Product: Record-record care prods.; Tape-head cleaners.

Finnmende Oy, Karvaamokuja 3, SF-00380 Helsinki 38. Tel. 558-858. Product: Record-SHURE replacement styli.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Product: Carrying & storage cases; Record-record care prods.; Tape-head cleaners, demagnetizers, leader & splicing tape.

Musiikki Mosse AB (Oy), Eerikinkatu 9B, SF-20110 Turku 11. Tel: (921) 11-362. Gen. Mgr.: Mosse Seera. (Importer)

Product: Carrying & storage cases.

T P Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

Product: Carrying & storage cases.

R. Västrom Ltd. (Oy), Ulvilantie 29/4, SF-00350 Helsinki 35. Tel: (90) 551-647. (Importer)

Product: Record-STANTON replacement styli.

• store fixtures manufacturers

Finnlevy Oy, Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 558-797. Product: Display racks.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Product: Browser boxes, display racks.

T P Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

Product: Display racks.

• promotional merchandising aids

West-City Oy, PO Box 117, SF-00211 Helsinki 21. Tel: (90) 692-2227. Telex: 121394.

Product: Posters, belt buckles, t-shirts, jackets, hats/caps, keychains, patches, buttons & badges, books & publications, scarves & bandanas.

Billboard 1982-1983 International Buyer's Guide

FRANCE

Population: 53,800,000
Population by age groups: Up to 14—22%, 15-24—16%, 25-49—33%, 50 & over—29%.

Rate of exchange: \$1 (US) = 6.90 francs

Per capita income: \$9,500

Holidays: January 1, Easter Monday, May 1 (Labor Day), Ascension Day, Whit Monday, July 14 (Bastille Day), August 15, November 1 (All Saints Day), November 11 (Armistice Day), December 25.

RECORDS:

Record sales certification awards: Gold single—500,000 units, platinum single—1,000,000 units; Gold LP—100,000 units, platinum LP—400,000 units.

Records sold domestically including imports: LP's 1981—60,300,000 units, 1980—65,000,000 units. EP's 1981—2,500,000 units, 1980—2,350,000 units. Singles 1981—61,000,000 units; 1980—55,000,000 units.

Records imported from USA (factory value, CIF): 1981—\$4,573,770; 1980—\$4,751,000

Records exported to USA (factory value, FOB): 1981—\$1,934,426; 1980—\$1,153,000.

Records imported from countries other than USA (factory value, CIF): 1981—\$21,540,983; 1980—\$20,894,000

Records exported to countries other than USA (factory value, FOB): 1981—\$3,762,295; 1980—\$3,863,000.

Average retail price per record: LP's—\$9; EP's—\$3; Singles—\$2.20

Record club sales: 5% of total

Discounting: Frequent

Type of distribution: Manufacturer-to-retailer and wholesaler-to-retailer

Promotion: Radio and television (see below) are the prime media. Commercial advertising is banned on government-controlled stations, which include all French television, but the number of advertisements for recorded music is increasing in the daily newspapers, as is the number of record companies supplying private radio stations with their product.

Note: Manufacturers are forbidden by law to set or recommend retail prices.

TAPE:

Market: The cassette is the preferred configuration in audio tape, and sales are making a major inroad into the LP market. VHS is the favorite video tape, accounting for 60% of total sales. Beta ranks next with 32%, and V2000 trails with 8%.

Pre-recorded audio tape sold domestically including imports: 8-tr 1981—2,000 units; 1980—5,000 units. Cassette 1981—26,000,000 units; 1980—21,000,000 units.

Pre-recorded audio tape imported from USA (factory value, CIF): 1981—\$1,311,475; 1980—\$1,781,000

Pre-recorded audio tape exported to USA (factory value, FOB): 1981—\$196,721; 1980—\$375,000.

Pre-recorded audio tape imported from countries other than USA (factory value, CIF): 1981—\$12,081,967; 1980—\$11,336,000

Pre-recorded audio tape exported to countries other than USA (factory value, FOB): 1981—\$6,327,869; 1980—\$6,937,000

Average retail price per pre-recorded audio tape: Cassette—\$9

Pre-recorded video tape sold domestically including imports (retail value): 1980—\$4,557,337 (estimate).

Average retail price per pre-recorded video tape: Beta—\$90; VHS—\$90; V-2000—\$90.

CONSUMER ELECTRONICS:

Percentage of homes with radios: (98%), television sets (90.8%, color 50%); phonographs (90%); audio tape recorders (60%); video tape recorders (9%).

RADIO STATIONS:

No. of commercial 3; no. of government 4.

Comment: Recorded music (60% UK/USA product) and quiz programs prevail. Live pop concerts are rare, although the government program "France Musique" features live classical and jazz music. "France Culture," a parallel, airs live drama. The new Socialist government has authorized privately operated stations, and it is estimated that, after getting the approval of a special committee, 900 will be in operation.

TELEVISION STATIONS:

No. of government 3; 100% color (SECAM).

Comment: French television still relies heavily on old films and series produced in the USA and dubbed in French, other programming is typically European. Legislation enacted in May will ease government control of the industry. It legalizes cable systems and privately run stations and will allow more shows to be produced at the local level. It also prohibits simultaneous release of films to movie theaters and television stations.

IMPORT/EXPORT REGULATIONS:

There are no taxes on imports from countries belonging to the Common Market: West Germany, the United Kingdom, Italy, the Netherlands, Belgium, Luxembourg, Denmark, Ireland and Greece. Imports from all other countries are taxed 6.2% of value. All imports are subject to the 33.3% Value Added Tax. Consumer protection laws require all imported goods to be labelled in the French language. Accompanying documents must also be in French with place of origin stated. There are no export regulations.

MARKET ANALYSIS:

Record sales rose to 150 million units in 1981 and had a wholesale value of 414 million dollars, which represents a 4.5% increase over 1980 sales. Cassette sales were up 26% and there was a concurrent 6% drop in LP sales—the most remarkable feature of the 1981 market. The Socialist government has passed legislation which will have profound effects on the entertainment business, but the record industry's hopes for a reduction of the Value Added Tax in its favor were not realized, and ratification of the Rome Convention copyright agreements was deferred. Michael Way

• record & tape manufacturers / distributors / importers

A B Prod'n SA, 55 Rue Pierre Charron, 75008 Paris. Tel: (01) 233.70.42. Telex: 660894. Pres. Dir. Gen.: Claude Berda; Gen. Mgr.: Jean Luc Azoulay; Sales Mgr.: Jean Bigot. (Distributed by CBS Disques)

Label: (Owned) AB.

A D A Dist'n, 37 Rue Boursault, F-75017 Paris. Tel: 294.05.61. (Distributor)

A F A-Discara (Disques), 23 Rue Pierre Semard, 75009 Paris. Tel: (01) 526.52.47. Dir.: Freddy Carrara; PR: Florence Carrara. Local branch:

75019 Paris, 50 Blvd. Serurier. Tel: (01) 205.68.19.

Labels: (Owned) AFA, Discara.

A & M Recs. Europe (IFPI), 35 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 266.91.41. Mng. Dir.: Marcus Bicknell; Mng. Mgr.: Russ Curry; Financial Dir.: David Clapham; Promo.: Cathy Dudemans. (Distributed by CBS)

Labels: (Owned) A&M, Horizon.

Int'l reps: Austria (CBS), Belgium (CBS), Denmark (CBS), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Israel (CBS), Italy (CBS), Netherlands (CBS), Norway (CBS), Portugal (Carvalho), Spain (CBS), Sweden (CBS), Switzerland (CBS), Yugoslavia (RTB).

A M P. see SFPP

A R S Studiofrance, 25 Rue Beranger, 92100 Boulogne. Tel: (21) 922.91.43

Dirs. Roger Lacombe, Frederic Sichter.

A Z. see Disc'AZ.

Aarian, 175 Rue de Courcelles, 75017 Paris. Tel: (01) 766.03.54. Telex: 642728. Mng. Dir.: Michele de Geyer; PR: Jean Claude Pellier.

Abbey Road Recs., c/o EMI/NWB, 94-96 Rue Laurusto, 75116 Paris. Tel: (01) 505.91.02. Telex: 612738. Exec.: R.H. Cavassuto; Gen. Mgr.: A. Hackner. (Distributed by EMI Pathe Marconi)

Labels: (Owned) Abbey Road, LTD, NWB.

Int'l reps: Brazil (Som Brasil), France (EMI), Germany (EMI).

Absolute Sound, 15 Rue de Pissy, F-75005 Paris. Tel: (01) 329.49.48. Telex: 210311. (Distributor)

Accord, see Musidisc.

Ades SA, 54 Rue St. Lazare, 75009 Paris. Tel: (01) 874.85.30. Telex: 280422.

Labels: (Owned) Ades (distributed by Polydor), Enfants Sages, Petit Menestrel, Saïta-Anthologie Sonore.

Int'l reps: Belgium (Polydor), Canada (Archambaud), Germany (Metro-nome), Switzerland (Jean-Claude Vial).

Adria, see Daems.

Affinity, see Charly.

African, see Sonodisc.

Agaccio, see Daems.

Albatros Prod'n, 43 Rue Fessart, 92100 Boulogne/Billancourt. Tel: 603.41.93. Dir.: Alain Barriere. Promo: Catherine Angeloz.

Altelua (Prod'n), 10 Rue St. Florentin, 75001 Paris. Tel: (01) 260.85.05

Dir. Gen.: Gerard Meys.

Label: Temej.

All Life, see Musica.

Allo Music SA, 17 Rue Ballu, 75009 Paris. Tel: (01) 280.61.07 Telex: 280245. Pres.: Max Amphoux; Int'l Mgr.: Maurice Bouchoux.

Alternance, see Eurogram.

Amado, see Daems.

America, see Musidisc.

Anaxis, see Caravage.

Anvers Musique Sarl, 35 Blvd Rochechouart, 75009 Paris Tel (01) 280.18.56.

Aquitania, 52 Cours Alsace Lorraine, 33000 Bordeaux Tel: 48.83.11. 91.19.08. Adm. & Comm'l Dir. Jean Lataste

Arabella Sarl, 1 Rue Francois Ier, 75008 Paris. Tel: (01) 256.42.22 Telex: 650458. Gen. Mgr.: Michel Poulain, Sales Mgr.: Dany Mouton.

Labels: (Owned) Arabella, Ariola, Arista, Eurodisc; (licensed) MCA (USA), Musiza (Italy), Supraphon (Czechoslovakia)

Arcaudio, see Caravage.

Ar en Ciel, see Studio SM

Arloik/Societe Bretonne d'Enregistrement, 14 Passage du Blavet, 56100 Lorient Tel (97) 21.23.91. Dir.: Georges Gragnic; Sales & Promo. Mgr. G. Bono.

Labels: Arloik, Art & Musique, Heol, Ins, Kelta III.

Argile, see Cezame.

Ariama, see Daems.

Arias, 75 Rue Porte Dijeaux, Bordeaux, Tel. (56) 48.74.16. Chief Exec. Guy Arias; Sales Mgr. Bernard Caubert. (Importer)

Ariola, see Arabella.

Arion (Disques), 36 Av. Hoche, 75008 Paris. Tel: (01) 563.76.70 Mng. Dir & A&R: Ariane Segal, Technical Dir. Claude Morel. Co-ord. & Int'l Frederic Segal; Art Suzanne Nonette, Mfg. Beatrix Fariana; Promo.: Margareth Losowski. (Distributed by CBS).

Labels: (Owned) Arion, Quintessence.

Int'l reps: Australia (Discurso), Belgium (Inelco), Brazil (CBS), Canada (J.M. Marchand), Germany (Teidec), Italy (Ducale), Japan (Nippon Columbia), Mexico (Gamma), Norway (Durho), Netherlands (CRCI), Spain (Hispanova), Sweden (Electra), Switzerland (Disques Office), UK (Confer), USA (MHS, Music Masters, Peters Int'l).

Arista, see Arabella.

Art & Musique, see Arloik

Astree, see Domaine Musical.

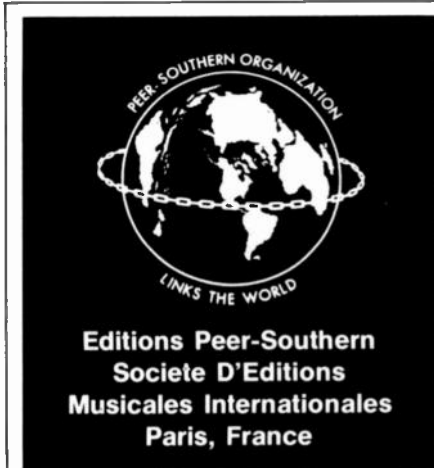
Arcylum, see WEA Filmpacchi.

Atco, see WEA Filmpacchi.

Atlantic, see WEA Filmpacchi.

Atmosphere, see International Rec.

Atoll Music (IFPI), 18/20 Rue du Borrego, F-75020 Paris. Tel: (01) 366.69.22, 225.65.90, 256.36.71. Telex: 215.795. Pres.: Charles Ibgur.



Comm'l Martine Moscovitz (Distributed by Atoll, CBS, Polydor, RCA)
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 Azaw (Disques), 55 Rue Marcadet, 75018 Paris Tel (01) 257 75 60 Dir Gen M Daoud, Artistic Dir M Idir
 B B Z (Prod'n) (IFPI), 21 Rue Jean-Mermoz, 75008 Paris Tel (01) 225.61.00 Telex 250303 Pres.: Rolande Bismuth, Int'l Mgr. Denis Wolff
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 Balton Noir, 9 Passage Dagorno, 75020 Paris Tel: (01) 370 88 32 Dir Hervé Bergerat (Distributed by CBS)
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 Rene Baret SA, 26 Rue Marbeuf, 75008 Paris, Tel (01) 256 28.80, 359.60.07, 723 98.11
 Belair, see Musidisc
 Belor, see Radio Programmes
 Bella, see Daems
 Belles Plages, see Daems
 Paul Beuschler Recs., 27 Blvd. Beaumarchais, 75004 Paris Tel: (01) 271.22.11 Cable ALLMUSIC, Telex 670877 Pres Dir. Gen Philippe Seiller
 Monsieur Jean Bienvenu, 81 Rue de Stalingrad, 38100 Grenoble. Tel (76) 09.15.52. Gen. Mgr Jean Bienvenu
Label: (Owned) Dbio.
 Bluebird, see RCA
 Blue Star, see Barclay
 Blues Legacy, see Vogue
 Blues Today, see Vogue
 Boile Maigret, see P3
 Bonnet, see Daems
 Bouton d'Or, see Daems.
 C B D, see Carrere.
 C B S Disques (IFPI), 1-3 Rue du Chateau, 92522 Neuilly sur Seine Tel (01) 758.14.22. Cable. CDLRECDRD, Telex 620646. Pres.-Dir Gen Alain Levy; Sales Mgr. Jean-Claude Gastineau.
Labels: (Owned) Versailles; (Licensed) A&M (USA), Alfa (USA), Baby (Italy), CBS (USA), Epic (USA), GTD (UK), Geffen (USA), Illegal (USA), Jet (USA), Jive (UK), Lifesong (USA), Philadelphia Int'l (USA), Portrait (USA), Safari (UK), TK (USA).
Int'l rep: Worldwide (CBS).
 C B S Int'l SA (European Regional Headquarters) (IFPI), 1 Rue du Chateau, 92522 Neuilly, Tel: (01) 747.12.21. Telex: 613750. Cable: EURDCRI. Sr VP European Dpns.: Peter de Rougemont; Exec VP: John A. Dolan, VP Dpns.: Patrick W. Hurley; VP Creative Dpns.: Dennis Killeen; VP Bus. Development: Jacques Ferrari; Reg'l VP: CBS Songs: Jeremy Pearce
 C L A R B Soul Bag, 25 Rue Trezel, 92300 La Vallée Perret. (Distributor).
 C M C Recs. (Creative Musicale & Cinematographique), PD Box 93, 94003 Creteil Cedex. Tel: (01) 898.16.16. Telex: 642437. Gen. Mgr.: Pierre Arezki; Sales Mgr. Patrick Bait.
 C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles) (IFPI), 256 Rue Marcadet, 75018 Paris. Tel. (01) 229.24.61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassagnon.
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 Catazel, 12 Rue Saunerie, 34000 Montpellier. Tel: (67) 92.62.52. (Distributor/Wholesaler)
 Call Me, see Barclay.
 Camden, see RCA.
 Canetti, see Radio Programmes.
 Capncio, see Music Control.
 Caravage, 130 Rue Marais Aujan, 92300 Levallois-Perret. Tel: (01) 759.94.51. Pres. & Gen. Mgr.: Jean-Paul Smets. (Distributed by Carrere).
Labels: (Owned) Anaxis, Arcadius, Caravage, Chioce; (Licensed foreign) Raphaelae (Germany), Sunshine (Germany).
 Carrere, see Carrere.
 Caroline (Studio), see Quenotte.
 Carrere (Disques), 27 Rue de Surenne, 75008 Paris Tel: (01) 261.51.37. Telex: 641591. Pres. & Dir. Gen.: Claude Carrere; Gen. Mgr.: Pierre Haquet; Sales Mgr.: Lionel Delaue; Int'l Mgr.: Nanou Lamblin.
Labels: Baby (Italy), Bearsville (USA), CNR (Netherlands), Caravage, Caroline, Clemence, Clever, Fantasy (USA), Farian (Netherlands), Flamophone, Fleche, Force, Jupiter (Germany), Orlando, Perfect (UK), Prestige (USA), Prosadis, Riverside (USA), Rockhouse (Netherlands), Savoir Faire, Suzette, Tonus, 39/5, Underdog, Zagora.
Int'l reps: Austria (Carrere), Belgium (Carrere), Brazil (RGE/Carrere), Canada (Carrere), Ecuador (IFESA), Germany (Carrere), Greece (EMI/Carrere), Hong Kong (Pacific), Israel (CBS/Carrere), Italy (Carrere), Japan (Warner Pioneer), Mexico (Peerless), Netherlands (Carrere), Peru (MAG), Portugal (Edison), Scandinavia (EMI), South Africa (EMI), Spain (CBS/Carrere), Switzerland (Carrere), UK (Carrere), USA (CBS/Carrere), Venezuela (Ruices/Carrere).
 Cathedrales, see Studio SM.
 Cavalier, see RCA.
 Celluloid Musique & Communication, 9-bis Rue de la Villette, 75019 Paris. Tel. (01) 205.93.59. Telex: 212698. Gen. Mgr.: Gilbert Castro; Sales Mgr.: Jean Karakas.

Labels: (Owned) Celluloid, (Licensed domestic) Doran, K. (Licensed foreign) Ralph (USA), Ze (Aniela).
Int'l reps: Benelux (Aniela), Germany (Aniela), Italy (CIGIDI), Spain (Aniela), UK (Island)
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 Cerce 135, see Eurogram
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 Cezame, 2 Rue Fleicher, 75009 Paris Tel: (01) 878.45.23 Mng. Dirs Jean-Michel Gallous Montbrun, Frederic Leibovitz, Sales Mgr. Valerie Cachoux
Labels: (Owned) Argile, Cezame
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 Charmilles (Disques & Cassettes), 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81.05.62 Gen. Mgr.: Gilbert Delforge
 Chioce, see Caravage.
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 Chromophone, see Grate-Ciel
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 Clemence, see Carrere.
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 Clouseau Musique SA, 65 Rue de Belleville, 75019 Paris Tel (01) 239.40.44. Telex. 212534. Dir. Philippe Constantin
Labels: (Licensed foreign) Albion (UK), Andrew Heath (UK), Black Hill (UK), Clash (UK), Don Song (UK), Fela Ransome Kuti (N ger), Garland Jeffreys (USA), Moon Martin (USA), Virgin (UK)
 Colombe (Disques), 4 Rue de la Colombe, 75004 Paris. Tel: (01) 633.37.08
 Columbia (UK), see Pathe Marconi EMI.
 Consul-Christan Montfort (Disques & Cassettes), 43 Rue de la Fraternite, 93100 Montreuil-sous-Bois. Tel: 364.68.44.
 Context, see Experience
 Contour, see Impact
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 Corail (Disques), PD Box 3, Le Four Blanc, 91780 Chalo Saint Mars. Tel. (06) 495.41.93. Comm'l Dir: Eliane Tribault; Tech. Dir. Jean-Paul Eggemont.
 Cornelia, see Studio Damiens
 Cote d'Azur, see Diffusion Artistique.
 Cotillon, see WEA Filpacchi.
 Cransac, see Edwards.
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 Cyracuse, see Daems.
 D A M, see Diffusion Artistique
 D C F, 6 Rue Monsieur le Prince, 75006 Paris Tel: (01) 326.88.53 (Distributor/Wholesaler)
 D E M SA, 2 Av Brown Sequent, 06000 Nice. Tel (93) 81.11.31 Telex: 461043 Pres. Victor Cohen, Dir. Gen. Gilbert Cohen (Wholesaler)
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 M. d'Anella Prod'n Musicales, 7 Rue St. Lazare, 75009 Paris. Tel: (01) 878.76.96. Gen. Mgr.: Marcel d'Anella.
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 De Plein Vent Sarl, 5 Rue Jean Jaures, 07600 Vals les Bains. Tel: (75) 37.52.76 Telex 345790. Dir. Jean Gibaud.
Label: (Owned) De Plein Vent, Prece-Moi, Ta Plume, Trois Temps.
 Detry Recs., 11 bis Rue Cdt. Pilot, 92200 Neuilly Tel (01) 624.84.85 Telex 610753. Pres. Jean-Louis Detry.
Labels: (Owned) Genal, Drange.
 Diffusion Artistique & Musicale, 95 Rue de France, 77300 Fontainebleau. Tel (6) 422.07.20 Telex 692723. Pres. Didier Braud; Sales Mgr.: Andre Turban. (Distributor/Importer)
Labels: (Licensed domestic) Cote d'Azur, Free Lance, (Licensed foreign)

Bee Hive (USA), Blue Goose (USA), Concord (USA), Contemporary (USA), DRG (USA), EMI-Dedon (Brazil), Good Time Jazz (USA), India Navigation (USA), Inner City (USA), Jazzology (USA), King Rare Bid (Germany, USA), Lyrichord (USA), Moers (Germany), Progressive (USA), Sackville (Canada), Shanachie (USA), Spotlite (UK), Sweet Earth (USA), Tool Room (USA), Yazoo (USA).
 Disc A7 France, 21 Silic 510, 20 Rue du Morvan, 94623 Rungis. Tel: 687.26.60 Telex 642844. Dirs.: Benoit Belis, Francis Caussion, Victor Cohen, Guy Maheraulf, Andre Tessanne, Jean Fumeron.
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 Walt Disney Prod'n France, 44 Av. des Champs-Elysees, 75008 Paris. Tel (01) 359.17.80/02.20 Cable MICKMDUSE. Telex: 64062. Gen. Mgr. Armand Jige; Ass't. Madelaine Gate. (Distributed by Aides)
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 E M I, see Pathe Marconi EMI
 Ecoute S'Il Pleut, see Speedi.
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 Enfants Sages, see Aides.
 Erato (Disques), 60 Rue de la Chaussee d'Antin, 75009 Paris Tel. (01) 280 69.19. Cable CDSTERAT Telex 641398 Pres Dir Gen Daniel Toscan du Plantier; Adjuvant Dir. Gen. Michel Garcin, Int'l Dir. F. Sicler. Press Serv.: Bernard Julien. (Distributed by RCA)
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 Escargot, see Sibecar.
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Int'l reps: Belgium (Sonaca), Switzerland (Disque Office)
 Europa Recs., 14 Rue du Mont d'Urville 75116 Paris Tel (01) 720.70.82 Contact. Mans Embricos
 Experience/Context, 8 Rue Emile Allez, 75017 Paris. Tel (01) 572.58.25, 572.42.45. Gen. Mgr.: Philippe Doteau; Sales Mgr. Jacques Galissant
Labels: (Owned) Context, Experience, Impulse.
 F L V M, 23 Grande Rue, 95550 Bessancourt. Tel: (03) 960.70.97 Dir. Jean-Marc Bailleux.
 F Y, see RCA.
 Fass Bee Int'l, see Studio Damiens.
 Faure, see Daems.
 H G Carlo Ferrari Disques, 159 Av de Wagram, 75017 Paris Tel (01) 622.08.37, 622.26.06. Dir. Gen. Carlo Ferrari, Artistic Dir.: Marcel Via not. Pr. Rene Martigny
 Festival, see Musidisc
 Fidsound, see CNAI Fidsound.
 Fiesta 30 Rue du Dr. Finlay, 75015 Paris Tel: (01) 578.15.18/24.75. Dir. Patrick Chevalier
 Flammes de Velours, see Daems
 Flamophone, see Carrere
 Flarenasch Prod'n Musicales, 57 Rue du Faubourg Montmartre, 75009 Paris. Tel: (01) 285 02 82, 878.68.75. Dir. Alain Puglia (Distributed by WEA Filpacchi)
 Fleche, see Carrere.
 Fonta, see Daems
 Fontana, see Phonogram
 Fontgombault, see Studio SM.
 Force, see Carrere.
 Formule 1 (Prod'n Disques) (IFPI), 16 Rue Felicien David, 75016 Paris Tel: (01) 524 69.10. Dir. Guy Bayle. (Distributed by RCA).
 France Radio Club, Le Hamel-Vitellure, 76450 Cany Chm Daniel Lefebvre
 Free Bird, 19-23 Av. Jean Arcard, 75011 Paris Tel (01) 357.23.70. Telex 240321. Dirs. Bruno Baures, Dominique Buscal. (Distributor)
 Free Lance, see Diffusion Artistique.

French Line, see Eurogram.
 C A Rec., 31460 Loubens. Tel: (61) 83.12.55. Dir.: Gen.: Alain Grima.
 G I D (Guide Int'l de la Musique). Tour Franklin. 92081 Paris la Defense, Ce-
 dre 11. Tel: 776.42.21. Telex: 610053. Mgr.: Claude Chuteau.
 Gamma Int'l (Eds.), 10 Rue Pasteur, 92300 Levallois. Tel: 270.81.40.
 Telex: 42.220064. Pres.: Blanche Bidard; Press: Isabelle Compét.
 Garance, see RCA.
 Gamma Prod'n SA, 93 Av. Niel, 75017 Paris. Tel: (01) 622.39.80. Pres. Dir.:
 Gen.: Renald Carri; Gen. Mgr.: Giancarlo Cerrri.
 Genal, see Delry.
 Generale Importation de Disques, 29 Rue de Consolat, 87400 Limoges. Tel:
 (55) 34.65.49. Telex: 580043. Gen. Mgr.: Fernand Daffos; Sales Mgr.:
 Evelyne Daffos. (Distributor/Importer)
 Imports from Italy, UK, USA.
 Globe, Touloget, 29234 Plouigneau. Tel: (98) 79.84.38. Admin. & Comm'l
 Dir.: M. le Houeron; Artistic Dir.: Jean Rene Nogues.
 Gold Seal, see RCA.
 Grand Drgue, see Teleson.
 Grands d'Espagne, see Daems.
 Gratte-Ciel Sarl., 23 Grande Rue, 95550 Bessancourt. Tel: (03) 960 70 97
 Dir.: Jean-Marc Bailleux.
 Labels: (Owned) Chromophonie, Gratte-Ciel.
 Guide Int'l de la Musique, see GID.
 Gypsy Prod'ns, 28 Rue de la Reine Blanche, 75013 Paris Tel: (01)
 535 03 96. Gen. Mgr.: Louis Battut; Mgr.: Danyel Gerrard.
 Hachette (Prod'n Sonore), 79 Blvd. Saint Germain, 75006 Paris Tel: (01)
 329.12.24. Telex: 204434. Cable: HACHECI. Dir. & Sales Mgr.: Lylane
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 Hansa France, 39 Rue Jean Gouyon, 75008 Paris. Tel: (01) 225.46.52 Telex
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 Harmonia Mundi SA (IFPI), 04870 St. Michel de Provence. Tel: (92)
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Sonafic, see Sonodisc.

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Sonodisc (Societe Nouvelle de Distribution de Disques), 85 Rue Fondary, 75015 Paris. Tel: (01) 577.30.34. Cable: SONODISC. Telex: 204018. **Pres. & Gen. Mgr.**: Marcel Perse; **Sales Mgr.**: Michel David.

Labels: (Owned) African, Esperance, Kouma, Sonafic; **(Licensed domestic)** Oceane; **(Licensed foreign)** Alegre (Latin America), Ararad (Armenia), Cotique (Latin America), Fania (Latin America), Gema (Latin America), Lys (Armenia), SLD (Lebanon), Secco (Latin America), Songhoi (Africa), Tico (Latin America), Tropical (Latin America), Vaya (Latin America), Voice of Stars (Lebanon), WS Latino (Latin America).

Int'l reps.: Australia (2 Dist'g), Canada (Almad), Germany (Bellaphon), Italy (CBS-Sugar), Japan (Japan Musical Express), Lebanon (Voice of Stars), Morocco (Unvers Dist'n), Netherlands (Sound Prods.), South Africa (CCP), Sweden (Amigo), Switzerland (Disques-Office), UK (Conifer), USA (International Book).

Sopredim, 14-bis Cite Bauer, 75014 Paris. Tel: (01) 542.91.04. **Chief Exec.**: Suzy Ham.

Labels: Ceresite, Puccinella, Red.

Spalax, see SFPP.

Special Accordéon, see Daems

Speedy, 170 Rue du Faubourg St-Antoine, 75012 Paris. Tel: (01) 367.20.00. **Chief Exec.**: Daniel Colling; **Gen. Mgr.**: Bernard Batzenschlager.

Label: (Owned) Ecoute S'il Pleut (distributed by RCA).

Int'l reps.: Belgium, France, Switzerland (all RCA).

Star Series, see RCA.

Star's Music Recs., 84 Rue des Martyrs, 75018 Paris. Tel: (01) 285.59.31. **Dir. Gen.**: Jean-Claude Talar.

Stip, see Dave Music.

Studio Christal, 81 Rue de Collonges au Mont d'Or, F-68150 Illhausern. Tel: (89) 71.80.40. Telex: 880815. **Gen. Mgr.**: Christian Bedez.

Label: (Owned) Christal.

Studio Damiens, 7 Rue Damiens, 92130 Boulogne. Tel: 608.51.51. **Dir.**: Guy Boyer; **Gen. Mgr.**: Elaine Boyer; **Studio Mgr.**: Andy Scott.

Labels: (Owned) Cornelia, Fass Bee Int'l.

Studio SM (IFPI), 3 Rue Nicholas Chquet, 75017 Paris. Tel: (01) 267.01.37/02.63. **Pres. Conseil Surveillance**: Maurice Robreau; **Dir.**: Marc Bonnin, Michel Senden.

Labels: (Owned) Arc en Ciel, Cathedrales, Fontgombault, Lumen, Monasteres, SM, Solesmes, Suyapa.

Int'l reps.: Belgium (Edibon), Canada (Archambault), Germany (Oversea), Switzerland (Disques Office).

Sunbar, see RCA.

Super Stars, see Daems.

Suyapa, see Studio SM.

Suzelle, see Carrere.

Swing, see Vogue.

Symphonicland, see Edwards.

Symphony Land, 4 Rue Pierre DuPont, 75010 Paris. Tel: (01) 239.31.11. **Gen. Mgr.**: Jean-Claude Smits; **Artistic Dir.**: Maurice Cervero, Janko Nivoic.

Teleson, 56 Rue General Giraud, 76000 Rouen. Tel: (35) 71.28.74. **Dir.**: Jacques Maigret.

Int'l branch: USA

Label: (Owned) Grand Digue.

Temey, see Alleluia.

Temporel, 2 Rue de Marquis-de-Mores, 92380 Garches. Tel: 741.46.00. **Pres.**: Guy Beart. **(Distributed by RCA)**

Int'l reps.: Belgium (RCA).

Teurly, see Daems.

Textico, see Daems.

3A, see Music Control.

Tonus, see Carrere.

Tou Lou Lou, see Music Control.

Trema Disques (IFPI), 62 Rue Pierre Charron, 75008 Paris. Tel: (01) 256.08.82. Cable: TREMACH. Telex: 630170. Co-Pres.: Jacques Revaux, Regis Talar; **Mng. Mgr.**: Alain Renaud; **Int'l Mgr.**: Claude Ebrard.

Int'l reps.: Belgium (Phonogram), Canada (Able), Netherlands (Inelco), Portugal (Vadeca), Switzerland (Disques-Office).

Treteaux Int'l, 20 Allée St. Eupery, 92390 Villeneuve-la-Garenne. Tel: 794.53.52, 798.12.84. **Mng. Dir.**: Jean Bergougnon; **Dir. Gen.**: Roger Ducoussot.

Trionan, see Pathe Marconi EMI

Tritone, see Eurogram.

Triumph, see Polydor.

Tros Temps, see De Plein Vent.

Trump, see Polydor.

Twin-Trees, see Hexagone.

Underdog Recs., 97 Rue de Richelieu, 75002 Paris. Tel: (01) 296.87.78. **Mng. Dir.**: Dommic Lamblin.

Labels: (Owned) Overcat (distributed by RCA), Underdog (distributed by Carrere)

Undisc, 31 Rue de Fleurus, 75006 Paris. Tel: (01) 544.38.34. **Gen. Mgr.**: Serge Letort.

Valois, see Domaine Musical.

Velia (Disques), 11 Blvd. Arago, 22000 Saint-Breuc. Tel: 61.43.29. **Dir. Gen.**: Yves Philippe, **Comm'l Dir.**: Andre Gliazot.

Vendemiaire/PALM/1-2-3, 95 Rue de la Jonquerie, 75017 Paris. Tel: (01) 226.75.28. **Gen. Mgr.**: Jean-Pierre Graziani; **Sales Mgrs.**: G. Gaston Grenet, Martine Tauveron. **(Distributed by ADDA)**

Labels: (Owned) Droug, 1-2-3, PALM, Vendemiaire.

Pierre Verany (Eds.), PO Box 206, 13607 Aix-en-Provence. Tel: (42) 23.12.29. **Exec.**: Pierre Verany. **(Distributed by Carrere)**

Int'l rep.: Brilly (USA).

Verbodisc Prod'n, 6 Rue de la Tremolle, 75008 Paris. Tel: (01) 720.33.44, 720.33.52, 723.96.24. **Dir.**: Michel Bourla.

Vernou (Disques), Domaine de Vernou, PO Box 22, 37130 Langeais. Tel: (47) 96.80.59. **Dir. Gen.**: Andre Colson; **Dir.**: Marie-Joseph Amvol, Jacqueline Legris.

Versailles, see CBS Disques.

Vertigo, see Phonogram.

Victor, see RCA.

Victor Michel, see Daems.

Victrola, see RCA

Virgin France, 65 Rue de Belleville, 75019 Paris. Tel: (01) 239.40.44. Telex: 212534. **Mng. Dir.**: Patrick Zelnik.

Labels: (Licensed foreign) Albion, Cherry Red, Dindisc, Factory, Virgin (all UK).

Vista, see Walt Disney.

Vogue Prod'n Internationales Phonographiques (Vogue PIP) (IFPI), 82 Rue Maurice Grandcoing, 93430 Villeneuve. Tel: 821.25.00. Cable: VOG-DISC. Telex: 620380. **Pres.**: Leon Cabat; **Gen. Mgr.**: Cesar Rossini; **Sales Mgr.**: Simon Cabat; **Int'l A&R Mgr.**: Jean Noel Bourdier, **Export Mgr.**: Andre Vidal.

Int'l branches: Belgium (Vogue SA), Netherlands (VIP), Switzerland (CPSA).

Labels: (Owned) Blues Legacy, Blues Today, Contrepoint, Jazz Legacy, Jazz Selection, Jazz Today, Mode, Mondo Music, Swing, Vogue; **(Licensed domestic)** Baboo; **(Licensed foreign)** AVI (USA), All Platinum (USA), Applause (USA), Aishure (USA), Becket (USA), Boardwalk (USA), Buddha (USA), Cadet (USA), Checker (USA), Chess (USA), Cream/Hi (USA), DJM (UK), Dami (USA), Delite (USA), Durium (Italy), GNP Crescendo (USA), Graduate (UK), Inner City (USA), Kingdom (UK), M&M (USA), MMO (USA), Motown (USA), Musart (Mexico), Mute (UK), PRT (UK), Polar (Sweden), Romantic (UK), Roulette (USA), Som-Copacabana (Brazil), Sonet (UK), Stiff (UK), Sugar Hill (USA), WMOOT (USA).

Int'l reps.: Argentina (Tonodisc), Germany (Bellaphon), Mexico (Musart), South Africa (Teal), UK (PRT), Venezuela (Discorona), Yugoslavia (Jugoton).

Vox de Son Maitre-VSM, see Pathe Marconi EMI.

Volta Symphonie, see Safar-Ambiance.

W E A Filipacchi Music (IFPI), 70 Av. des Champs-Elysees, 75008 Paris. Tel: (01) 359.12.90. Telex: 660816. **Pres.**: Daniel Filipacchi; **Exec. VP**: Bernard de Bossion; **Gen. Mgr.**: Geoffrey du Laz; **Adj. Gen. Mgr.**: Christian Stiquet; **Domestic Repertoire Mgr.**: Jean-Pierre Bourtyre; **Int'l Repertoire Mgr.**: Marc Exiga.

Distribution & accounting branch: 18-30 Rue St-Antoine, 93 Montreuil.

Home office: USA, WEA Int'l.

Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Mido, None-such, Radar, Reprise, WEA, Warner Bros.; **You You (Licensed foreign)** Beggar's Banquet (UK), Big Tree (USA), Bronze (UK), Dark Horse (USA), Disc-Reet (USA), Embryo (USA), Evasion (Switzerland), Innovative Communication (Germany), Little David (USA), Manticore (UK), Pacha (Canada), Paradise (USA), Planet (USA), Red Star (UK), Riva (UK), Swan Song (USA), Westbound (USA), Whitfield (USA).

Warner Bros., see WEA Filipacchi.

Warner Music, see Eurogram.

West-Music, 64 Rue Sadi-Carnot, 93170 Bagnolet. Tel: 360.54.74, 360.95.52. **Radio Tel.**: 391.31.40. **Dir. Gen.**: Benoit Kaufman; **Admin. Dir.**: Michael Cron.

Wilyban, see Daems.

Wolfe Music, 215 Rue de la Burgogne, 79005 Niort Cedex. Tel: (49) 28.65.64. Telex: 791080. **Owner & Mng. Dir.**: Laurent Treille; **Owner & Export Mgr.**: Francke Thire. **(Distributor/Exporter/Importer/Rack Jobber)**

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A R T Music-France, 62 Rue Pierre Charron, 75008 Paris. Tel: (01) 256.08.82. Cable: TREMACH. Telex: 630170. **Pres.**: Regis Talar; **Int'l Mgr.**: Claude Ebrard.

Aarnans, 175 Rue de Courcelles, 75017 Paris. Tel: (01) 766.03.54. Telex: 642728. **Mng. Dir.**: Michele de Geyer; **PR**: Jean Claude Pellerin.

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Acadia, 77 Rue de la Verrierie, 75004 Paris. Tel: (01) 826.41.69.

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Adonna Music, 12 Rue Desre Ruggieri, 75018 Paris. Tel: (01) 747.86.72. **Writer**: Jacques Duchene.

Aggy Music (SACEM), 134 Rue d'Avron, 75020 Paris. Tel: (01) 373.66.75. **Dir.**: Tony Amaragot.

Louis Alberti (Musical EP), 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 563.43.70. **Gen. Mgr.**: Louis Alberti.

Alleluia, 10 Rue St. Florentin, 75001 Paris. Tel: (01) 260.85.05. **Mgr.**: Gerard Meys.

Allo Music, 17 Rue Ballu, 75009 Paris. Tel: (01) 280.61.07. Telex: 280245. **Pres.**: Max Amphoux; **Int'l Mgr.**: Maurice Bouchoux.

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M P O Disques, Averton, 53700 Villaines la Juheil. Tel: (43) 03.27.35. Pres. Dir. Gen. Pierre de Poux; Sales Mgr.: Monique de Poux.

Mood Duplication, RN 307, 78810 Feucherolles. Tel: (03) 056.31.08. Telex: 698940 Pres. M. Miller; Sales Mgrs. P. Campot, H. Louchet

Offset Press, 9 Rue Edouard Renault, 93000 Le Blanc-Mesnil. Tel: (01) 931 16 82 Telex. 641431. Chief Exec.: Yves Volant; Gen. Mgr.: Guy Volant

PolyGram Inds & Messageries, Av. Maurice Ravel, 92160 Antony. Tel 666.21.02. Pres.: Edmond Lang; Ind'l Dir.: Fernand Pasquier; Sec'y Gen. Bruno d'Orgeval; Technical Dir.: Christian March; Factory Dir.: P. Crapard, Comm'l Dir.: Jean-Michel Allays.

Rolland, 82 Rue du Faubourg-St. Martin, 75010 Paris. Tel (01) 208.76.83

Satav-Satrape, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel: (03) 968.60.95 Telex 698618

Verdier (Les Ateliers), 142 Rue de Cignancourt, 75018 Paris. Tel: (01) 606.53.97, 606.54.48

POLYETHYLENE BAG & SHRINKWRAP SUPPLIERS

Satav-Satrape, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel: (03) 968.60.95. Telex: 698618 (Shrinkwrap only)

Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecquevilley. Tel: 475 50 21 Telex 698074 Gen. Mgr. André Gervy (PolyBags only)

PROFESSIONAL TAPE SUPPLIES

Agia-Gevaert, 274 Av. Napoleon Bonaparte, 92500 Rueil-Malmaison. Tel 732 02 60 Cable AGFAGEVA Telex 203374

Audio: Calibration tapes, splicing & leader tapes, storage & shipping cases, NAB & CCIR hubs.

Garceau SA, PO Box 1, 1 Rue de la Paix, 27530 Ezy sur Eure. Tel (37) 64 74 12. Telex 780739 Pres. Pierre Moyot, Tech. Mgr.: Dominique Dubois

Product: Boxes, blister packs

Malfroy, 4 Rue Saint Vincent, 40103 Dax Cedex. Tel (58) 74 22 13. Owner Dominique Malfroy; Technical Dir.: Jean Malfroy.

Audio: Cassette shipping cases.

RECORD MANUFACTURING EQUIPMENT

Disco France, 124-bis Av. de Villiers, 75017 Paris. Tel: (01) 380.65.70 Telex. 290883. Pres. Jean Berge; Sales Mgr.: Simone Fritschke.

Chief product: Automatic inking & bagging machines for 7" records

Rhone Poulenc Systems, 47 Rue de l'Echat, 94000 Creteil. Tel: 207 48 90. Telex 230742. Chm & Mgr.: Michel Fromont; Dept. Mgr.: Christian Yves Nomicos; Int'l Mgr.: Louis Delaister.

Product: PYRAL lacquers.

TAPE, BLANK LOADED & BULK RAW

Agia-Gevaert, 274 Av. Napoleon Bonaparte, 92500 Rueil-Malmaison. Tel 732 02 60 Cable AGFAGEVA Telex 203374

Audio: Raw-2", 1", 1/2", & 1/4" open reel, blank-cassette

Video: Blank-2", 1", 1/2", & 1/4" U-matic, 1/4" Beta, VHS, SV & Video 2000 cassette

Ampex France/Coeurcel, 1, 2 Rue Curnosky, 75017 Paris. Tel: (01) 270 55.00. Telex 620903. Pres. M. Candelier; Audio Sales Mgr.: J. Halphen

Audio: Blank-2", 1" & 1/4" open reel, cassette; raw-1/4"

Video: Blank-2" & 1" open reel, 1/2" cassette, 1/4" Beta & VHS.

Audio Magnetics France, 129 Av. Charles de Gaulle, 92200 Neuilly. Tel: (01) 745.62.62. Telex. 611698. Gen. Mgr.: J. Arrighi de Casanova

Audio Plus, 20 Av. d'Ivry, 75013 Paris. Tel: (01) 585.15.99. Telex: 201197. Owner & Mgr.: Serge Doubine; Ass't Mgr.: Herve Scemama.

Audio: Blank-cassette, raw-MAGNA ¼" cassette
 Video: MAGNA ¼" VHS cassette
 B A S F (Compagnie Française), 140 Rue Jules Guesde, 92300 Levallois Tel (01) 739 33 22 Audio/Video Mgr Robert Kaplan, Sales Mgr Pierre Guenoun
 Audio: Cassette, open reel
 Video: 1" open reel, ¼" cassette, ½" EIAJ open reel, ¼" EIAJ cartridge
 C N A I Fidsound (Compagnie Nationale d'Applications Ind'les), 25 Rue Marcadet 75018 Paris Tel: (01) 229.24.61 Pres & Dir Gen Jean Claude Thuel-Chassaingne
 Audio: Blank-¼" open reel, cassette, raw-¼", ½" cassette
 Century-Sound, see Diffusion Artistique
 Diffusion Artistique & Musicale, 95 Rue de France, 77300 Fontainebleau Tel (06) 422 07 20 Telex 692723 Pres Didier Briaud, Sales Mgr Andre Turban (Blank only)
 Audio: CENTURY SOUND cassette
 Video: CENTURY-SOUND, ¼" VHS
 G-tape, see Greencorp

Greencorp Magnetics, 16 Rue Ficalier, 92400 Courbevoie Tel (01) 333 27 40. Telex 613188 European Sales Mgr F.G. Kinney
 Audio: 8-tr. cassette, open reel
 Video: ½" EIAJ open reel, ¼" cassette
 Brand names: G-TAPE, GREENCORP, DPUS
 International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris Tel (01) 200.29.35 Gen. & Sales Mgr Laurent Bussaut (Importer)
 Audio & Video: Raw & blank
 M F P E M I see Music for Pleasure
 M P O Disques, Averton, 53700 Villaines la Juheil Tel (43) 03 27 35 Telex 721432 Pres. Dir. Gen Pierre de Poux, Sales Mgr. Monique de Poux (Blank only)
 Audio: 8-tr. cassette
 Magnex, see Sonolrads
 Mallroy, 4 Rue Saint Vincent, 40103 Dax Cedex Tel (58) 74 22 13 Dwner Dominique Mallroy, Technical Dir. Jean Mallroy
 Audio: Blank-cassette, open reel
 Mood Duplication, RN 307, 78810 Feucherolles, Tel (03) 056.31.08. Telex 698940 Pres. M. Miller, Sales Mgrs P. Campiot, H. Louchet (Blank only)

Audio: Cassette, open reel
 Music for Pleasure, 57 Blvd. de la Republique, 78400 Chatou, Tel (03) 071 30 79. Telex: 698730. Gen. Mgr. Alain Gerondeau, Sales Mgr. G. Durampart, Finance & Admin. M. J. Brown
 Audio: MFP-EMI Cassette
 Opus, see Greencorp
 Pathe Marconi EMI, 36 Rue Perret, 92200 Neuilly Sur Seine, Tel (01) 758 12 48 Telex: 613550 Pres. Alain Gerondeau
 Factory: 78400 Chatou, 2 Rue Emile Pathe, Tel: 071 92.00 Telex 696768
 Audio: Cassette, open reel
 Publison Audio Professional, 7-9-11 Rue Crespin du Gast, 75011 Paris Tel (01) 357 64 07 Dir. Peter Dean, Gen. Mgr. Dany Dean
 Audio: 8-tr., open reel
 Video: Blank-1" open reel, ¼" EIAJ open reel
 Brand names: PYRAL, 3M
 Pyral, see Rhone Poulenc & Publison
 Rhone Poulenc Systemes, 47 Rue de l'Echat, 94000 Creteil Tel: 207 48 90 Telex 230742. Chm. & Mgr.: Michel Fromont, Dept. Mgr. Christian Yves Nomiccio; Int'l Mgr.: Louis Delastier
 Audio: PYRAL cassette & open reel
 Sonofrads, 61 Rue de Ponthieu, 75008 Paris, Tel (01) 359 15 18 Mng Dir. Jean Claude Ravier (Blank only)
 Audio: MAGNEX cassette
 3M, see Publison

TAPE DUPLICATING & PROCESSING EQUIPMENT
 Ampex France/Courcellor 1, 2 Rue Curnonsky, 75017 Paris, Tel: (01) 270.55.00. Telex: 620903. Pres.: M. Candelier, Audio Sales Mgr. J. Halphen
 Product: ¼" to 2" audio recorders, 1" & 2" video recorders, cameras
 Audio Plus, 20 Av. d'Ivry, 75013 Paris, Tel: (01) 585 15 99 Telex 201197 Owner & Mgr.: Serge Doubine; Ass't Mgr.: Herve Scemama
 Product: PENTAGDN duplicators & accessories.
 B A S F (Compagnie Française), 140 Rue Jules Guesde, 92303 Levallois, Tel (01) 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.
 C N A I Fidsound (Compagnie Nationale d'Applications Ind'les), 25 Rue Marcadet, 75018 Paris, Tel: (01) 229.24.61. Pres. & Dir Gen. Jean Claude Thuel-Chassaingne
 International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris, Tel (01) 200.29.35 Gen & Sales Mgr.: Laurent Bussaut, (Importer)

TAPE PACKAGING & LABELING EQUIPMENT
 Audio Plus, 20 Av. d'Ivry, 75013 Paris, Tel (01) 585 15 99. Telex 201197 Owner & Mgr.: Serge Doubine, Ass't Mgr. Herve Scemama
 Product: SAKI magnetic heads
 International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris Tel (01) 200.29.35 Gen & Sales Mgr. Laurent Bussaut (Importer)

• accessories
 Ampex France/Courcellor 1, 2 Rue Curnonsky, 75017 Paris Tel (01) 270 55 00. Telex: 620903. Pres.: M. Candelier; Audio Sales Mgr. J. Halphen
 Product: Tape-head cleaners, bulk erasers, demagnetizers (all audio & video)
 Audio Plus, 20 Av. d'Ivry, 75013 Paris, Tel (01) 585 15 99 Telex 201197 Owner & Mgr.: Serge Doubine; Ass't Mgr.: Herve Scemama
 Product: Tape-PENTAGDN bulk erasers, demagnetizers (audio), BRADY leader tape, splicing tape & tape splicing equip. (audio & video); ROB-ERTS tape strobes.
 B A S F (Compagnie Française), 140 Rue Jules Guesde, 92303 Levallois, Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.
 Product: Tape-leader & splicing tape.
 Delta Magnetics, 41 Quai des Martyres de la Resistance, 78700 Conflans Tel 972.69.81.
 Product: Record-STANTON replacement styli.
 Greencorp Magnetics, 16 Rue Ficalier, 92400 Courbevoie Tel (01) 333 27 40. Telex: 613188. European Sales Mgr.: F.G. Kinney.
 Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors; Tape-head cleaners, demagnetizers, leader & splicing tape
 Impregna Sarl, 167 Rt. de St. Leu, Epinay Sur Seine, Tel (01) 822 64 32 Contact: Jacques Fallard.
 Product: Record-record care prods. (anti-static record cleaning material)

International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris Tel (01) 200 29 35 Gen & Sales Mgr. Laurent Bussaut (Importer)

• record & tape manufacturers / distributors / importers
 Amiga, see Deutsche Schallplatten
 Aurora, see Deutsche Schallplatten
 Buchexport (Volkseigener Aussenhandelsbetrieb der Deutschen Demokratischen Republik), Lennstr. 16, DDR 7010 Leipzig Tel (051678) 76-61 Deutsche Schallplatten (VEB), Reichstagsufer 4/5, 108 Berlin Tel (0311) 220-9201.
 Labels: (Owned) Amiga, Aurora, Eterna, Litera, Nova
 Eterna, see Deutsche Schallplatten
 Nova, see Deutsche Schallplatten.
• music publishers
 Brentkopf & Haertel Musikverlag (VEB), Karlstr. 10, DDR-7010 Leipzig Tel (05611) 73-51 Gen. Mgr. Dr. Gunter Hempel, Sales Dir. Werner Hennig Lied der Zeit (VEB), Postfach 10, Rosa-Luxemburgstr 41, DDR-1020 Berlin Tel: (0311) 28-2 50-81.
 Neue Musik (Verlag), Leipzigstr. 26, DDR 108 Berlin Tel 229-1460 Peters (Ed.) (VEB), Postfach 746, Talstr. 10, DDR 701 Leipzig Tel (05611) 7721 Cable PETERSEDITION, Telex 512381

• services
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Association of Composers & Musicologists of the German Democratic Republic

Product: Record-carrying & storage cases, 45 rpm adaptors, needles. Tape-carrying & storage cases, leader & splicing tape.
 Denis Lavamine (Ets), 62 Rue des Deportés, 45200 Montargis Tel (38) 85 24 17
 Product: Record-record care prods
 Ma Co Sarl, 10 Rue Malakoff, 92600 Asneries, Tel 793 37 83 Gen Mgr Ms Benadon
 Product: Record-record care prods 45 rpm adaptors, replacement styli; Tape-head cleaners & demagnetizers
 Mageco Electronic, 117 Rue d'Aguesseau, 92100 Boulogne Tel: (01) 604 81 90 Telex 204261
 Product: Record-PICKERING cartridges, record care prods., replacement styli
 Publison Audio Professional, 7-9-11 Rue Crespin du Gast, 75011 Paris Tel (01) 357.64.07 Dir: Peter Dean; Gen Mgr. Dany Dean
 Product: Record-carrying & storage cases, tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape
 Sofradim-Rexon, 82 Rue Baudin, 92300 Levallois Perret, Tel: (01) 270 12 24/91 81 Chief Exec. Michel Marcot, Gen. Mgr. Francois Marcot
 Product: Record-carrying & storage cases, record care prods., replacement styli, Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape
 Symphony Land, 4 Rue Pierre DuPont, 75010 Paris Tel: (01) 239 31 11 Gen Mgr Jean-Claude Smits
 Product: Record-carrying & storage cases.
 Topodis, Zone Industrielle le Petit Parc, 78920 Equevilley Tel: 475 50 21 Telex 698074 Gen Mgr Andre Gervy
 Product: Record-carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, Tape-carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio).
 Vogue MPP (Manufacture de Prod'n Phonographiques) 82 Rue Maurice Grandcong, 93430 Villetaneuse Tel: (01) 826.55.00 Cable VOGDISC. Telex 620380
 Product: Record-45 rpm adaptors

• promotional merchandising aids
 Glory Impression Cartonage, 7 Louis Armand, 92602 Asneries Tel 790.62.31 Telex: 630110 Pres Dir Gen Paul Bechot, Technical Mgr Jacques Lesueur, Sales Mgr. Frederic Bussiere
 Product: Posters
 Mallroy, 4 Rue Saint Vincent, 40103 Dax Cedex Tel: (58) 74 22 13 Dwner Dominique Mallroy, Technical Dir. Jean Mallroy
 Product: Posters, T Shirts
 Publ G D Impressions T Shirts, 62 Mail des Charmilles, 10000 Troyes Tel (25) 81 05 62
 Product: T Shirts

• store fixtures
 Etalagrie SA, 17 Rue de Grignon, 78450 Villepreux Tel: (03) 056.53 53 Dir T.G. Jamson, Sales Mgr.: A.W. Jamson
 Product: Display racks (audio & video), locked audio & video wings
 Glory Impression Cartonage, 7 Rue Louis Armand 92602 Asneries, Tel 790 62 31. Telex: 630110. Pres. Dir. Gen. Paul Bechot, Technical Mgr. Jacques Lesueur, Sales Mgr. Frederic Bussiere
 Product: Disk & Tape browser boxes, display racks, divider cards (audio & video)
 Greencorp Magnetics, 16 Rue Ficalier, 92400 Courbevoie Tel: (01) 333 27 40 Telex 613188 European Sales Mgr. F.G. Kinney
 Product: Divider cards.
 Topodis, Zone Industrielle le Petit Parc, 78920 Equevilley, Tel 475 50 21 Telex: 698074 Gen. Mgr.: Andre Gervy
 Product: Record & tape browser boxes, display racks, divider cards
 Video Diffusion Int'l, 9 Rue des Bons Enfants, 75001 Paris Tel (01) 261 43 85 Telex: 200695
 Product: Videotape security systems

GERMAN DEMOCRATIC REPUBLIC (EAST)
 Population: 16,750,000
 Rate of exchange: \$1 (US) = 1.9 ost marks
 Per capita income: \$5,500
 Holidays: January 1, Good Friday, May 1 (Labor Day), Whitsunday, October 7 (Republic Day), December 25, 26.

• record & tape manufacturers / distributors / importers
 Amiga, see Deutsche Schallplatten
 Aurora, see Deutsche Schallplatten
 Buchexport (Volkseigener Aussenhandelsbetrieb der Deutschen Demokratischen Republik), Lennstr. 16, DDR 7010 Leipzig Tel (051678) 76-61 Deutsche Schallplatten (VEB), Reichstagsufer 4/5, 108 Berlin Tel (0311) 220-9201.
 Labels: (Owned) Amiga, Aurora, Eterna, Litera, Nova
 Eterna, see Deutsche Schallplatten
 Nova, see Deutsche Schallplatten.
• music publishers
 Brentkopf & Haertel Musikverlag (VEB), Karlstr. 10, DDR-7010 Leipzig Tel (05611) 73-51 Gen. Mgr. Dr. Gunter Hempel, Sales Dir. Werner Hennig Lied der Zeit (VEB), Postfach 10, Rosa-Luxemburgstr 41, DDR-1020 Berlin Tel: (0311) 28-2 50-81.
 Neue Musik (Verlag), Leipzigstr. 26, DDR 108 Berlin Tel 229-1460 Peters (Ed.) (VEB), Postfach 746, Talstr. 10, DDR 701 Leipzig Tel (05611) 7721 Cable PETERSEDITION, Telex 512381

• services
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Association of Composers & Musicologists of the German Democratic Republic

ic, Leipzigstr 26, DDR 108 Berlin Tel 220-2051
 National Committee of the International Music Council, Leipzigstr 26, DDR-108 Berlin, Tel 229-2772.
 Neue Bachgesellschaft, Int'l'e Vereinigung, Karlstr. 10, DDR-701 Leipzig Staatliches Komitee fuer Rundfunk, Nalepstr. 18-50, DDR 116 Berlin Tel 63 60.
LICENSING ORGANIZATION, MUSIC
 A W A (Anstalt zur Waehrung der Auffuehrungsrechte auf dem Gebiete der Musik), Storkowerstr. 134, DDR-1055 Berlin, Tel: 434-2757 Gen. Dir. Klaus Eisenbarth (Mechanical & performing rights)

GERMAN FEDERAL REPUBLIC (WEST)

Population: 61,600,000
 Rate of exchange: \$1 (US) = 2.26 marks
 Holidays: January 1, Good Friday, Easter, May 1 (Labor Day), Ascension Day, Whit Monday, June 17, November (Repentance Day), December 25, 26.
RECORDS:
 Record sales certification awards: Gold single-500,000 units; platinum single-1,000,000 units. Gold LP-250,000 units; platinum LP-500,000 units
 Records sold domestically: LP's 1981-111,100,000 units, 1980-96,900,000 units Singles 1981-47,300,000 units, 1980-45,000,000 units
 Records imported from USA (factory value, CIF): 1981-2,200,000 units, \$4,500,000.
 Records exported to USA (factory value, FOB): 1981-3,900,000 units, \$6,300,000.
 Records imported from countries other than USA (factory value, CIF): 1981-38,000,000 units, \$54,900,300
 Records exported to countries other than USA (factory value, FOB): 1981-51,900,000 units, \$72,500,000
 Average retail price per record: LP's-\$6.50, singles-\$2.50
 TV merchandising: 18% of total.
 Record club sales: 8%-10% of total.
 Discounting: Frequent
 Type of distribution: Manufacturer-to-retailer accounts for 75% of total sales. Manufacturer-to-wholesaler-to-retailer & rack jobbing (there are three rack jobbers) divide another 10%, and direct importing by retailers constitutes the remaining 15%.
 Type of promotion: All radio and tv stations are important sources, especially Radio Luxembourg and The Belgium Radio with German programs. Also helpful are the numerous discoteques, part-time discos and key publications. The twelve radio stations and the British and American Forces Networks have 30 hit parades weekly. Second German Television (ZDF) has a monthly "hit parade" featuring only German speaking artists.

Jukeboxes: 80,000
TAPE:
 Market: Audio-There are no 8-tracks. Sales of blank cassettes increased nearly 10% in 1981 compared to 1980. Video-There are about 1.5 million recorders in German households, using about 10 million blank tapes sold by about 4000 retailers. VHS leads the format market share with 44%, followed by Video 2000 at 31% and Beta at 20%.
 Pre-recorded tape sold domestically: cassette 1981-47,600,000 units; 1980-38,800,000 units.
 Pre-recorded audio tape imported from USA (factory value, CIF): 1981-\$11,100,000
 Pre-recorded audio tape exported to USA (factory value, FOB): 1981-\$1,000,000.
 Pre-recorded audio tape imported from countries other than USA (factory value, CIF): 1981-\$58,200,000.
 Pre-recorded audio tape exported to countries other than USA (factory value, FOB): 1981-\$39,500,000
 Pre-recorded video tape sold domestically including imports (retail value): 1,000,000 units.
 Average retail price per pre-recorded audio tape: Cassette-\$9.00
 Average retail price per pre-recorded video tape: Beta-\$75.00, VHS-\$85.00, V.2000-\$85.00.

CONSUMER ELECTRONICS:
 Percentage of homes with: Radios (96%), television sets (96%), phono graphs (59%); audio tape recorders (63%), video tape recorders (5%).
RADIO STATIONS:
 No. of government 12.
 Comment: There are daily pop and classical programs, with most stations having a weekly hitparade, and some featuring German language songs only. Overall, about 35% of the music played is German language songs, American and English music comprise about 65% Live music shows are rare. There are reports on special events like tours and festivals.
TELEVISION STATIONS:
 No. of government channels 3 (PAL color)
 Comment: The first and second channels telecast weekly pop shows such as "Musikladen" (the number one show), "Rock Pop.", "Disco.", "Mu-schbox.", "Country Music" and "Show Express". There also are local shows like "WWF Club" (Cologne) and "Aktuelle Schaubude" (Hamburg).
IMPORT/EXPORT REGULATIONS
 There are no import and export regulations for countries belonging to the European market. Non European market countries, including the USA and Canada, face restrictions.

MARKET ANALYSIS:
 The record market in 1981 was again stagnant and in 1982 it is expected to decline. One positive aspect, however, is "new German wave," which is rock music with German lyrics by German groups. The best-selling groups for this music are the Spider Murphy Gang (EMI), Ideal (WEA), Trio (Phonogram), Extrabreit (Metronome), DAF (Ariola), and Spliff (CBS). The share of the charts between national and international product was split equally in 1981. In 1980, international product dominated the charts with a 70% share. US and UK artists are still very successful in touring Germany. The top international performers in 1981 were Mike Oldfield, Barclay James Harvest, Abba, the Police and Kim Wilde
 New creative productions are coming mainly from German music publishers

Major artists discovered and promoted by the music publishers include Dschinghis Khan (Jupiter), Gombay Dance Band (Peer), Arabesque (MDW), Nicole (Jupiter) and Boney M (Hansa)

More major record companies are shifting from small retailers to whole sellers. The principal reasons are cost

Wolfgang Spahr

• record & tape manufacturers / distributors / importers

A A R, see Heinz Ulm

A G M Schallplattenproduktion & Vertrieb, Kissingweg 44, D-7130 Muehlacker. Tel. (07041) 47-66. Telex (07) 263721 Contact Arno Graul

A M S Musica Sacra, see Schwann

A S, see Artist Serv.

A T R MasterCut, see Audio Trade

Abacca, see Inmus

Abakus, see Studio Union

Acanta, see Fonoteam & MusContact.

Ada, see Espianade.

Agil Musik & Theater GmbH, Wendelsteinstr. 11, D-8016 Feldkirchen/Riem. Tel. (089) 903-2086. Telex 5213634.

Labels: Agil, Gold, VM.

Ahorn, see Gorilla.

Airlift Tontraeger Vertriebs GmbH (IFPI), Clausewitzstr. 4/III, D 1000 Berlin 12. Tel. (0941) 56-13-51 Dirs. Maria Kopp, Gen. Mgr. Wolfgang Maeder.

Branch: D-8400 Regensburg, Portnergasse 6. Tel. (0941) 56-13-51

Labels: (Domest.) Airlift, Firebird; (licensed domestic) Hohner.

Int'l rep.: Switzerland (Transworld)

Akropolis Musik & Film GmbH, Mauritiussteinweg 5, D-5000 Cologne 1. Tel. (0221) 23-19-00. Mng. & Prod. Dir. Peter Power, Sales Mgr. Uly Jonas

Aladin (Peter Driof) GmbH & Co. KG, Rauhe Hecke 2, D-5000 Cologne 91. Tel. (0221) 86-23-02, 86-20-32. Telex (08) 873698. Mng. Dir. Peter Driof; Financial Mgr. Azora Bjerkje; A&R: Jurgen Hohmann. (Licensed to CBS)

Labels: (Domest.) Aladin, Black Prince.

Alcophon AV GmbH & Co. KG (IFPI), Duenebergerstr. 111-113, D-2054 Geesthacht. Tel. (4152) 4031. Telex. 218707. Mng. Dir. Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Labels: (Domest.) Alcophon, Alcophon Super, Blachy

Des Alpes Schallplatten Produktion GmbH (IFPI), Theodor Koerner Str. 7, D-7800 Wuerzburg. Tel. (0931) 73884, 71286. Telex (06) 8810. Mng. Dir. Ursula Danner. (Distributor/Importer)

Labels: (Domest.) DA, Echo, Lilliput, Main.

Alra-Schallplatten, A. Ratajczak GmbH, Schmiedstr. 88-90, D-5120 Herzogenrath. Tel. (02406) 2095. Telex: (08) 329550. Chief Exec. Richard Yanwersch; Gen. & Sales Mgr. Albert Ratajczak (Distributor/Importer-cutouts)

Altaxson, see Palm.

Die Alte Orgel, see Da Camera

Alternum, see Thorolon.

Amayana, see Bella Musica & Supertone

Der Andere Song, see Hansa Musik.

Christian Anders Musikverlag & Produktion, Hoerwarthstr. 26, D-8000 Munich 40. Tel. (089) 18-42-23. Pres.: Christian Anders; Gen. Mgr.: Ann Busse.

Labels: (Domest.) Chranders.

Angel, see EMI Electrola.

Angel Musikverlag & Produktion A. Engel KG (IFPI), Potsdamerstr. 92, D-1000 Berlin 30. Tel. (030) 782-3030. Chief Exec.: Anneliese Engel, Vice Mgr. Guenter Engel

Labels: (Domest.) Days.

Int'l reps.: Canada (Wilson), Finland (Fazer), Ireland (Crossbar, Wilson), Italy (Beat), UK (Crossbar, Wilson), USA (Integrity, Wilson)

Angelo Musikverlag, An der Alster 37, D-2000 Hamburg 1. Tel. (040) 280-2292. Chief Exec.: Just Pflach.

Antagon Musikgesellschaft Jens Michow (IFPI), Lenhartzstr. 15, D-2000 Hamburg 20. Tel. (040) 48-44-43. Telex 2173473 Mng. Dir. Jens Michow.

Labels: (Domest.) Antagon, (licensed) Hexagone.

Arcade Recs. (Deutschland) GmbH (IFPI), Leimenerode 29, D-6000 Frankfurt/Main 1. Tel. (0611) 1543-0. Telex (04) 189319 Mng. Dir.: Michael Levene, Group Mng. Dir. Horst Buerger; Comm'l. Mgr.: Karl-Heinrich Engelhardt; Sales Mgr. Heiko Schmutzler

Home office: England

Int'l reps.: Austria (Musica), Switzerland (Phonax).

Archiv Produktion, see DGG & Polydor.

Arcum Tontraegerproduktions GmbH, Waagepl. 4, D-3400 Goettingen. Tel. (0551) 5-79-22. Telex 96646. Owners: Gerd Hahn, Siegfried Schaefer

Labels: Omnibus.

Ariola, see Ariola-Eurodisc.

Ariola-Eurodisc GmbH (IFPI), Steinhauserstr. 3, D-8000 Munich 80. Tel. (089) 4-13-61 Cable EURDISC. Telex (05) 23487 Mng. Dirs.: Monty Lueftner, Friedrich Schmidt; Deputy Mng. Dirs.: Albert Czapski, Dr. Joachim Kiener. Finance & Admin.: Dr. Joachim Kiener; Mktg. & Promo: Albert Czapski; Sales Mgr.: Hans Knappe; Int'l Dept.: Udo Lange; Export Dept.: Geso Mampel.

Ariola Int'l Group - Pres.: Monty Lueftner; Sr. VP: Friedrich Schmidt; VP Bus. Affairs & Admin.: Dr. Nikolaus Becker; VP USA & Canada: Wim Schipper; VP Latin America Activities: Ramon Segura Martinez; VP Prod. & Mktg.: Doris Sturm.

Int'l branches: Austria, Belgium, France, Arabella, Mexico, Bertelsmann, Netherlands; Spain; Switzerland; UK, Eurodisc/Ariola/Arista; USA, Arista.

Labels: (Domest.) Ariola, Arista, Eurodisc, GRP, Novus, Savoy, Schallter, (licensed domestic) Coconut, Hansa, Rocktopus, (licensed foreign) Bearsville (USA), Blueprint (UK), Bronze (UK), CGD (Italy), CMH (USA), Celikoid (UK), Chrysalis (UK), Clan Celentano (Italy), Coral (USA), Dawn (UK), Dindisc (UK), Golden Hour (UK), Handshake (USA), Island (UK), MCA-Backstreet (USA), Mantecore (UK), Melodia (USSR), Musiza (Italy), PRT (UK), Supraphon (Czechoslovakia), Tomato (USA), Virgin (UK), Ze (UK).

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EMI), New Zealand (Ariola-RCA, Arista-EMI), Nigeria (Decca), Norway (CBS), Paraguay (Microfon), Peru (FTA), Philippines (Ariola-Dicta Arista, Arista-Vicor), Portugal (PolyGram), Singapore (Ariola-Pacific, Arista-EMI), South Africa (RPM), Sweden (CBS), Taiwan (Ariola-Pacific, Arista-EMI), Thailand (Ariola-Pacific, Arista-EMI), Turkey (Turkuola), USSR (Melodia), Uruguay (Microfon), Venezuela (Ariola-Cordica, Arista-Velvet), Yugoslavia (Jugoton).

Arista, see Ariola-Eurodisc.

Arminia Musikproduktion Erich Storz (IFPI), Hauptstr. 114, D-3360 Dsteroede am Harz. Tel. (05522) 45-11 Telex (09) 65154 Gen. Dir. Erich Storz; Gen. Mgr. Marianne Dpritz; Sales Mgr.: Marianne Storz. (Also a Wholesaler as Storz GmbH)

Branches: D-4800 Bielefeld, Am Kampchen 4. Tel. (0521) 25017 Telex (09) 38058-D-8702 Estenfeld bei Wurtburg, Am Kohlierring 6. Tel. (09305) 712. Telex: 068476.

Labels: (Domest.) Arminia, Storz

arDnda Schallplattenproduktion & Vertrieb, Frankfurter Landstr. 7, D-6380 Bad Homburg. Tel. (06172) 4-68-36. Dir. Gunther Mueller

Artex Prods., Schinkelstr. 7, D-2000 Hamburg 60. Tel. (040) 279-9941

Dir. Arno H. v. Vught Jr.

Artist Serv. GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20. Tel. (040) 47-80-22, 48-70-88 Telex (02) 1263078 Mng. Dir. Eike Heitkamp, Gen. Mgr. Thomas Fenn.

Labels: (Domest.) AS; (licensed foreign) Capitol Prod'n/Media (USA), Coombe (UK), Tortuga (Haiti)

Int'l reps.: Denmark (Royton, Medley, Dh), Hong Kong (Pacific, PolyGram), Korea (Pacific), Thailand (Pacific)

Aspekte, see Teldec

Asylum, see WEA

Ala Tak/Warning, see Eigelstein

Alco, see WEA

Atlantic, see WEA

Audio Components Vertriebs GmbH, Postfach 762104, Ackermannstr. 36, D-2000 Hamburg 76. Tel. (040) 22-57-19 Telex 211865. (Importer)

Label: Richardson (USA).

Audio Int'l, Gonenheimerstr. 2b, D-6000 Frankfurt 56. Tel. 50-47-33 Telex (04) 13039. Pres.: Hermann Hoffman.

Label: (Domest.) Celia.

Audiophon Classic, see Multibrand.

Audio Team, Kamp 24, D-2091 Marsen. Tel. (04185) 47-00. Telex: 2189382

Dir.: Hartmut Eichenauer.

Labels: (Domest.) Audio Team, (licensed) Jeton.

Audio Trade GmbH, Kolomest 203, D-4100 Duisburg 1. Tel. (0203) 37-35-12. Telex: 855259 Mng. Dir.: Peter Muehlmeyer, Sales Mgr.: Dirk Feldmann

Labels: (Domest.) ATR MasterCut, Gale Maximum Fidelity, (licensed) Direct Disk (USA), Proprius (Sweden), Three Blind Mice (Japan), Umbrella (Canada)

Auraton, see Heinz Ulm.

Autobahn Recs., Drntstr. 36, D-8000 Munich 81. Tel. (089) 98-56-25

Telex: 52163055 Owners: Michael Holm, Rainer Pletsch

Autogram & Folk Recs., Burgstr. 9, D-4405 Nottulin (Kreis Muenster), Tel. (0250) 61-51. Gen. Mgr.: Willy Schwenken

Labels: (Domest.) Autogram, Automon, Doctor, Folk Record, Monogram.

Automon, see Autogram.

Aves Recs. & Tapes GmbH (IFPI), Harvestehuderweg 21, D-2000 Hamburg 13. Tel. (040) 41-70-07. Telex: 212659. Mng. Dir.: Horst F. Schmolz

Labels: (Domest.) Aves, Avia, Avon.

Avia, see Aves.

Avon, see Aves.

Bacillus, see Bellaphon.

Baerenreiter-Muscaphon, see Baerenreiter-Verlag

Baerenreiter-Verlag, Karl Voetterle GmbH & Co. KG, Heinrich-Schuetz-Allee 35, D-3500 Kassel/Wilhelmshohe. Tel. (0561) 30011. Telex (09) 92376

Mng. Dir.: Wolfgang Matthei.

Int'l branches: England, France, Switzerland.

Labels: (Domest.) Baerenreiter-Muscaphon, Bosse-Musik-Medium Erziehung

Baltic-Recs., PD Box 4544, Holstenplatz 1-2, D-2300 Kiel 1. Tel. (0431) 9-11-04. Owner: Heinz Ziemann

Batchwork, see Lesser.

Bear Family Recs., (IFPI), Eduard Grunow Str. 12, D-2800 Bremen 1. Tel. (0421) 78874. Dir. & Gen. Mgr.: Richard Weize, Sales Mgr. Hermann Kneulle.

Int'l branch: England.

Labels: (Domest.) Bear Family; (represented) Hickory (USA)

Int'l reps.: Australia (Memory Lane), Japan (King), Switzerland (Gold), UK (Tonal), USA (City Hall, Down Home, Rounder).

Wolfgang Becken Prod'n, PO Box 100544, D-2000 Hamburg 1. Tel. (040) 46-49-90. Gen. Mgr.: Wolfgang Becken.

Labels: (Domest.) Rock-Trend, Telex.

Bella Musica Tontraeger GmbH (IFPI), Albert-Schneiblerstr. 2, D-7582 Buhlerthal. 80. Tel. (07233) 70-14. Telex. 78708. Chief Exec.: Juergen Rinschler.

Labels: (Domest.) Bella Musica; (licensed domestic) Amati, Starlet, Supertone, Welt Melodie; (licensed foreign) Multisound.

Int'l rep.: Austria (Discolrade).

Bellaphon Int'l Sound Serv. (BISS), Manzerlandstr. 87-89, D-6000 Frankfurt/Main. Tel. (0611) 23-29-12, 23-63-05. Telex: (04) 16046. Mgr.: Winfried Merkle; Prod. Mgr.: Helmut Wagner; Export Mgr.: Rudolf Stuebig

Labels: (Domest.) Rare Bid, (licensed domestic) Biber, Blind Man, Cain, ENJA, Fusion, L+R, Lava, Nagara, Neue Welt, New Ways, Panda, Software, Sri Lanka, Tron, Woolfe, (licensed foreign) Appaloosa, Black Saint, Concord, Danube Jazz, Delos, Greensleeves, Munich, SteepleChase, Timeless.

Int'l reps.: Austria (Bellaphon), Belgium (Parsifal), Benelux (VIP), France (Dam, Vogue), Italy (IRD), Netherlands (Munich), Norway (Disco), Spain (Edgias), Sweden (SAM), Switzerland (Bellaphon), UK (Swift)

Bellaphon Recs. GmbH & Co. KG Tontraegergesellschaft (IFPI), Mainzer Landstr. 87-89, D-6000 Frankfurt/Main 1. Tel. (0611) 27-12-0. Telex (04) 16046. Pres.: Branko Zvanovic; Sales Mgr.: Rolf Gamann; Mktg. Mgr.: Ruediger Litz-Leonhardt, Int'l Prod. Mgr.: Peter Kunz; Nat'l Prod. Mgr.: Diat Knecke; Classic Program Dir.: Richard Schneider.

Int'l branches: Austria, Switzerland.

Labels: (Domest.) Bacillus, Bellaphon Int'l, Bellaphon Klassik, Heimatland, Piffikus, Pick Up, Schluselloch, (licensed foreign) Audio Fidelity (USA), Avatar (UK), Boardwalk (USA), Gordy (USA), Greensleeves (UK), Hitsville (USA), Jackson Sound (USA), Jamaica Sound (UK), Motown (USA), Rare Earth (USA), SSS Int'l (USA), Scotti Bros. (USA), Soul (USA), Sun (USA), Tamla Motown (USA), Vogue (France).

Int'l branches: Austria, Switzerland.

Berolina, see Fonoteam.

Das Beste GmbH (Verlag), Augustenstr. 1, D-7000 Stuttgart 1. Tel. (0711) 66-02-1. Telex (07) 23539. Mng. Dir.: Werner Weidemann; Mktg. Dir.:

Helge Weisner, Prod'n Mgr. Klaus D. Mandl

Biber, see Bellaphon Int'l

Bifu, see Funkturner

Big Sound, see Comma

Bild am Sonntag Recs. (IFPI), Kaiser Wilhelm Str. 6, D-2000 Hamburg 36

Tel. 347-4254, Telex (02) 11898 Gen. Mgr. Joachim Luedicke.

Bingola, see Rudolf Bohnen

Black Prince, see Aladin

Blacky, see Alcophon

Blind Man, see Bellaphon Int'l

Blossom, see Intersound

Blow Up, see Intercord

Blubber Lips, see Rockport

Blues Beacon, see ENJA

Dieter Boek, Derather Weg 16, D-5140 Erkelenz. Gen. Mgr. Dieter Boek (Distributor/Importer/Exporter)

Label: (Domest.) NPR

Rudolf Bohnen (Musikverlag & Prod'n), Klenzestr. 65/1, D-8000 Munich 5

Tel. (089) 201-2292

Labels: (Domest.) Bingola, Peggy

Bosse Musik-Medium Erziehung, see Baerenreiter-Verlag.

Brain, see Metronome

G. Braun (Verlag), PO Box 1709, Karl-Friedrich-Str. 14-18, D-7500 Karlsruhe 1. Tel. (0721) 165-1. Telex (07) 826904. Gen. Mgr. Karl Breh; Sales Mgr. Erhard Albrecht.

Label: dhf Tetschallplatten

Int'l reps.: Austria (Erb), Switzerland (Musica Consort)

Brinker Musikverlag, Kronenstr. 12, D-4330 Muelheim/Ruhr. Tel. (0208) 42-85-92, 38-35-98. Gen. Mgr. Michael Brinker, Sales Mgr. Beate Hutten

Label: Laguna

Brunswick, see DGG

Buena Vista, see Walt Disney

Bunny, see WEA

Burda-Schallplatten-Vertrieb, Burda Hochhaus, D-7600 Dffenburg. Tel. (0781) 841.

Busch-Phonothek, see Polyband

CBS Schallplatten GmbH (IFPI), Bleichstr. 64-66a, D-6000 Frankfurt/Main 1. Tel. (0611) 1-30-51 Cable: CDLRECDRD. Telex: 416735. Mng. Dir. Jorgen Larsen, Deputy Mng. Dir.: Karl G. Arbenz.

Labels: (Domest.) CBS, Embassy, Epic, Maestro, Masterworks, Portrait; (licensed domestic) Aladin, m music, (licensed foreign) A&M, Alfa, Blue Sky, Caribou, Cleveland Ent. Int'l, Geffen, Illegal, Invictus, Jet, Kirschner, Monument, Melpomir, Philadelphia Int'l, TK, Unlimited Gold (all USA).

C M P Recs., Postfach 445, D-5160 Duren. Tel. (0221) 599-2031. Owner & Dir.: Kurt Renker (Licensed to Teldec)

C M S, see Hardt

C R P, see MDT

Cady, see DPP.

Cain, see Bellaphon Int'l.

Caligula, see Calig Verlag

Calig Verlag GmbH, Renatastr. 71, D-8000 Munich 19. Tel. (089) 16-34-76

Pres.: Wolfgang Walter; Prod. Mgr. Doris Hagen; Mktg. Dir. Manfred Steinberg

Labels: (Domest.) Calig, Caligula

Int'l reps.: Austria (Cura), Belgium (Inelco), Japan (Universal Corp.), Netherlands (HOSAT), Sweden (Soundmaster), Switzerland (Baerenreiter-Metronome).

Camera, Postfach 1460, Hoffman von Fallerslebenstr. 8, D-3340 Wolfenbuettel. Tel. (05331) 4976. Owner: K.M. Moesler.

Canofon, see Polyband

Cantabria, see Manzana-Cantabria

Cantate, Heinrich-Schuetz-Allee 35, D-3500 Kassel-Wilhelmshohe. Tel. (0561) 3-00-13. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei.

Labels: (Domest.) Cantate, SDG

Canto Musikproduktion GmbH & Co. KG (IFPI), Harmstorfer Weg 11, D-2106 Bendenstorf. Tel. (04183) 62-46. Pres. & Gen. Mgr.: Fred Christian

Label: (Domest.) Pastels

Capella, see Thorolon.

Capitol, see EMI Electrola

Carsound, see Deutsche Austrophon.

Cassette Maya, see Zanloton

Cassetteon GmbH Musik-Cassette-Werk, Sudetenstr. 73, D-8192 Gersried 2. Tel. (08171) 3031. Telex (05) 26331 (Tape only)

Castle, see Hippofstein.

Celia, see Audio Int'l.

Center-Ton Center Music (Klaus Joachim Witowski), Luetzowufer 24, D-1000 Berlin 30. Tel. (030) 262-1336.

Champ Recs., Gartenstr. 15a, D-8011 Baldham/Munich. Tel. (08106) 45-55.

Contact: Robert Jung.

Chranders, see Christian Anders.

Christophorus-Verlag Herder GmbH, Hermann Herder Str. 4, D-7800 Freiburg im Breisgau. Tel. (0761) 27-171. Telex: (07) 721440. Mng. Dir. Benno Baldes; Promo.: Horst Neumann.

Cine Art Int'l, see Jaguar.

Cine Art Int'l, see Jaguar.

- Cty. see Rocamar
 Classic Collection, see Delta
 Clear Sound, see Hanselische
 Coconut Recs GmbH (IFPI), Nachtigallenweg 34, D-5202 Hennef 1 Tel: (02242) 3082 Telex: 889775 Owners Karin Hartmann, Tony Hendrik. (Licensed to Ariola-Eurodiscs)
 Coda, see Radio-Music-Recs
 Colonia Musik Produktion GmbH (IFPI), Mauritiussteinweg 5, D-5000 Co Logne 1 Tel: (0221) 23-19 00 Mng. Dir & Prod'r Peter Power, Sales Mgr. Manfred Schmidt, Promo. Mgrs. Uly Jones, Ingrid Broecher
 Coloursound Library, see Show Business
 Columbia, see EMI Electrola
 Comas, see Suewe
 Comma Recs & Tapes, Postfach 2145, D-6078 Neu Isenburg, Tel: (6102) 56 40, Telex: 4185600, Dir. Klaus Desterreich; Gen. Mgr.: Roland Bauer, Sales Mgr. Theo Weinbauer
 Labels: (Owned) Big Sound, Comma, Comma Int'l. (licensed) Fonobosa (Columbia), IFESA (Ecuador)
 Int'l repts.: Central America (Sisa), Colombia (Fonobosa), Ecuador (IFESA)
 Concord, see Polyband
 Le Comissieur Schallplatten, PD Box 4807, Waldstr. 62, D-7500 Karlsruhe 1, Tel: (0721) 2-56-12, Gen. Mgr. Klaus Dbdoda. (Distributor/Importer/Exporter)
 Connyland, see Phon & Ton
 Conquest, see Lesser
 Cotillon, see WEA
 Countdown Music GmbH (IFPI), Harkshederweg 74, D-2085 Quickborn (Hamburg), Tel: (4106) 24 14, 50-15, Cable COUNTMUS, Telex: 214534, Gen. Mgr. Rainer Etrzold
 Coup, see Jaguar
 Credo, see Junge Gemeinde
 Crystal, see EMI Electrola
 D A, see Des Alpes
 D C M Schallplatten & Muscasseteproduktion (IFPI), Fasanenstr. 3, D 1000 Berlin 12, Tel: (08651) 47-60 Mgr.: Alfred Dostal
 D G, see DGG & Polydor
 D G G (Deutsche Grammophon GmbH) (sub. of Polydor Int'l GmbH) (IFPI), PO Box 301240, Hohe Bleichen 14-16, D-2000 Hamburg 36, Tel: (0411) 35-96-1, Telex: (02) 163923, Pres.: Rudolf Gassner; Exec. VP's: Oskar Drechsler, Reinhard Stehn
 Labels: (Owned) Archiv Produktion, Brunswick, Deutsche Grammophon (DG), Deutsche Grammophon Literatur, Heliodor, Karussell, MGM, Poly. Polydor, Verve; (licensed domestic) ECM; (licensed foreign) Capricorn (USA), Carrere (France), Dreamland (USA), Phil Spector Int'l (USA), RSO (UK), Trax (UK)
 dhf Testschallplatten, see G Braun
 Da Camera Schallplatten-Ed. GmbH (IFPI), Lameyrstr. 10/12, Mannheim Tel: (0621) 10-20-17 Pres. Dr. Klaus Preis; Gen. Mgr. Paul Kresse, Sales Mgr. Nikolaus Sastruphu
 Labels: (Owned) Die Alte Drgel, Da Camera, Improplu, Sastruphu
 Dacapo, see EMI Electrola
 Days, see Angel
 Delta Music GmbH (IFPI), Zur Muehle, 2, D-5020 Frechen 4, Tel: (02234) 61015, Cable: DEMUS, Telex: (08) 89299 Pres. Dr. K. J. Moll; Gen. Mgr.: P.H. Sautot; Sales Mgr.: Dr. W. Ammel
 Labels: (Owned) Classic Collection, Delta, Pandora, Satyr
 Derby, see Tonomatic
 Deutsche Austrophon GmbH (IFPI), Auf dem Esch 8, D-2840 Diepholz Tel: (05441) 13-44, Telex: (09) 41221, Gen. Mgr. Wolf Neumann; Sales Mgrs. Peter Stinchofer, Rainer Koppermann
 Labels: (Owned) Carsound, Mandolino, Orchestrola, Racket; (licensed domestic) Flame, Jeton Digilog, Palm; (licensed foreign) Artiphon (Switzerland), ESP-Collection (Switzerland), Elite Special (Switzerland)
 Deutsche Buch-Gemeinschaft (C.A. Koch's Verlag Nachf.), Abt. Schallplatten-Gemeinschaft (IFPI), Berliner Allee 6, D-6100 Darmstadt, Tel: (06151) 866-1 Telex: (04) 19261 Mng. Dir. Ernst Leonhard; Gen. & Sales Mgr.: Hans Moeller
 Labels: (Owned) Impression, Meteor
 Deutsche Grammophon, see DGG & Polydor
 Deutsche Grammophon Int'l Music Serv. (dept. of DGG), Wendenstr. 29, D-2000 Hamburg 1, Tel: (040) 24-16-01, Telex: 2163116, Mgr. Michael Schalk; Sales Mgr. Ernst Rueder (Importer)
 Deutsche Grammophon Literatur, see DGG
 Deutsche Diverse Recs GmbH (IFPI), Sigismundstr. 15, D-7750 Konstanz Tel: (07531) 245-17 Pres. Michel Liber, Gen. Mgr.: Alice Liber, Sales Mgr.: Armin Troesch
 Int'l branch: Switzerland
 Labels: (Owned) Diverse; (licensed) Athenee (Greece), Auvidis (France), Diskoton (Turkey), Durium (Italy), Equipe (Italy), Font Cetra (Italy), Jugoton (Yugoslavia), Mairetti (Italy), Nimbus (UK), Popular (Greece), Pull (Italy), SM (France), Said (Italy), Select (Greece), Sonor (Italy), Togo (Italy), Umdisc (France), Vanilla (Italy), Variety (Italy), Zephyr (Italy)
 Int'l repts.: France (Edwards), Greece (Piomaritis), Italy (Durium)
 Deutscher Schallplatten Club im Deutschen Buecherbund GmbH & Co., Libanonstr. 3-5, D-7000 Stuttgart 1, Tel: (0711) 2-17-91 Telex: (07) 23829, Mng. Dir.: Gerhard Fink
 Deutsches Rotes Kreuz, see Phonogram
 Deutsche Tanzmusik Produktion, Dhmsr 9, D-8000 Munich 40, Tel: (089) 39-68-74, Cable ROYALMUSIC, Mng. Dir. Hans Lang
 Labels: (Owned) Royal Splendid
 Direkt to Disk, see Sonic Arts
 Disc Int'l GmbH, Koeningbergerstr. 6, D-6000 Frankfurt 90, Tel: (0611) 70 34-43, Mng. Dir.: Gangolf Zimmermann
 Labels: (Owned) Get Up!, Lost & Found; (licensed foreign) Classic Jazz Masters (Sweden), Jazz Society (Sweden), Everybody's (Sweden), Halycon (UK), New Bulwark (Belgium), Red Lightning (UK), Solid Sender, Shirak (Italy), Swing Classics (Sweden), Tax (Sweden), VJM (UK)
 Int'l rep.: Luxembourg (Disques Int'l)
 Disco-Center (Verenigte Schallplatten-Vertriebs GmbH), Postbus 101029, Baarenreiterweg 6-8, Kassel-Wilhelmshohe, Tel: (0561) 3-20-21, Telex (09) 92376, Mng. Dir.: Wolfgang Matther; PR: Eberhard Schoepfner
 Disco-Train, see Karma
 Disneyland, see Walt Disney
 Walt Disney Prod'n GmbH, Savignystr. 76, D-6000 Frankfurt/Main Tel: (0611) 74-77-74 Dir. Horst Kobischek; Mktg.: Rudolf Ludwig. (Licensed to Metronome)
 Labels: (Owned) Buena Vista, Disneyland
 Int'l rep.: USA (Walt Disney)
 Divina, see Erich Jung
 Doctor, see Autogram
 Domiphon Music, Baitenweg 12, D-4793 Paderborn Tel: (5251) 7 28-74 Telex: 936841 Gen. & Sales Mgr. Bert Lique
 Double Up, see EMI Electrola
 Drive-In, see Suewe
 Duo (Ed.) Arthur Tuerk (Musikverlag), Beethovenstr. 7, D-8032 Lochham Tel: (089) 87-66-60
 E A M S Disco & Video Distrs., Postfach 1525, Grafingerstr. 226, D-8360 Deggen Dorf 1, Tel: (0991) 24866, Telex: 69780, Gen. Mgr.: Karl Lesser Jr.; Dist'n/Export/Import: Charlotte Vaughn. (Distributor/Importer/Exporter)
 E B G, see Europaische
 E C M Recs/Verlag GmbH (IFPI), Gleichmannstr. 10, D-8000 Munich 60 Tel: (089) 85-10-48, Cable: ECMUSIC, Telex: (05) 2-717, Co-Pres. Manfred Eicher, Karl Egger; Sales Mgr.: Thomas Stoewand. (Licensed to DGG)
 Labels: (Owned) ECM, JAPD, (licensed) WATT (USA)
 Int'l repts.: Andorra (Swing), Austria (Bellaphon), Belgium (Dureco), Brazil (WEA), Canada (WEA), Denmark (Metronome), Finland (Finnlevy), France (Phonogram), Greece (WEA), Hong Kong (PolyGram), Ireland (Tamsin), Israel (Hatahik), Italy (Guciar), Japan (Trio), Luxembourg (Dureco), Mexico (Lubata), Netherlands (Dureco), New Zealand (Phonogram), Norway (PolyGram), Portugal (Dargil), Singapore (PolyGram), South Africa (Polydor), Spain (Nuevos Medios), Sweden (Amigo), Switzerland (Phonog), UK (PolyGram), USA (Warner Bros.), Venezuela (Vet)
 E H A, see Voggenreiter
 E J M, see Erich Jung Musik
 E M I America, see EMI Electrola
 E M I Electrola GmbH (IFPI), Maarweg 149, D-5000 Cologne 41 Tel: (0221) 4-90 21, Cable: ELECTROLATDN, Telex: (08) 881290, Mng. Dir.: Wilfried Jung, Friedrich E. Wottawa; Sales Dir. Dr. Bernhard Krajewski
 Labels: (Owned) Angel, Capitol, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, Electrola, Emidisc, HMV, Harvest, Liberty, Odeon, Parlophone, Pathe Marconi, Prisma, Regal Zonophone, Sidewalk, Starline, Stateside, United Artists, Voce del Padrone, Voce de Son Maître, La Voz de Su Amo, Waverley, Welt Rekord; (licensed domestic) Musician's Rec. Co., Papagayo, Satellite; (licensed foreign) Apple (UK), Carophon (Egypt), Encore (UK), Favorit (Austria), Kabarett aus Wien (Austria), Lebendige Vergangenheit (Austria), Monitor (UK), Oz (Australia), Preiser (Austria), RAK (UK), Rolling Stones (UK), Seraphim (USA), Soutelphan (Egypt), Taisman (UK), Toshiba (Japan), Trianon (France), Voix du Liban (Lebanon), Voz de Dono (Portugal), World (UK)
 Int'l rep.: Worldwide (EMI)
 E N J A Recs (European New Jazz Musik GmbH), 209 Nymphenburgerstr. D-8000 Munich 19, Tel: (089) 16-17 77, 16-51 72 Telex: 522249, Pres. Horst Weber
 Labels: (Owned) Blues Beacon, ENJA (licensed to Bellaphon Int'l)
 Int'l repts.: Canada (Trend), France (Musica), Italy (IRD), Japan (Polydor), Netherlands (Agram), Portugal (Dargil), Spain (BDL), Sweden (Amigo), UK (Cadillac), USA (PolyGram Classics)
 E R P, see Kuckuck & Teldec Import Serv
 E S T, see Sieg-Ton
 Echo, see Des Alpes
 Eigelstein GmbH, Aquinostr. 7-11, D-5000 Cologne 1 Tel: (0221) 72-06-11 Dir.: Peter Schran, Gen. Mgr. Markus Linde; Sales Mgr.: Cord Gerken
 Labels: (Owned) Eigelstein, Riskant; (licensed domestic) Ata Tak/Warner, People's Recs, Psychotic Promotion, Tontraeger 58, Zick-Zack; (licensed foreign) Grammed Discs (Belgium), L'Orchestra (Italy)
 Int'l repts.: Austria (Extraplatte), Italy (L'Orchestra), Switzerland (Vox pop), UK (Recommended)
 Electrola, see EMI Electrola
 Elektra, see WEA
 Elias, see IDS
 Elster, see Tron
 Elwephon Recs., Nord-Str-Ring 11, D-7024 Filderstadt/Bernhausen 1 Tel: (0711) 70-27-49, Dir. Luciano Wurzburg; Gen. Mgr.: Jack Cunningham
 Embassy, see CBS
 Emidisc, see EMI Electrola
 Emscherland Musikverlag & Musikproduktion, Postfach 652, Skagerakstr. 35-35A, D4650 Gelsenkirchen Tel: (0209) 2-46-06, Chief Exec.: Gerd G. Fortak
 Labels: Emscherland, Emscherland Smog
 Emston, see Musicrod
 Epic, see CBS
 Erdenklang, see Teldec
 Erlkoening, see Hiltlpostein & Intercord
 Eros, see Polyband
 Erotica, see Polyband
 Erus Technik GmbH (IFPI), Frankfurterstr. 7-11, D-6236 Eschborn Tel: (06196) 493 1, Telex: (04) 15605, Gen. Mgr. Norbert Hopf, Sales Mgr. Georg Hofmann
 Labels: (Owned) Erus, (licensed foreign) Mobile Fidelity (USA)
 Esplanade GmbH (Ed.), Alsterdorferstr. 365, D 2000 Hamburg 60 Tel: (040) 51-82-11 Mgr. Mrs R. Liebe
 Labels: (Owned) Ada, Moeve
 Eulenspiegel Musikproduktion-Verlag Vertrieb (IFPI), Marktstr. 1, D 2000 Hamburg 6 Tel: (040) 43 71-44, Telex: 2164524 Chief Exec. Horst Tubbesing; Gen. Mgr. Christine Schwarz-Stemmler
 Int'l rep.: Austria (PolyGram)
 Euro-America Music Sty., Postfach 1525, Grafingerstr. 226, D 8360 Deggen Dorf 1, Tel: (0991) 30986, Telex: 69780, Int'l Mgr. Karl Lesser Jr., Gen. Mgr. Charlotte Vaughn-Lesser, Sales Mgr. Wolfgang Schneider (Distributor/Importer/Exporter)
 Eurocassetta GmbH & Co. (IFPI), Mehringdamm 32/34, D 1000 Berlin 61 Tel: (030) 251-0331 Telex (01) 83369, (Tape only)
 Label: Multicassette
 Eurodisc, see Ariola-Eurodisc
 Europa, see Miller
 Europaische Bildungsgemeinschaft Verlags GmbH (div. of Bertelsmann), Lindenspuerstr. 32, D-7000 Stuttgart 1 Tel: (0711) 6 58 31
 Labels: (Owned) EBG, Dpera
 Europhon Musikproduktion, Rothkreuzplatz 2a, D-8000 Munich 19 Tel: (089) 16-90-49 Pres. & Gen. Dir. Walter Kuhnert
 Eurosound, see Falcon
 Extra, see RCA
 F S M, see Fono
 Fairy Recs/Matuschka & Streibel, Kaisersr. 209, D-75 Karlsruhe 1, Tel: (071) 29015 Telex: 7826539 Hifa Chief Exec. Peter Streibel (Distributor/Importer)
 Falcon Schallplatten, Rosner & Co., Postfach 1423, Diststr. 64, D-2000 Nordderst 1 Tel: (040) 522-30-48 Telex (02) 174646
 Labels: (Owned) Eurosound, Falcon, Florett, Golden Sound, Hit
 Int'l repts.: Austria (Foto-Quelle), Denmark (Die Høglund), Netherlands (Foto-Quelle), Switzerland (Intertransit)
 Far Musikverlag, 18 Wittelsbacherstr., D-1000 Berlin, 13, Tel: (030) 80-10-81, Cable: INTRDMUSIC, Telex: 183008, Chief Exec.: Frank Farian, Peter & Thomas Messel; Publ'g Dir.: Karl-Heniz Klempnow
 Fass, see Phonogram
 Fidula-Verlag Johannes Holzmeister KG, Ahornweg 19/21, D-5407 Boppard-Buchanan, Tel: (06742) 24-88
 Labels: (Owned) Fidula Cassette, FidulaFon
 Int'l repts.: Austria (FidulaFon), Switzerland (Hortulus)
 Firebird, see Airlift
 First Class, see Fonoteam
 Flame, see Deutsche Austrophon
 Florett, see Falcon
 Flower-Recs, Schallplatten, Rheinweg 29, D-5300 Bonn, Tel: (02221) 23-49-55, Dwner & Gen. Mgr.: Horst Goetze
 Labels: (Owned) Flower-Recs
 Folk-Record, see Autogram
 Folk-Song, see Thorofon
 Folkvarely Recs., Postfach 110142, D-2800 Bremen, Tel: (0421) 7-49-10, Owner: Juergen Fuess
 Fono (Schallplattengesellschaft mbH) (IFPI), PD Box 2780, Friedrich-Eberstr. 110, D-4400 Muenster, Tel: (0251) 7-71-91, Telex: 892773, Pres. & Gen. Mgr.: Heinrich Brockhoff; Sales Mgr.: Christof Voll
 Labels: (Owned) FSM; (represented) Armida (Switzerland), Sound Prods. (Netherlands), Candide (USA), Fono (Switzerland), Jecklin (Switzerland), Mirror Music (Austria), Moss (USA), Turnabout (USA), Vox (USA)
 Int'l repts.: Austria (Preiser), Belgium (Schott Freres), France (Schott Freres), Netherlands (Sound Prods.), Switzerland (Jecklin), USA (Fonodisc)
 Fonetem Produktions & Vertriebsgesellschaft mbH, Iseplatz 8, D-2000 Hamburg 20, Tel: (040) 47-40-64, Gen. Mgr.: Klaus Laubrunn
 Labels: Acanta, Berolina, First Class, Heimat Melodie, Peg, Peggy, Piccolo
 Int'l repts.: Worldwide (Musiccontact) excluding Austria, Switzerland (both Bellaphon)
 Fontana, see Phonogram
 Franke & Co. KG (Verenigte Verlags-Gesellschaften), Karlsbader Ring 54, 8060 Dachau, Tel: (08131) 139-22, Mng. Dir.: Paul Franke, Christian Unnka
 Labels: (Owned) Giorphon, Hypnoaedia, Lingua Quich, Primaphon
 Funktionelle Musik GmbH, Leharstr. 28, D-8000 Munich 60, Tel: (089) 83-60-38, Gen. Mgr.: Leo E. Horiggan; Sales Mgr.: Michael Hartmann
 Funkturn Verlage Musikprod'n & Ed. Munich GmbH (IFPI), Postfach 0267, D-1000 Berlin 41, Tel: (030) 796-1769, (089) 564-803, Cable: FUNKTURNVERLAG, Gen. Mgrs.: Dr. Joe Seheant, Bert Häby
 Labels: Bifu, Funky, Munich
 Int'l repts.: Austria (Wien/MMS) Belgium (Grimbergen), Czechoslovakia (Prag), Netherlands (Theo J. Peuyen)
 Funky, see Funkturn
 Fusion, see Bellaphon Int'l
 G E M, see Hardt
 G M V (Gig Musikvertrieb) Schnabel GmbH, Kohlentwete 6, D-2000 Hamburg 50 Tel: (040) 851 1131 Telex: 213308 Dir.: Dieter Schnabel (Distributor/Importer-independent labels, deletions, overstocks)
 G R P, see Ariola-Eurodisc
 Gala, see Multibrand
 Gale Maximum Fidelity, see Audio Trade
 Gaigenberg-Studios, Forchenweg 21, D-7117 Bretzfeld-Schwabbach Tel: (07946) 434, Gen. Mgr. Ewald Schumacher
 Gammarock Musik GmbH, Dettingenstr. 66, D-8000 Munich 22 Tel: (089) 22 13-63 Telex (05) 29378, Co-Owners Gerhard Augustin, Patrick Gammon
 Get Up!, see Disc Int'l
 Gillette, see Sonic Arts
 Global Recs (IFPI), Naderingerstr. 21, D-8000 Munich 19, Tel: (089) 15-10-63, Cable: GLOBALMUSIC, Telex: (05) 215019, Pres.: Peter Krusten
 Label Mgr. Rudi Martin
 Int'l repts.: Canada (Athic), UK (CBS)
 Globeton, see Polyband
 Giorphon, see Franke
 Gold, see Agil
 Golden Soul, see Sonic Arts
 Golden Sound, see Falcon
 Golden State, see Sonic Arts
 Golden 12, see RCA
 Gorilla Musik-Produktion, Hallierstr. 72, D-2000 Hamburg 13, Tel: (40) 410 2161, Telex: 2173368, Gen. Mgrs. Achim Reichel, Frank Dostal
 Labels: (Owned) Ahorn, Vagabond
 Glueckliche Zukunft, see Intercord
 Grehphon, see Polyband
 Gruner + Jahr AG & Co., Bereich Tontraeger, PD Box 302040, Fontenay 11, D-2000 Hamburg, Tel: (040) 41-18-31 75, Telex: 2195229 Chief Exec. Woyo Euler, Admin. Mgr. Manfred Heydeweller, Sales Mgr. Manfred Sippl; Mktg. Mgr. Winich Dertien
 Labels: (Owned) Marifon, Maritim, R. siko, (licensed) Memory
 Int'l repts.: Austria (Maritim-Ariola, Marifon-EMI), Switzerland (Phonag)
 Gruppe & Lied, see Thorofon
 Gulp Recs & Tapes, Kriesstr. 41, D-6000 Frankfurt 1 Tel: (0611) 70 10 00 Mng. Dir. & Prod. Dir. Peter Strauss
 H H G Henning Handelsgesellschaft mbH, PO Box 1150, D-7263 Bad Liebenzell 1 Tel: (07243) 1 40 14 Telex: (07) 82864
 Branch: Ettingen bei Karlsruhe, Englerstr. 24
 H G B S, see MPS
 H & L (Hoeren & Lernen), see Schwann
 H M V, see EMI Electrola
 H T V, see Hansatische
 Hammer, see Spring
 Hannoton, see Studio-Ton
 Hansa Int'l, see Hansa Musik
 Hansa Musik Prod'n GmbH (IFPI), Wittelsbacherstr. 18, D 1000 Berlin 31 Tel: (030) 88-10-81, Cable: INTRDMUSIC, Telex: 183008, Dir.: Irmtrud, Peter & Thomas Messel, Gen. Mgr. Hans Eberhard Blume, Sales Mgr. Sylva Schuettrumpf (Licensed to Ariola-Eurodiscs)
 Labels: (Owned) Der Andere Song, Hansa, Hansa Int'l, Rocktopus
 Hansatische Tontraeger Vertriebs GmbH (HTV), Grosser Kamp, D-2000 Hamburg Barsbuettel Tel: (040) 670-1089, Telex: 2164047 Gen. Mgr. Reiner Hogrete
 Labels: Clear Sound, HTV, Melo Cord, TT, (represented) Pickwick (UK)
 Happy Recs Schallplatten GmbH (IFPI), Dederweg 26, D-6000 Frankfurt/Main, Tel: (0611) 59-03 19, Gen. Mgr. Johann Michel, Gen. Mgr. Adolf Wilms
 Hardt Cassetten GmbH, Muehlenweg 3a, D-6370 Dberusel Tel: (0612) 3 59-53, Gen. Mgr. Wolfgang Engelhardt
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Labels: (Owned) GEM, Hardt; (licensed) CMS.
 Harmonia Mundi Schallplatten GmbH & Co. Musik-produktion, Dischingerstr. 5, Heideburg
 Int'l regis.: Australia (Carima), Brazil (SDM), France (Harmonia Mundi), Italy (Font-Cetra), Japan (Teichiku), Spain (Odeon)
 Harvest, see EMI Electrola
 Heimatland, see Belaphon
 Heimat Melodie, see Fonoteam & RCA
 Heliodor, see DGG & Polydor
 Helm, see Heinz Ulm
 Henning, see Polyband
 Herkules-Recs., Suedring 11, D-3502 Velmar 1/Kassel. Tel (0561) 82-27 73. Owner: Regina Thers.
 Hexagone, see Antagon
 Hilltopstein (Tonstudio), NR 212, D-8551 Hilltopstein. Tel (09192) 73-26
 Telex 624282. Owners: Jonas Porst, Manfred Neuner
Labels: (Owned) Castle, Erikoeng (dist. by Intercord), Shark (dist. by Intercord), Up
 Hit, see Falcon
 Hitburger Musik GmbH, Geiselgasteig-Str. 80, D-8000 Munich 90 Tel (089) 64-03-57, 64-02-67 Mng. Dir.: Andrea Andergest.
 Hit Pick Music, Baerlach 21A, D-8191 Herrnhäuser/Obb. Tel (08179) 81 01 Prod'n Mgr.: Michael Freilinghaus; PR & Promo Sabine Jochums
 Hoeren & Lernen, see Schwann
 Hoerzu, Kaiser-Wilhelmstr. 6, D-2000 Hamburg 36 Tel (040) 347 2396/2831
 Hohner, see Airlift
 Juliana Hopp GmbH, Backnangerstr 74, D 7152 Grossaspach, Tel (07191) 2-02-05. Telex 7262116. Gen. Mgr. Peter Hopp (Record & Tape Wholesaler/Importer/Exporter)
 Hypnopædia, see Franke
 I.C. see Innovative Communication
 I D S (International Disc Serv.) (IFPI), PO Box 140105, Auf der Schanz 44, D-8500 Nuernberg 14; Tel. (09171) 6688. Telex (06) 23987 R. Hans Joachim Rabe; Gen. Mgr. Walter Ruff; Sales Mgr. Sigrid Lohr.
 Int'l branches: France (Trymicon), USA (Trymicon).
Labels: (Owned) Elias, IOS, Programm
 I D T Music GmbH, Faunstr. 49, D 4000 Dusseldorf Tel (0211) 68-45-55
 Chief Execs Dirk & Ingrid Tiller.
 I R S/Hjalmar Harms, PO Box 104501, D-2800 Bremen Tel (0421) 32-67 26. Mng. Dir. Hjalmar Harms. (Distributor/Importer/Exporter)
 Impression, see Deutsche Buch-Gemeinschaft
 Imprompu, see Da Camera
 Inmus (International Music Serv.), Elisabethstr 38, D-8000 Munich 40 Tel (089) 271-3781 Telex 529144. Chief Exec & Gen. Mgr. Hans Werkerka.
Label: (Owned) Abacca.
 Innovative Communication (IC) (IFPI), Kirchstr 6, D-3101 Winsen Tel (05143) 8003. Telex 925019. Owner: Klaus Schulze, Gen & Sales Mgr Klaus D. Mueller
Label: (Owned) IC.
 Int'l regis.: Austria (Amadeo), Japan (Disk Union), Netherlands (Simpel Fons), Norway (Union), Switzerland (Belaphon), UK (Making Waves), USA (Greenworld, JEM).
 Intercord Tongesellschaft mbH (IFPI), Ausermerstr. 26, D-7000 Stuttgart 75. Tel: (0711) 47-51-41. Telex: (07) 22814. Gen. Mgr.: Herbert R. Koltsch; Sales Mgr. Volker A.W. Bell
Labels: (Owned) Blow Up, Intercord, Saphir, Spiegeler, (licensed domestic) Aves/Avon, Gluckliche Zukunft, Toledo; (licensed foreign), BBC, Black Lion, Cherry Red, Cube, Electric, Freedom, Graduate, Gull, Human, Ice, Kingdom, KR, Mute, Nems, Secret, Sonet, Y'Recs. (all UK), Rag Baby (USA)
 Int'l regis.: Australia (Quality), Austria (Musica), Belgium (CNR), Canada (Bootgroup/Atic), Denmark (RCA-Hede Nielsen), Finland (Discophon), France (Edwards), Israel (Unatex), Italy (Panarecords), Japan (Teichiku), Luxembourg (CNR), Netherlands (CNR), Norway (Talent), Sweden (Electra), Switzerland (Phonag), USA (Brilly Import, JEM, Peters Int'l)
 International Music Serv., Hohe Bleichen 14-16, D-2000 Hamburg 36. Contact: Juergen Wolfer.
Label: (Represented) Gatemouth Rec'g (USA)
 International Musikproduktion, Hochhaus, D-6096 Raunheim, Tel (06142) 2-23-92, (06107) 4301. Cable: INTERMUSIC Mng. Dir. Wolfgang Heinrich; Adv. Press & PR Hedi Zoller
 Intersound Musikverlag-Musikproduktion Musikvertrieb GmbH & Co. KG (IFPI), Schiebinger Str. 10, D-8000 Munich 80. Tel (089) 48-81-51 Dirs., Gerhard & Rotheide Harholz.
Labels: (Owned) Blossom, Intersound, Pro Viva, Studio One; (licensed) Crea Sound (Canada)
 Isarton Beka Schallplatten, Königswieserstr. 16, D-8035 Gauting bei Munich. Tel: (089) 850-1098/4111/4008 Mng. Dir.: Alfons Bauer
 Non Musikproduktion-Verlag, Ludwigstr 11, D-8033 Krailling Tel. (089) 857-4499 Mng. Dir. Ingo Klingbell.
 J A P O, see ECM
 Jaceys Soul City Shop Rec., Budapeststr 44, D 2000 Hamburg 4, Tel (040) 439 7919. Telex 2164169. Dir. & Sec'y. John N. Powell. (Distributor/Importer)
 Jaguar Musikproduktion (IFPI), Schierbrockerstr 29, D-2875 Ganderkesee 3 Tel. (04221) 53497, 87622. Cable: JAGUARMUSIC Dir. H. Schweitzer. Gen. Mgr.: Rolf Tobis. Sales Mgr. H.J. Schweizer Jr., PR Mgr. Frank Barlett
 Int'l branches: Denmark, France
Labels: (Owned) Cine Art Int'l, Coup, Jaguar
 Int'l regis.: Benelux (Cero), Switzerland (Intercool)
 Jax Pax, see Jucy People
 Jazz at the Cotton Club, see WAM
 Jeton, see Audio Team
 Jeton Diglog, see Öeutsche Austrophon
 Jucy People, Anklamer Ring 18, D 2000 Hamburg 73 Tel (040) 647 62-80
 Owner: Jimmy Pratt
 Int'l branch: USA, JP Music
Label: (Owned) Jax Pax
 Juke Box, Sternstr. 53, D-8000 Munich 80 Tel (089) 48-79-30, 48-77-95 Dir., Harry Fox.
Labels: (Owned) Juke Box, Sex
 Junghe Gemeinde (Verlag), PO Box 979, Fangelsbachstr 11, D-7000 Stuttgart 1. Tel. (0711) 64-30-15. Gen. Mgr.: Siegfried Krumrey
Labels: (Owned) Credo.
 Int'l regis.: Austria (Buchhandlung der Methodisten Kirche), Switzerland (Evangelische Verlags-Auslieferungen).
 Erich Jung Musik (IFPI), Ledderhoserweg 19, D-6550 Bad Kreuznach Tel (0671) 6-90-07. Chm. & Pres. Erich Jung, Gen & Sales Mgr. W. Kullmann.
Labels: Divina, EJM, Mirata
 Jupi, see Jupiter

Jupinchen, see Jupiter
 Jupiter Recs. GmbH & Co. KG, Hoehelstr 2, D 8000 Munich 80. Tel (089) 98-49-26. Telex 522946 Owner & Pres. Ralph Segel, Mng. Dir. Werner Schuefer; Bus. Affairs Mgr. Red Herrschmann, Int'l Mgr. Victor Anoppas.
Labels: (Owned) Jupi, Jupinchen, Jupiter; (licensed) Prelude (USA)
 Int'l regis.: Austria (Musica), Belgium (RCA), Brazil (Fermata), Denmark (AEG-Telefunken), Ecuador (Fermata), Finland (Discophon), Greece (PolyGram), Italy (Cinevox), Japan (Victor), Luxembourg (AEG-Telefunken), Mexico (Musart), Netherlands (RCA), Norway (Talent), Peru (Sica Peruana), Philippines (Victor), Portugal (Edison), Spain (Columbia), Sweden (Electra), Yugoslavia (RTV)
 Klet Int'l GmbH, Schlitzstr. 6-8, D-6000 Frankfurt/Main. Tel: (0611) 41 01-91 Telex (04) 17292. Gen. Mgr. Jens R. Boldt; Sales Mgr. Frank Pletzsch.
 Kacha, see Lesser
 Kaleidoskop, see Star
 Kanon, see MusContact
 Karma Musikproduktion GmbH, Hofbrunnstr 11b, D 8000 Munich 71 Tel (089) 79-90-41. Telex. (05) 28403 Pres. Helmar Kunte; Promo. Head Karin Wirthmann
Labels: (Owned) Disco-Train, Karma
 Int'l regis.: Austria, Benelux, Germany, Switzerland, Scandinavia (Polydor).
 Karussell, see DGG & Polydor
 Fred Kersten Schallplatten-Produktion, Rambachstr 3, D-6750 Kaiserslautern 31 Tel (0631) 5-56-24 Owner Fred Kersten
Labels: (Owned) Kersten.
 Kingsound, see Kingtone.
 Kingtone GmbH, Esmarschtr 27, D-8000 Munich 50 Mng. Dir. Erwin Koening.
Labels: (Owned) Kingsound, Kingtone, Starsound
 Koski, see Schulte
 Kitty, see Schulte + Gerth
 Kopf, see Roof-Music
 Kosmische Kurier, see Venus
 D Kretz (Automaten Serv.), Solienstr 179, D-7500 Karlsruhe 1 Tel (0721) 55-56-60, 59-07-20. Pres. Diethelm Kretz, Sales Mgr. Gertrud Drost (Distributor/Importer)
 Kuckuck Schallplatten, Habsburgerplatz 2/2, D-8000 Munich 40 Tel (089) 33-20-78. Cable: RAHNPRODUCTIONS Telex (05) 215497 Owner Echart Rahn (Licensed to Teldec)
Labels: ERP, Kuckuck
 L & P (Leuenhagen & Paris), Lister Melle 39, D 3000 Hannover Tel: (0511) 31 30 55
 L + R Recs. GmbH, Kohlseeweg 4, D-6072 Dreieich Tel (06103) 62081 Telex: 4185229. Chief Exec.: Horst Lippmann, Gen. Mgr. Heinz Hartmann. (Licensed to Bellaphon)
 Int'l regis.: France (SFPP), Italy (IRD), Norway (PolyGram), Spain (Edigsa)
 L S, see Suede
 Laguna, see Heinz Brinker
 Lateern Produktion Wort & Music & Bild, PO Box 660226, D 2000 Hamburg 5 Tel. (040) 6-07-064 Owner Hannes Flesner
 Larry's Rec. Syndicate, Industriedstr. 10/1, D-7151 Auenwald 1 Tel (07191) 54710. Telex: (07) 245948. (Importer/Exporter)
 Lava, see Bellaphon Int'l
 Lesser Int'l, Postfach 1525, Grafingerstr. 226, D-8360 Deggendorf Tel (0991) 30866, Telex: 69780.
Int'l branch: USA
Labels: (Owned) Balchwork, Conquest, Kacha, Limo, (represented) Earth Int'l (USA)
Int'l regis.: South America (Musidisc)
 Leuenhagen & Paris, see L&P
 Liberty, see EMI Electrola
 Lilliput, see Des Alpes
 Limelight Recs., Quellenbrunnen 15, S-6601 Stitterswald (Distributor)
 Limo, see Lesser
 Line Recs GmbH, Papenhuderstr 16, D-2000 Hamburg 76 Tel (040) 229 6098. Pres., Uwe Tesson. Gen. Mgr.: Peter Bruehning (Licensed to Teldec)
Labels: (Owned) Line; (licensed foreign) Bomp (USA).
 Lingua Quick, see Franke
 Lolipop Musik, Juergen S. Korduletsch KG, Landwehrstr 85, D-2000 Munich 2 Tel (089) 53-93-03. Telex 529172 Pres. Juergen S. Korduletsch, Gen. Mgr. Wolfgang Dorsch
Labels: (Licensed) Ace, Legrand, Vee Jay (all USA)
 Int'l regis.: Africa (Polydor), Australia (RCA), Canada (Polydor/RIO), Central & South America (Polydor), France (Carrere, Polydor), Hong Kong (Pacific), Italy (WEA), Philippines (OctoArts), UK (Ensign), USA (Casablanca, Chrysalis, Chalel, Handshake, Mirage)
 Lord, see Schulte + Gerth
 Lost & Found, see Disc Int'l
 Lotus, see Rockport
 m recs., Appenweierstr. D-7602 Oberkirch Tel (07802) 2805, 3819 Telex. 752613 Owners & Mgrs. Werner Kimmig, Wilfried Richartz (Licensed to CBS)
 M G M, see OGG
 M O T Musikproduktion, Postfach 100202, Am Gutleuthofweg 26a, D 6900 Heidelberg 1 Tel (06221) 80-38 00, 80 10-10. Mng. Dir.: Rudiger Eck
Labels: (Owned) CRP, MOT
 M P N, see Hans-Juergen Schupper
 M P S Recs. GmbH (IFPI), PO Box 1750, Richthofenstr 3, D-7730 Villingen Tel (07721) 5 20 07 Telex 792548 Gen. Mgr.: Hans Georg Brunner-Schwer, Financial Dir. & Sec'y: Hans Wollschlaeger (Licensed to Metro-nome)
Label: (Owned) HGBS, MPS.
 Int'l regis.: Australia (Carima), Austria (PolyGram), Brazil (Som), France (Harmonia Mundi), Japan (Teichiku), New Zealand (Viking), Norway (Mill), Portugal (Dargil), Spain (Compania Fonografica Espanola), Sweden (Mill), Switzerland (PolyGram), UK (Harmonia Mundi), USA (PAUSA).
 M W M Recs. Munich, Ungerstr 43, D 8000 Munich 40 Tel (089) 36-150-53. Dir.: Michael Wike.
 Int'l regis.: Sweden (EMI), UK (Roy Belcher-Big Bands)
 Maerchenland, see OPP & Polyband
 Maestro, see CBS
 Magna Tontraeger Produktions GmbH (IFPI), Juliusstr 10 11, D-1000 Berlin 44 Tel (030) 68-440-28 Telex (01) 83845. Dirs. Juergen Freidank, Karl Moessnang (Tape only)
Labels: (Owned) Magna, Music Mobile, Sandmannchen, (licensed) International Artist (UK)
 Main, see Oes Alpes
 Mandolino, see Öeutsche Austrophon

Manuela Sound Musik, Alleestr 47, D-4100 Duisburg. Tel (0203) 56-06-86 Telex 98257 Mng. Dir. Heinrich Schaechter
 Manzana-Cantabria Music (IFPI), Gudrunstr 65, D 2000 Hamburg 56. Tel (040) 81-83-88 Telex (02) 173114 Pres.: Christian Lohse. Gen. Mgr. Regina Heinrich.
Labels: (Owned) Canatabria, Manzana
 Helmut Marcuse (Schallplatten Import), Thomasstr 8, D-6000 Frankfurt/Main 1 Tel: (0611) 43-97-94, 44-10-22 Telex: (04) 189306. Chief Exec. Helmut Marcuse (Importer)
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 Marlon, see Gruener + Jahr
 Marino Recs., Limbeckstr 128, D 4630 Bochum 7 Tel (0234) 23-17-60 Owner Heinz Meiser
 Maritim, see Gruener + Jahr
 Masterworks, see CBS
 Medafon (IFPI), Hermann-Loewweg 57, D-5650 Solingen 11 Tel (02122) 7-97-31 Gen. Mgr. Hans G. Thelen
Label: (Owned) Medafon
 Melo Cord, see Hanseatische
 Melosmusik, see Teldec Import Serv
 Membran GmbH (Musik Vertrieb)/J Jacobsen Waren Kontor GmbH, Weidestr 120, D 2000 Hamburg 76 Tel (040) 220-12-56 Telex 2161368. Pres. Juergen Jacobsen, Gen. Mgr. Claus Holger Lehfeldt; Sales Mgr. Rainer Scheer
 Memory, see Gruener + Jahr
 Mercury, see Phonogram
 Meteor, see Deutsche Buch Gemeinschaft
 Metronome Musik GmbH (IFPI), Ueberseering 21, D 2000 Hamburg 60. Tel: (040) 63-80-31 Telex (02) 174735, Mng. Dir.: Hemo Wirth, Sales Mgr.: Heiner Wieland, A&R Mktg. Oetlex Kroemker
Labels: (Owned) Brain, Global, Metronome, Nature, Reflektor; (licensed foreign) Amadeo (Austria), Aura (UK), Barclay (France), CNR (Netherlands), C11 (USA), Can't Stop (USA), Carosello (France), Chiswick (UK), DJM (UK), De-Lite (USA), Disney (France, USA), Ensign (UK), Fiction (UK), Kudu (USA), Logo (UK), Passport (UK), Recordi (Italy), Rweria (France), Runaway (UK), Safari, Transatlantic (UK), Vanguard (USA), (licensed domestic) MPS
 Int'l regis.: Australia (Carima), Austria (Amadeo), Belgium (Barclay), Brazil (Som), Canada (PJ Imports), Central America (Ricardo Boet), Denmark (Metronome), Finland (Finnley), France (Phonogram), Israel (Litratone), Japan (Teichiku), Malaysia (Phonogram), Netherlands (Aniela), Norway (Polydor), Portugal (Phonogram), Singapore (Phonogram), South Africa (Gallo), Spain (Hispanova, Columbia), Sweden (Metronome), Switzerland (PolyGram), UK (EMI, Logo), USA (German News, JEM, Peters Int'l)
 Michael & Co. Tontraeger Vertrieb GmbH, Spaldingstr. 1, D-2000 Hamburg 1 Tel (02102) 45031. Telex 8585241. Mng. Dir.: Peter Bertram. (Distributor)
 Branches: D-2000 Hamburg 1, Wendenstr 29. Tel (040) 280-3435 Telex (02) 162916-D-8000 Munich 45, Ingolstaedterstr 63 Tel (089) 31-61-70. Telex (05) 215910
 Mucula Recs., Goethestr. 11, D-8023 Pullach Tel (089) 793-0260. Gen & Sales Mgr. Hans Schmidbauer.
 Midi, see WEA
 Miller Int'l Schallplatten GmbH (IFPI), Justus von Liebig-Ring 2,4, D-2085 Quickborn Tel (04106) 50-01. Cable: MILIN Telex (021) 12386. Gen. Mgr.: Harald A. Kirsten.
Labels: (Owned) Europa, Plus, Signal.
 Int'l regis.: Australia (Astor), Brazil (Fermata), Central America (Estab Estemac), Denmark (Irish Lydband), France (Unatex), Netherlands (MCR), New Zealand (Europa), Philippines (OctoArts), Portugal (Vadeca), Switzerland (Exclusa), USA (Sine Qua Non), Venezuela (Fermata).
 Mwata, see Erich Jung
 Mixtur-Schallplatten GmbH, Rosenheimerstr 35, D-1000 Berlin 30. Tel (030) 21-12050. Gen. Mgr. Manfred Ganady
 Int'l regis.: Italy (Bongiovanni), Netherlands (Vista).
 Moers Music (IFPI), PO Box 1612, D-4130 Moers 1 Tel: (02841) 7741 Telex. 8121216. Pres. Burkhard Hennen, Gen. & Sales Mgr. Axel Markens.
Label: (Owned) Moers
 Int'l regis.: Belgium (Flying Disc), France (DAM), Greece (Soundwave), Israel (Hatakati), Netherlands (Flying Disc), Norway (Aussona), Sweden (Forsyte), Switzerland (Pick), USA (Rick Ballard, New Music Dist'n).
 Moewe, see Esplanade
 Monogram, see Autogram
 Mountain Music, see Roland
 Multibrand oHG Volker Ahrens & Co (IFPI), August Mogler Str 23, D-7100 Heilbronn/Neckar Tel (07131) 4-10-68. Telex: 728366. Mng. Dir.: Volker Ahrens
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 Munch, see Funkturm.
 musca viva Schallplatten, Sprietlerweg 25, D-2110 Buchholz. Tel: (04181) 3-34-53. Gen. Mgr.: Diemar Wil.
 Int'l repps: Austria (musica viva), Belgium (Schott Freres), France (Schott Freres), Italy (Musik-Import), Netherlands (Vista), Switzerland (Disc-Import).
 Music Distributor GmbH, Wendenstr 25, D-2000 Hamburg 1 Tel (040) 24-25-96. Gen. Mgr. Dieter Moench; Sales Mgr.: Achim Groelcaes. Prod. & Mktg. Mgr.: Matthias Doering (Distributor)
 Music Factory GmbH, PO Box 3640, Weingarten, D-6500 Mainz Tel (06131) 10-741. Pres. Dr. Peter Hanser-Strecker; Gen Mgr Juergen M. Luczak
 Label: (Owned) Songbird
 Musician's Rec Co, see EMI Electrola
 Music Mobile, see Magna
 MusicContact GmbH, Ditschingerstr. 5, D-6900 Heidelberg. Tel (06221) 7-30-44. Telex 461832. Gen. Mgr. Hanno Pfisterer. (Distributor/Wholesaler/Exporter/Importer).
 Labels: (Licensed) Acanta, Kanon; (exported) Aristocrate, Audite, Bellaphon Klassik, Brain, Colosseum, Da Camera, Deutsche Harmonia Mundi, Innovative Communication, L+R, Laudate, MPS, Pape Verlag Berlin, RCA Germany, Sky, Telefunken, Thorofon, Wergo.
 Musica Musikprod'n & Verlag GmbH & Co., Moorweg 12, Gandersee 1. Tel (04222) 18-16. Telex: 025655. Gen. Mgr.: Jacky Barkow
 Labels: Emston, Musicoed.
 N P R, see Dieter Book.
 Nagara, see Bellaphon Int'l.
 Nature, see Metronome.
 Neue Welt, see Bellaphon Int'l.
 New Ways, see Bellaphon Int'l.
 Niederdeutsche Stimmen, see Schuster.
 Noa-Musikproduktion, PO Box 2550, Schulstr. 5, D-4830 Gutersloh 1 Tel: (05241) 2-06-06, 2-06-26. Mng. Dir.: Nobby Morke; Prod'n Mgr.: Chris Fischer
 Nonesuch, see WEA.
 Normal, Sperberweg 7, D-5204 Lohmar 1. Tel (02246) 2578. Gen. Mgr. Edward Ruchmann; Sales Mgr.: Christina Funkehaus.
 Labels: (Owned) Normal; (licensed foreign) Wool (UK).
 Nostalga, see Sonic Arts.
 Nova, see Teldec.
 Novus, see Ariola-Eurodisc.
 D P P Schallplatten GmbH, Bonnerstr. 311/313, D-5000 Cologne-Bayenthal. Tel: (0221) 38-54-28 Telex. 08-882628. Mng. Dir. Ellen Jurgens.
 Labels: (Owned) Cady, Opp;
 Datus Recs., Arabellastr. 5/139, D-8000 Munich 81. Tel (89) 92-32-30-00. Telex (05) 22393. A&R: George Naschke.
 Ddeon, see EMI Electrola.
 Dffers, see Rockport.
 Dhr, see Venus.
 Ohr Today, see Venus.
 Dhrwun Recs., Schlossgasse 12, D-8750 Aschaffenburg.
 Opera, see Europaesische.
 Orchestrola, see Deutsche Austrophon
 Oversea, see Deutsche Diversee.
 P A Schallplatten, PO Box 1242, Hafendamm 46, D-2390 Flensburg. Tel: (0461) 2-71-90. Pres.: Jens Dieter Badura.
 Labels: (Owned) PA, PA Int'l, Pyramid, Werba-Ton
 Pallas GmbH (Schallplattenfabrik), Auf dem Esch 8, D-2840 Diepholz Tel: (05441) 22-93, 28-12. Telex: (09) 41221. Gen. Mgrs.: Rolf Neumann, Hans Desreucher Sr.
 Palm Recs. (IFPI), Postfach 1120, D-6689 Merchweiler Tel (06825) 5021-5029. Telex: (04) 44826. Mng. Dir.: Hans Schmid; Gen. Mgr.: Eddy Bachinger. (Licensed to Deutsche Austrophon)
 Labels: (Owned) Altaxon, Palm
 Panda Music Produktions GmbH, Schmidts Breite 15, D-2102 Hamburg 93. Tel: (040) 75-12-29. Mgr. Reinhard Zaum. (Licensed to Bellaphon Int'l)
 Pandora, see Delta.
 Papagayo, see EMI Electrola.
 Pape Verlag Berlin, Prinz-Handjerystr. Handjerystr. 26a, D-1000 Berlin 37. Tel: (030) 812-1754. Gen. Mgr.: Dr. Uwe Pape.
 Label: (Owned) Pape Verlag Berlin.
 Int'l repps: Austria (musica viva), Denmark (Finn Video Society), Finland (Fuga), Netherlands (Vista), Switzerland (Disc-Import), USA (German News).
 Parlophone, see EMI Electrola.
 Pastels, see Canto.
 Pathe Marconi, see EMI Electrola.
 Pat Palmos, see Schwann.
 Paz, see Fonoteam.
 Peggy, see Rudolf Bohnen & Fonoteam
 People's Recs., see Eigelstein
 Pergola, see Phonogram.
 Pflifikus, see Bellaphon.
 Philips, see Phonogram.
 Phonogram GmbH (IFPI), Roedingsmarkt 14, D-2000 Hamburg 11 Tel: (040) 36-09-1. Cable PHONOGRAM. Telex: (02) 15024. Mng. Dir.: Roland Kommerell; Sales Mgr.: Horst Dengler; Pop Int'l Div. Mgr.: Louis Spillmann; Classical Div. Mgr.: Dr. Wilfried Daencke; Mdsgr. & Exploitation Div. Mgr. Helmut Schalek; Finance & Admin. Div. Mgr.: Christoph Schmidt.
 Branches: D-5000 Cologne 1, Hansring 69-73. Tel: (0221) 13-50-13-D-2000 Hamburg 1, Wendenstr. 29. Tel: (040) 280-13-61-D-8000 Munich 46, Ingolstaedterstr. 55. Tel: (089) 35-23-95.
 Import Serv.: D-3012 Langenhagen 1, In den Kolkweien 44-48. Tel: (0511) 73-06-82.
 Labels: (Owned) Fass, Fontana, Mercury, Pergola, Philips, Polystar, Power Exchange, Star-Club, Vertigo, (licensed domestic) Deutsches Rotes Kreuz, (licensed foreign) Charisma (UK), Chrysalis (UK), De-Lite (USA), Ensign (UK), Lmelight, Lone Star (USA), Manhattan, Mountain Recs. (UK), Orpheus, Rocket (UK), Smash, Stable, Theatre Projects (Netherlands), 20th Century Fox (USA), Uno/World Festival (USA).
 Int'l repps.: Argentina (Phonogram), Australia (Phonogram), Austria (Phonogram), Belgium (Phonogram), Bolivia (Discolandia), Brazil (Companhia Brasileira de Discos-Phonogram), Canada (Polydor), Chile (Philips), Colombia (Philips), Denmark (Phonogram), Ecuador (Fedisos), Ethiopia (Philips), Finland (Finnley), France (Phonogram), Ghana (Phonogram), Greece (Phonogram), Guatemala (Dideca), Hong Kong (Polydor), Iceland (Thorleifsson), India (Polydor), Ireland (Polydor), Israel (Litratone), Italy (Phonogram), Japan (Nippon Phonogram), Kenya (Phonogram), Lebanon (Philips), Mexico (Polydor), Morocco (Siemens), Netherlands (Phonogram), Nigeria (Phonogram), Norway (Phonogram), Paraguay (Philips), Peru (El Virrey), Portugal (Phonogram), Singapore (Phonogram), South Africa (Trutone), Spain (Fonogram), Sweden (Phonogram), Switzerland (Phonogram), Taiwan (Philips), Turkey (Gruppen Ticaret), UK (Phonogram), USA (Phonogram), Uruguay (EDISA), Venezuela (Polydor), West Indies (West Indies Rec.), Zaire (Phonogram)
 Phon & Ton Schallplatten KG (IFPI), Scherbaumstr 27, D-8000 Munich 83 Tel (089) 670-6330. Gen. Mgr.: Konrad Wolf; Sales Mgr.: Irmgard Nuding; Promo. Mgr.: Bernd Schroeder
 Labels: (Owned) Connyland, Phon & Ton.
 Piccolo, see Fonoteam.
 Pick Up, see Bellaphon.
 Pita Music GmbH, Postfach 1130, Bahnhofstr., D-7035 Waldenbuch Tel: (0715) 4011 Telex: 723286. Gen. Mgr.: Volker Rittinghaus.
 Labels: (Licensed) Greentree, NewPax, Marantha', Paragon (all USA)
 Pilot, see Spring.
 Pilz, see Venus.
 Pinball Recs GmbH, Nthacksstr. 5, D 1000 Berlin 10 Tel (030) 342-2219. Mng Dir.: Joachim Hedder
 Plaene GmbH (IFPI), Braunschweigerstr 20, D-4600 Dortmund 1. Tel (0231) 81-89-25. Telex. (08) 22292. Gen. Mgr. Wolfgang Frickenhaus. Sales Mgr.: Joachim Winderlich; PR. Ralf Flechner.
 Labels: (Owned) Plaene, (licensed foreign) Dicap (Chile).
 Int'l repps: Austria (Buch), Belgium (Parisfal), Denmark (Alpha), East Germany (VEB), Netherlands (Sound Prods.), Switzerland (Melodie)
 PlaySound, see Polyband
 Plus, see Miller.
 Polux, see Star
 Poly, see DGG.
 Polyband Gesellschaft fuer Tontraeger Gml 'l & Co. KG (IFPI), Lindwurmstr. 95, 8000 Munich 2. Tel: (089) 53-08-81. Telex: (05) 22636.
 Labels: Busch-Phonothek, Canon, Concord, Eros, Erotica, Globeton, Grekphon, Henning, Maerchenland, PlaySound, Polyband, Topsound, Yuhphon.
 Polydor Int'l GmbH (a PolyGram Co.) (IFPI), PO Box 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 44-18-11. Telex: 02-12434. Pres.: Tim Harrold; VP Popular Udo von Stein, Classical A&R Dir. (Deutsche Grammophon) Prof. Dr. Hans Hirsch, Classical A&R Dir. (Arch. Prod.): Prof. Dr. Andreas Holschneider; Classical Prod. Mgmt.: Pali Meller Marcovcz.
 Labels: (Owned) Archiv Produktion, DG (Deutsche Grammophon), Heliodor, Karussell, Polydor, Verve; (licensed domestic) ECM, Hansa; (licensed foreign) Dreamland (USA), EG (UK), Hispavox (Spain), Polar (Sweden), Phil Spector Int'l (USA), RSO (UK).
 PolyGram GmbH (IFPI), PO Box 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 44-18-1-0. Cable: POLYGRAM. Telex: (02) 12434. Telefax (040) 44-18-1-587. Pres. Dr. Wolfgang Hix, Exec. VP's Jan D. Timmer, Dr. Hermann Franz, Dankert Punt; VPs: Dr. Eckhart Haas, Dr. Werner Vogelsang, Heinz T. Voigt; PR Dir. Herbert Winter.
 Note: PolyGram is a multi-media enterprise that creates, records, manufactures, markets and distributes music on records & tapes. Its activities include music publishing, motion picture and television films, home video and instructional programs, and direct marketing and trading.
 PolyGram Direct Mktg. & Trading (div. of PolyGram GmbH), Harvestehuder Weg 1-4, PO Box 132266, D-2000 Hamburg. Pres.: G.H. Baenge. Tel: (040) 44-18-16-44. Telex: (02) 212434. (Distributor/Mail Order)
 PolyGram Rec. Opns. Int'l (IFPI), PO Box 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 44-18-1-1. Cable: POLYGRAM. Telex: 02-12434. Pres. Dr. Werner Vogelsang; Deputy Pres.: Richard Busch, Exec. VP: Henk Th. Hoksbergen; Sr. VP: Walter Sten-Schomburg; VPs: Anton van den Brink, Joop W. Bunnik, Peter K. Burkowitz, Kuno von Einem, Horst G. Ewert, Jan C. van Houten.
 Note: PolyGram Rec. Opns. (PRD) directs the PolyGram Group's recorded music activities. Within PRD Int'l, pop & classical product is created, developed and promoted by Phonogram Int'l, Polydor Int'l, and the Decca Rec. Co. Ltd.
 PolyGram Rec. Serv. GmbH, Postfach 1409, D-3000 Hanover 1; Kluerside 26, D-3012 Langenhagen. Tel (049511) 7-30-61 Telex. 924077. Dir.: K. Tuch.
 Polystar, see Phonogram
 Portobello, see Tron
 Portrait, see CBS.
 Power Exchange, see Phonogram.
 Powerplay Music Recs. GmbH (IFPI), Dietrichsweiler 3, D-7093 Jagstzell. Tel (07967) 568, 349. Telex 74553. Mng. Dir.: Stefan Schick; A&R Mgr. Ingo Rietisch; Sales Mgr.: Harold Messner.
 Labels: (Owned) Powerplay, Surfrock.
 Primmophon, see Franke.
 Prisma, see EMI Electrola.
 Profi, (Walter Fitz & Fred Bertelmann KG), Eichenstr 17, D-8033 Krailling. Tel: (089) 857-1454.
 Labels: (Owned) Profi, Zwoelfer
 Profile, see Teldec.
 Programm, see IDS.
 Prominent, see Teldec.
 Pro Musica Musik & Kunstversand GmbH, Am Sandbach 32, D-4030 Ratingen Tel: (02102) 47-00-79 Telex: (08) 585328. Chief Exec., G. Wengler. (Direct Marketer)
 Pro Viva, see Intersound.
 Psychic Promotion, see Eigelstein.
 Pyramid, see PA.
 R C A Schallplatten GmbH (IFPI), PO Box 7613, Dsterstr 116, D-2000 Hamburg 19. Tel: (040) 49-02-1. Telex: (02) 14193. Mng. Dir.: Hans-Georg Baum, Finance & Admin. Mgr.: Helmut Hecht; A&R Mgr.: Manfred Helms; Int'l Mktg. Mgr. Eckhart Gundel; PR Mgr.: Gero Puchstein; Sales Mgr.: Ernst-W. Teske; Adv. Mgr. Harry Sombrowski; Promo. Mgr.: George Gibb; Int'l Pop Prod. Mgr.: Jimi Boyks.
 Home office: USA.
 Labels: (Owned) Extra, Special; (licensed domestic) Golden 12, Heimat Melodie, Seon, Ulstein Musik; (licensed foreign) Camden, Celebrity, Cheapskate, Culture Classeque, Culture Lyrique, Gold Seal, Grant, International, Italiana, Millennium, Neen, New York Int'l, Red Seal, Salsoul, Scratch, Solar, Special, Toscanini Edition, 20th Century, Victor, Victrola, Windsong, Wooden Nickel, Zilch (all USA); Erato (France), Numero Uno (Italy).
 R C D Show-Music Prod'n GmbH, Hubertusstr. 76, D-8035 Gauting. Tel: (089) 850-2790. Owner: Werner Berthold van der Bourgh.
 Racket Recs., see Deutsche Austrophon.
 Radio Music Recs., Brezgenstr. 13a, D-1000 Berlin 15. Tel (030) 881-4280. Mng. Dir.: Paul Woltschach.
 Labels: (Owned) Coda, Radio Music (RMC).
 Rainbow Recs. GmbH, Pettehweistr. 4-8, D-6000 Frankfurt/Main. Tel: (0611) 43-01-75. Telex. 413037. Gen. Mgr.: Datty Ruth; Sales to Gen. Mgr.: Helge Post; Sales Mgr.: Klaus Mewes. (Distributor/Importer of UK labels).
 Ranger Recs., Maurtussteeinweg 5, D-5000 Cologne 1. Tel: (0221) 24-25-49 Chief Exec. Margaretha Braeutigam; Gen Mgr. Willy Braeutigam; Sales Mgr.: Cornelia Weingarten.
 Raphaele Recs., PO Box 107, Liebigstr 14, D-8230 Bad Reichenhall. Tel (08651) 32-19. Pres.: Dr. Gustav Zagler. Gen. Mgr. Guenther Zagler
 Sales Mgr.: Peter Snek
 Labels: (Owned) Raphaele, Zagler
 Rare Bid, see Bellaphon Int'l
 Reflektor, see Metronome.
 Regal Zonophone, see EMI Electrola
 Regina, see Otto Wergo
 Repertoire, see Sonic Arts
 Repertoire Recs. & Tapes GmbH, Harvestehuder Weg 21, D 2000 Hamburg 13 Tel: (040) 44-60-21/24. Cable SLEZAKMUSIC. Telex 213425 Dawn
 ers. Kelly Kumberger, Rudi Slezak
 Int'l repps: Austria (Musica), Belgium (Parsley), Canada (Avenue Road), Denmark (AEG-Telefunken), Finland (Discophon), Netherlands (Bertus), Norway (Studio B), Sweden (WEA Metronome), Switzerland (Ariola), USA (JEM)
 Reprise, see WEA
 Richter GmbH (IFPI), Am Sandbach 32, D-4030 Ratingen Tel (0203) 70 00 34/42-36. Telex (08) 585241
 Rimpo Tonträger GmbH & Co. KG, Prinz-Regentstr 50-60, D-4630 Bochum 1. Tel: (0234) 7 20 53. Telex 0825756. Gen. Mgr.: Herbert Ludwig, Sales Mgrs. Bernd S. Kowalzik, Volker Quante (Wholesaler/Importer/Exporter/Distributor)
 Ring Recs., PO Box 1612, D-413 Moers 1
 Label: (Represented) Mutevic Sound (USA)
 Risiko, see Gruener + Jahr.
 Riskant, see Eigelstein.
 Rocamar Music, Gardeschuetzenweg 61/63, D-1000 Berlin 45 Tel (030) 834-5161 Chief Exec. Eckhard Meier-Hardy.
 Labels: (Owned) Rocamar, (licensed domestic) City.
 Rockport Recs. GmbH, Kurfuerstenstr. 23, D-6050 Offenbach/Main Tel (0611) 86-89-36. Telex: 414896. Gen. Mgr.: Bernd Gruber, Sales Mgr. Michael Humberg; A&R. Ruediger Eggert
 Labels: (Owned) Blubber Lips, Lotus, Offers, Rockport
 Int'l rep.: Switzerland (Pick).
 Rocktopus, see Hansa.
 Rock-Trend, see Wolfgang Becken
 Roland Recs (IFPI), Furtwaenglerstr 27, D-6900 Heidelberg Tel: (06221) 47 27-11. Pres.: Roland Stenel. Gen. Mgr. Joe Mountain, Sales Mgr. Roman Saylor.
 Labels: (Owned) Mountain Music, Roland.
 Roof-Music Schallplatten & Verlags GrbH (IFPI), Prinz-Regentstr 50 60, D 4630 Bochum Tel (0234) 77 36 50 Telex (08) 25756 Dir. Horst Krause; Gen. Mgr.: Juergen Tnebel, Sales Mgr. Bernd Kowalzik.
 Labels: (Owned) Kopf, Rool; (licensed) Potato (USA)
 Rotaria, see Simon
 Royal Splendid, see Deutsche Tanzmusik.
 Ruessl Raedkords, see Star.
 S A C P C M Digital, see Sonic Arts.
 S D G, see Cantate.
 S + G, see Schulte + Gerth.
 S P & S Recs. (Deutschland) GmbH, Sultbertusstr 137, D-4000 Duesseldorf 1. Tel: (0211) 31-40-95. Telex: 8588355. Mng. Dir.: Tony Harris (Distributor/Importer-Deletions/Overstocks)
 Sandmaennchen, see Magna
 Saphir, see Intercord.
 Sastruphon, see Da Camera.
 Sateilt, see EMI Electrola.
 Satyr, see Delta.
 Savoy, see Ariola-Eurodisc.
 Schallter, see Ariola-Eurodisc.
 Hans-Juergen Schipper Musik-Produktion, PO Box 1161, Fritz Reuter Str 52, D-2940 Wilhelmshaven Tel. (04421) 6-08-82 Mng. Dir.: Hans Juergen Schipper.
 Labels: (Owned) MPN.
 Schliesseloch, see Bellaphon
 Schott Wergo, see Wergo
 Schulte + Gerth (Verlag), Emmelusstr 31, D-6334 Asslar Tel: (06441) 84-61. Telex 483794. Mng. Dr. Klaus Gerth; Mgr.: Rainer Schaefer, Sales Mgr.: Christian Hellwig, Prods.: Mike Weller, Margret Birkenfeld.
 Labels: (Owned) Kitty, Lord, S+G
 Peter Schuster, Wesehrstr. 23, D-1000 Berlin.
 Label: (Represented) Ripsaw (USA).
 Schuster (Verlag), Wilhelm-Sailmannstr. 11, Mozartstr 54, D 2950 Leer/Ostfriesland. Tel: (0491) 27-73. Owner: Theo Schuster. (German dialects recs. only).
 Labels: (Owned) Schuster, Niederdeutsche Stimmen.
 Schwann Paedagogischer Verlag GmbH (IFPI), Am Wehrhahn 100, D-4000 Duesseldorf Tel: (0211) 36-03-01. Dir. Dr. Hans Heymar; Gen. Mgr. Wilhelm Biswanger; Sales Mgr.: Eyler Koch.
 Labels: (Owned) AMS Musica Sacra, H&L (Hören & Lernen), Pat Pat mos, Schwann Studio, VMS Musica Mundi.
 Int'l repps.: Australia (Discuro), Austria (Bellaphon), Belgium (Schott), Denmark (Music Import), France (Schott), Italy (Bongiovanni/Music Import Bolzano), Luxembourg (Schott), Netherlands (Albersen), South Africa (Kramer Ltd.), Sweden (Soundmaster), Switzerland (Bellaphon), USA (German News).
 Scout, see Texel.
 Selected Sound Musikverlag GmbH & Co. KG (IFPI), Poeseldorfer Weg 20, D 2000 Hamburg 13. Tel: (040) 410-5005. Telex: (02) 14909. Owner & Pres.: Peter M. Majewski.
 Labels: (Owned) Selected Sound; (represented) Patchwork (France), Telemusic (France).
 Int'l repps.: France (Storzingo), Italy (Video), Netherlands (Dennis Music), Scandinavia (Nordiska), UK (Harmonic), USA (Peer-Southon).
 Seon, see RCA.
 777 Musik-Produktion Verlag, Kirchstr. 8, D-4100 Dussburg 14. Tel: (02135) 61-16-7. Pres.: Lambertus B. de Jonge Sr.; PR: Werner Schwarz.
 Sex, see Luke Box.
 Shark, see Hitltposten.
 Show Business (Ed.) (IFPI), Gunter Greffenus & Co. oHG, Schumannstr 8, D-8000 Munich 80. Tel: (089) 47-10-94. Telex: 0524746 Chief Exec.: Dr. Gunter Greffenus.
 Labels: (Owned) Coloursound Library, Show Business; (licensed foreign) Bagatelle (France); Aris, Beat, Cardium, Cenacolo, Duse, Music Parade, Nelson, Nereide, New Bingo, Penta Phon, Piccy, Poni, Rhombus, Sevenman (all Italy).
 Int'l repps.: Australia (Penjane), Belgium (Prestation), France (L'illustration Musicale), Italy (Beat), Netherlands (Holland), Spain (Tecnica Cinematografica), UK (Campbell Connolly & Co.), USA (Sonatina).
 Sidewalk, see EMI Electrola.
 Sebenpunkt Verlags GmbH, Habsburger Platz 1, Rueckebaeude, D-8000

Munich 40 Tel. (089) 33-18 08 Gen. Mgr. H. Schmidt
 Sieg-Ton (Ed.) Musikverlags GmbH (IFPI), Drei Kaiser Eiche 19, D-5202 Hennef-Sieg, Tel. (02242) 8 21-21, 33-55.
Labels: (Owned) EST, Sieg-Ton
 Signal, see Miller
 Silent Sun, see Tron
 Silversound, see Multibrand
 Simon Recs (IFPI), Zigeunerweg 45, D-8104 Grainau Tel. (08821) 88-71
 Chief Exec.: Hans Arno Simon
Labels: (Owned) Rotaria, Simon.
 Sky Recs. GmbH (IFPI), Nordchaussee Weg 16, D-2000 Hamburg 61 Tel. (040) 551-2641 Owners: Guenter Koerber, Frank-Michael Wiegand
Int'l reps.: Australia (Europe Activity Ents.), Austria (Echo), France (Madrigal & Stand By), Hong Kong (Hong Kong Recs.), Italy (IRD, Discoteca, Giucar, Musik-Import), Japan (Nakano), Netherlands (Bertus Dists.), Norway (Strawberry), Portugal (Valentim de Carvalho) Sweden (Sweeton), Switzerland (Bellaphon), UK (Making Waves), USA (Greenwood, JEM)
 Software, see Bellaphon Int'l
 Songbird, see Music Factory
 Sonic Arts Corp., Lerchenstr. 30, D-6751 Rodenbach Tel. (06374) 6921
 Exec. VP: Herber P. Haas
Labels: (Owned) Durekt to Disk, Gilette, Golden Soul, Golden State, Nos Italia, Repertoire, SAC PCM Digital, Sonic Arts, Super Dimension Six
Int'l reps.: Switzerland (Star), USA (Golden State, Sonic Arts)
 Special, see RCA
 Spiegelte, see Intercord
 Spoon, see Teldec Import Serv.
 Spotlight, see Supertone
 Spring Music-Verlag & Produktion GmbH (IFPI), Leyboldstr. 1, D-5000 Cologne 51, Tel. (0221) 38-44 48, Gen. Mgr.: Guenter Faust
Labels: (Owned) Hammer, Pilot.
 Square, see Star
 Squeaky Shoes Recs., Zollnerstr. 18, D-7750 Konstanz Tel. (07531) 25889
 Mng. Dir.: Haldegard Schneider
Int'l branch: England.
 Sri Lanka, see Bellaphon Int'l
 Star Club, see Phonogram
 Starlet, see Supertone & Bella Musica
 Starline, see EMI Electrola
 Star Musikproduktion GmbH (IFPI), Wrangelstr. 5, D-2000 Hamburg 20 Tel. (040) 460-1056 Telex 213485 Chief Exec.: Ralf Arnie, Sales Mgr. Jenny Arnie
Labels: (Owned) Kaleidoskop, Pollux, Russi Raekords, Square (dist by Rumpo)
 Starsound, see Kingtone
 Stateside, see EMI Electrola
 Steyer Disco, Nordendstr. 8, D-8019 Moosach Tel. (08091) 9588 Dwner, Pres. & Dir. Peter Steyer, Gen. Mgr.: Christof Bachmeier; Sales Mgr. Anna Hedwag
Labels: (Owned) Steyer Disco, (licensed domestic) Vaya
 Stockfisch Produktion, Verlag & Vertrieb, Sanddornweg 13b, D-3300 Braunschweig Tel. (0531) 5-10-38 Owners: Hansi Dobratz, Gunter Paul ler
 Storz, see Arminia
 Strand, see Teldec
 Studio One, see Intersound
 Studio-Ton MusiCassetten & Schallplatten R Produktion, Jordanstr. 18 A, D-3000 Hannover, Tel. (0511) 81-33-34
Labels: (Owned) Hannoton, Studoton.
 Studio Union im Lahn-Verlag, PD Box 140, Wiesbadenstr. 1, D-6250 Limburg/Lahn 1, Tel. (06431) 40-12-11 Mng. Dir. Engelbert Tauscher, Press & PR Raimund B. Zoellner.
Labels: (Owned) Studio-Union; (licensed) Abakus
 Suede (Vertriebs & Dienstleistungs GmbH & Co.) KG, Pressezentrum 06, D-6800 Mannheim 2 Tel. (0621) 19-21 Chief Exec.: Ernst Feuser.
Labels: (Owned) Comes, Drive-In, Kosch, LS (Leser-Service); (licensed) Unisono
 Summer, see WAM
 Sunrise Recs. GmbH, Sierichstr. 54, D-2000 Hamburg 60, Tel. (040) 279 4055 Telex 2174680
 Super Dimension Six, see Sonic Arts
 Supertone Schallplatten Vertrieb (IFPI), Alfonsstr. 9/11, D-8000 Munich 19 Tel. (089) 18 37-88, Gen. Mgr.: Dr. Heinz Stein (Licensed to Bella Musica)
Labels: (Owned) Amati, Spotlight, Starlet, Supertone, Welt Melodie.
Int'l reps.: Austria (Allround, Disco-Trade), Denmark (Dansk)
 Surfrock, see Powerplay
 T.I.S., see Teldec Import Serv.
 T.T., see Hanseatische
 T.W.R., see Trans World
 Taxim Recs., Postfach 101143, D-2800 Bremen 1 Tel. (0421) 3164
Label: (Represented) Philo (USA)
 Teldec Import Serv. (IFPI), Borsteler Chaussee 85-99a, D-2000 Hamburg 61, Tel. (040) 511-0055, Telex: 174537 Gen. Mgr.: Rolf Baehnk; Sales Mgrs.: Bernd Janke, Juergen Tiessen, Reimer Behr (Distributor/Importer)
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 Triad Musicverlag, Guentzelstr. 54, D-1000 Berlin 31, Tel (030) 87-07 40 Chief Exec. Walter Ruff.
 Heinz Ulm-Musik GmbH, Voelkstr. 34, D-8900 Augsburg Tel: (0821) 51 55 55 Cable HELMMUSIC Dir. Heinz Ulm (Rec. Promo & Public Relations)
 V & C Video & Computer GmbH, Voelkstr. 34, D-8900 Augsburg Tel (0821) 51 55-55, (Public Relations)
 The Würzburger Music Publ'g Co., Nord Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1 Tel (0711) 70-27 49, Dir. Luciano Würzburger, Gen Mgr. Jack Cunningham.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht Tel (4152) 4031 Telex: 218707, Mng. Dir. Hilmar Kumbartzky, Gen Mgr. Manfred von Mangoldt. (PKG)
 Audio: Cassette
 Amerindian, An Der Alte Muehle 9, D-5067 Wessling-Berzdorf Tel (02232) 51780, Chief Exec. Ingrid Renate Roehre.
 Audio: Cassette, open reel.
 Artist Serv GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20 Tel (040) 47 80-22, 48 70-88 Telex (02) 163078, Mng. Dir. Eike Heitkamp, Gen Mgr. Thomas Fenn.
 Audio: Cassette

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8 13 78

Auus Asona KG, Stollbergstr. 7, D-8000 Munich 22 Tel. (089) 22-50 57. Cable: ASDNA. Telex: 522084. Pres.: Siglinde Kuerzeder, Sales Mgr.: Alf Kuerzeder
Audio: Cassette

Bauer GmbH & Co KG (Tonstudio), Markgroeningstr. 46, D-7140 Ludwigsburg-Eglosheim 10 Tel. (07141) 3-10-97 (07) 264806. Mng. Dir.: Rolf Bauer.
Audio: Cassette, open reel

Bellaphon Recs GmbH & Co. KG, Mainz Landstr. 87-89, D-6000 Frankfurt Tel. (0611) 23-08 01 Telex (04) 16046 Pres. Branko Zvanovic (PKG)
Audio: Cassette

Casseton GmbH, Sudetenstr. 73, D-8192 Gersried 2. Tel. (08171) 30-31 3031-33. Telex: (05) 26331 Gen. Mgr.: H. H. Michna, Sales Mgr.: Horst Piskowski (PKG)
Audio: Cassette

Delta Music GmbH, Zur Muehle 2, D-5020 Frechen 4 Tel. (02234) 61015 Cable: DEMUS. Telex: (08) 89299. Pres. Dr. K.J. Moll; Gen. Mgr. P.H. Sautol, Sales Mgr.: Dr. W. Ammel.
Audio: Cassette

Eurocassette, Mehringdamm 32/34, D-1000 Berlin 61 Tel. (030) 251-0331 Telex: (01) 83369. Sales Mgr. Burkhard P. Kusch; Chief Eng. Klaus Mack
Audio: 8-tr. cassette
Video: 2" & 1" open reel, 1/2" cassette, 1/4" Beta, VHS & V-2000 cassette, 1/2" EIAJ cartridge, LVC, SVR

I D S (International Disc Serv.), PO Box 140105, D-8500 Nuernberg 14. Gen. Mgr. Hans Joachim Rabe, Sales Mgr. W. Ruff. (PKG only)

Loehmer GmbH, Obermeibach 10, D-5065 Overath. Tel. (02206) 5559
Audio: Cassette

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut Tel. (07751) 32 58. Gen. Mgr. Mario Taravella
Audio: 8 tr. 8 tr. quadraphonic, cassette

M D R (Magnetic Disc Rec's) GmbH Germany, PO Box 140105, D-8500 Nuernberg Tel. (0911) 63-64-08, (09122) 8 64-40. Telex: (06) 23987. Dir.: Erich Rabe, Sales Mgr.: M. Rabe. (PKG-video only)

M I O S Tonproduktion, Rosenaustr. 11, D-8500 Nuernberg 80. Tel. (0911) 26 80 88 Pres. Mr. Dssen. (PKG-Audio)
Audio: Cassette, open reel

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel. (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr. Jakob Statz.
Audio: Cassette
Video: 1/2" Beta, VHS & V-2000 cassette

Miller Int'l Schallplatten GmbH, Justus-von-Liebig-Ring 2-4, D-2085 Quackborn. Tel. (04106) 50 01. Cable: PALAS. Telex: (02) 12386. Gen. Mgr. Harald A. Krsten (PKG)
Audio: Cassette

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel. (05441) 2293, 1812 Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr. Rolf Neumann; Ass't: Ingeborg Grossmann
Audio: Cassette

Polyband Gesellschaft fuer Tontraeger mbH & Co. KG, Lindwurmstr. 95, D-8000 Munich 2. Tel. (089) 53-08 81. Telex: 522636. Pres. Wolfgang G. Winkel, Sales Mgr.: Detlef E. Duener.
Audio: Cassette, open reel
Video: 1/2" cassette, 1/4" Beta & VHS cassette

PolyGram Rec. Serv. GmbH, PO Box 1409, Podbivskistr. 164, D-3000 Hanover 1. Tel. (0511) 69-68-1. Telex: 922870

Rhenus Music Fuer Fernseh, Film & Musikproduktion mbH & Co. KG, Otto Hahnstr. D-5000 Cologne 50 Tel. (0221) 38-01 47 Telex: 08881404. Gen. Mgr. Karl-Heinz Muenchow.

Dietrich Schar Schmidt Studioausruestung, Ludwig Thomastr. 5, D-8024 Munich-Dessenhofen. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.
Audio: Cassette, open reel

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74

Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmannstr. 161, D-4830 Guetersloh 1. Tel. (05241) 801. Cable: SONOPRESS. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg
Audio: Cassette
Video: 1/2" Beta, VHS & V-2000 cassette

Studio Funk KG, Emsbuetteleer Chaussee 69, D-2000 Hamburg 13 Tel. (040) 43 10-43. Telex: 2173437 Pres.: Heinz Funk; Sales Mgr.: Klaus Funk.
Audio: Cassette

Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel. (040) 40-19-1. Mng. Dirs.: Gerhard Schulze, Kurt Richter
Factory: D-2353 Nortorf/Holstein, Postfach 160, Niederstr. 3-7. Tel. (04392) 381. Telex 0299610 Plant Dpns Dir. John L. Schubach; Technical Opns. Dir.: Herbert Knothe.
Audio: Cassette

Tonomatic Tontraeger GmbH, Schwabelstr. 2, D-8011 Hoehenhirchen bei Munich. Tel. (08102) 81.36. Chief Exec.: Johann Winkler; Sales Mgr. Margarethe Winkler.
Audio: Cassette

Heinz Ulm-Musik GmbH, Voelksstr. 34, D-8900 Augsburg. Tel. (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.
Audio: Cassette
Video: 1/2" Beta & VHS cassette

V & C Video & Computer GmbH, Voelksstr. 34, D-8900 Augsburg. Tel. (0821) 51-55-55
Video: 1/2" VHS cassette

Videoing GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendestorf. Tel. (04183) 6035. Cable: VIDEERING. Telex: 2189719. Dirs.: Paul Moechel, Mario Villavenceno (PKG)
Video: 2" & 1" open reel, 1/2" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel. (06103) 6-10-51. Cable: WAMESUD. Telex: (04) 185391. Owner: William Dirk Warren; Exec. VP: Eugene Eiskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.
Video: 1/2" cassette, 1/4" EIAJ open reel.

• supplies

CARTRIDGE & CASSETTE PARTS

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut Tel. (7751) 3075. Telex: 792249 Pres.: Werner Weber; Gen. Mgr. Mario Taravella
Instant Tone, see Magna.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44 Tel. (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank, Sales Mgr. Jakob Statz.
Audio: MAGNA, INSTANT-TONE, ZDNAL cassette parts.
Video: VHS cassette parts.

Dietrich Schar Schmidt Studioausruestung, Ludwig Thomastr. 5, D-8024 Munich-Dessenhofen. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.
Audio: SONDREX cassette parts.

Schweizer Design Eurosale GmbH, Koenigsberg 3, D-4973 Vlotho Tel. (05733) 50-41. Telex 971217. Mng. Dirs. G. Deja, Dr. M. Gaier
(Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1 Tel. (040) 24-67-74)

Sonorex, see Dietrich Schar Schmidt.

Zonal, see Magna.

EMPTY CARTRIDGES, CASSETTES & REELS

Agfa-Gevaert AG, D-5090 Leverkusen 1. Tel. (0214) 301. Telex: 8510420. Chief Exec.: F. Staudacher; Gen. Mgr. W. Blauhut; Sales Mgr.: K.W. Rinnebach.
Audio & Video: Cassette.

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel. (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
Eurotape, PO Box 233, D-2408 Timmendorfer Strand Tel. (04503) 38-49.
Audio: 8-tr. cassette.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel. (7751) 3075 Telex 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44 Tel. (030) 684-80-58 Telex: 183845. Pres.: Juergen Freidank; Sales Mgr. Jakob Statz.
Audio: Reels.

Dpnet, Hohenstr. 31, D-1000 Berlin 44 Tel. (030) 623-70 09
Scotch, see 3M

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1 Tel. (02101) 141
Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Audio: SCOTCH 8-tr., C-0 cassettes, reels
Video: SCOTCH cartridge, V-D cassettes, reels

ENVELOPES & MAILERS

Achilles (Gebr.), Robenstr. 31, D-5100 Aachen. Tel. (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz

Tempo (Schallplatten-Vertrieb) Messner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel. (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Messner.

Triad Musicverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel. (030) 87-07 40. Chief Exec.: Walter Ruff.

The Wurzburg Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt 1. Bernhausen. Tel. (0711) 70-27-49. Dir.: Luciano Wurzbuerger, Gen. Mgr. Jack Cunningham.

JACKETS & SLEEVES

Achilles (Gebr.), Robenstr. 31, D-5100 Aachen. Tel. (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8-13-78.

Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmannstr. 161, D-4830 Guetersloh 1. Cable: SONOPRESS. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg (Jackets only)

Tempo (Schallplatten-Vertrieb) Messner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel. (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Messner.

The Wurzburg Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel. (0711) 70-27-49. Dir.: Luciano Wurzbuerger; Gen. Mgr.: Jack Cunningham. (Jackets only)

LABELS, DISK

Achilles (Gebr.), Robenstr. 31, D-5100 Aachen. Tel. (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8-13-78.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74.

Tempo (Schallplatten-Vertrieb) Messner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel. (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Messner.

Heinz Ulm-Musik GmbH, Voelksstr. 34, D-8900 Augsburg. Tel. (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.

The Wurzburg Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel. (0711) 70-27-49. Dir.: Luciano Wurzbuerger; Gen. Mgr.: Jack Cunningham.

POLYETHYLENE BAG & SHRINKWRAP

Achilles (Gebr.), Robenstr. 31, D-5100 Aachen. Tel. (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz. (Polybags only)

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel. (02232) 51780. Chief Exec.: Ingrid Renate Roehre. (Polybags only)

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8-13-78. (Polybags only)

Tempo (Schallplatten-Vertrieb) Messner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel. (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Messner. (Polybags only)

Videoing GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendestorf. Tel. (04183) 6035. Telex: 2189719.

PROFESSIONAL TAPE SUPPLIES

T D K Electronics Europe GmbH, Christenstr. 25, D-4030 Ratingen. Tel. (02102) 4870. Telex: 8585013. Dir.: Shohei Tokuda; Sales Mgr.: Wolfgang Lusch.
Audio: Plastic cassette cases & labels.

Heinz Ulm-Musik GmbH, Voelksstr. 34, D-8900 Augsburg. Tel. (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.
Audio & video: Cassette labels.

V & C Video & Computer GmbH, Voelksstr. 34, D-8900 Augsburg. Tel. (0821) 51-55-55.
Audio: Cassette labels.
Video: Videocassette labels.

RAW MATERIALS

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel. (03) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr. Jakob Statz.
Product: Magnetic lacquer.

Zippering Kessler & Co. (GmbH & Co.), PO Box 1464, Kornkamp 50, D-2070 Ahrensburg. Tel. (04102) 40201. Telex: (02) 189842. Chief Exec.: Juan Plass Grul.
Product: Record molding compounds.

RECORD MANUFACTURING EQUIPMENT

A E G-Telefunken, Lindenstr. 15, D-3340 Wolfenbuettel Tel. (05331) 83 289 Telex: 95651
Chief product: Studio compander

Achilles (Gebr.), Robenstr. 31, D-5100 Aachen Tel. (0241) 1-50-71 Telex 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr. Hans Bayartz
Chief product: PEACOMP label cutting machines.

Taunus Ton Technik, Benner & Benner GmbH & Co. KG, Max Planckstr. 32, D-6832 Friedrichsdorf 1. Tel. (06172) 72091-98 Telex 418131
Chief product: Automatic & manual presses, record & videodisk plating units

Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel. (040) 40-19-1 Cable: TELDEC. Telex: (02) 13545. Mng. Dirs. Gerhard Schulze, Kurt Richter.
Factory: D-2353 Nortorf/Holstein, Postfach 160, Niederstr. 3-7. Tel. (04392) 381. Telex: 0299610 Plant Dpns. Dir.: John L. Schubach; Technical Opns. Dir.: Herbert Knothe
Chief product: Innersleeving, sleeving & outersleeving machines.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AG, D-5090 Leverkusen 1, Tel. (0214) 301 Telex 85 10420. Chief Exec.: F. Staudacher; Gen. Mgr. W. Blauhut; Sales Mgr. K.W. Rinnebach
Audio: Blank-2", 1" & 1/2" open reel, cassette; raw-1/2" open reel, 1/4" cassette tape.
Video: Blank-2" & 1" open reel, 1/2" U-matic & 1/4" Beta, VHS & V-2000 cassette, raw-1/2" U-matic & 1/4" cassette tape.

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel. (4152) 4031. Telex: 218707 Mng. Dir. Hilmar Kumbartzky, Gen. Mgr. Manfred von Mangoldt (Blank only)
Audio: Cassette.

All Akustik, Eichsfelder Str. 2, D-3000 Hannover 21. Tel. (0511) 785072 Telex (09) 23974 Pres. H.D. Hoffmann. (Blank only)
Audio: FUJI cassettes (FL-46, 60, 90, 120, FX, I, FX-II & Metal-46, 60, 90).
Video: FUJI 1/2" Beta & VHS cassette

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel. (02232) 51780 Chief Exec.: Ingrid Renate Roehre. (Blank only)
Audio: Cassette, open reel.

Ampex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel. (0611) 60580 Cable: VIDEOTAPE. Telex: 413774. Gen. Mgr.: Elmar Sadeler, Tape Sales Mgr.: Rudi Fischer.
Audio: 2", 1" & 1/2" open reel, cassette.
Video: Blank-2" open reel, 1" open reel, 1/2" cassette, 1/4" Beta & VHS cassette

Armnia Musikprod'n Erich Storz, Postfach 1670, Hauptstr. 114, D-3360 Osterode. Tel. (05522) 73041. Telex: 0965154. (Audio only)
Audio Magnetics GmbH, Borsgrub. 5, D-6054 Rodgau-Niederroden. Tel. (06106) 7971. Telex: 417884.
Audio: 8-tr., cassette, open reel

B A S F AG, Gottlieb-Daimlerstr. 10, D-6800 Mannheim 1. Tel. (0621) 4008-1. Telex: 462621. Chief Exec.: H. Thurn; Gen. Mgr.: H.J. Versemann; Sales Mgr.: W. Schurstein.
Audio: Blank-2", 1" & 1/2" open reel, cassette; raw-1/2" cassette.
Video: 1" open reel, 1/2" cassette, 1/4" Beta, VHS & V-2000 cassette; raw-1/2" cassette.

Biton-Prod'n (Gerlinde Engelhardt) GmbH, Krautgartenweg 3, D-6000 Frankfurt/Main 50. Tel. (0611) 58-20-11. (Blank audio only)

Casseton GmbH, Sudetenstr. 73, D-8192 Gersried 2. Tel. (08171) 3031-33. Telex: (05) 26331. Gen. Mgr.: H. H. Michna; Sales Mgr.: Horst Piskowski. (Blank only)
Audio: STANLEY'S cassette

Dynamic Pearl, Dusseldorfer Str. 132, D-4330 Mulheim (Ruhr) 13. Tel. (0208) 48-18-45, 48-90-89. Dir.: W. Kisseler. (Blank only)
Audio: MAGNEX VHS cassette.

E. C. see Eurocassette

Eurocassette, Mehringdamm 32/34, D-1000 Berlin 61. Tel. (030) 251-0331. Telex: (01) 83369. Sales Mgr.: Burkhard P. Kusch; Chief Eng.: Klaus Mack. (Blank only)
Audio: EC cassette.

Fuji, see All Akustik.

Galaxy, see Toka.

Gerland-Verlag, Tuchthokstr. 30, D-6000 Frankfurt/Main. Tel. (0611) 62-60-41. (Audio-blank only; Video-raw only)

Hardt Cassetten GmbH, Studiomaessige Bandbearbeitung & Live-Technik fuer Mitschnitte, Muehlenweg 3-a, D-6370 Oberursel 4. Tel. (06171) 21338. (06172) 35953. (Audio & video)

H.-J. Heidenreich KG, Verlaengerte Daumstr. 16, D-1000 Berlin. Tel. (030) 334-201/85. Telex: 0184068. (Audio-blank only; Video-raw only)

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel. (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

I D S (International Disc Serv.), PO Box 140105, D-8500 Nuernberg 14. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: W. Ruff.
Audio: Cassette, open reel

I T P Tonband-Produktions KG, Rwo Verwaltungen GmbH & Co., Ballinstr. 16-18, D-1000 Berlin 47. Tel. (030) 684-80-69. Telex: 185320. Gen. & Sales Mgr.: Karl Blatz. (Blank only)
Audio: Cassette.

I T V Television & Video Systems GmbH, Heinrich-Hertz-Str. 4, D-4006 Erkrath. Tel. (0211) 25-18-17/18. Telex: 8582936. Pres. & Sales Mgr.: Juergen H. Bruening. (Blank only)
Video: 1/2" Beta, VHS & V-2000 cassette.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel. (040) 35-30-79. (Blank only) (importer)
Home office: USA.
Audio: Cassette.

Interpress Tontraeger GmbH & Co. KG, Steinmuehlestr. 26, D-6380 Bad Homburg 6. Tel. (06172) 41014. Telex: 0415859. (Blank audio only)

K S-Cassetten GmbH & Co. KG, Zum Brinkhof 16-18, D-4830 Guetersloh 1. Tel. (05241) 6304. Telex: 0933660. (Audio-blank only; Video-raw only)

Fred Kersten KG, MusCassetten Schnell-Dienst, Rambachstr. 3, D-6750 Kaiserslautern 31. Tel. (0631) 55624. (Audio & video)

Labra-Cassetten GmbH, Rotmayerplatz 1, D-8229 Laufen. Tel. (08682) 620. Telex: 0563001. (Audio only)

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel. (07751) 32-58. Gen. Mgr.: Mario Taravella.
Audio: 8-tr., cassette.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel. (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr. Jakob Statz.
Audio: Blank-MAGNA ZONAL 1" & 1/2" open reel; cassette; raw-MAGNA 1" & 1/2" open reel tape, 1/4" 8-tr. tape.
Video: Blank-MAGNA 1/2" Beta & VHS cassette.

Magnez, see Dynamic Pearl.

Maxell Europe GmbH, Emanuel-Leutzstr. 1, D-4000 Duesseldorf 1 Tel: (0211) 59-40-83. Telex (08) 587288. Dir.: T. Inoue. Sales Mgr.: F. Cottin. (Blank only)

Home office: Japan.

Audio: ¼" open reel, cassette (standard & micro).

Video: ¼" cassette; ¼" Beta & VHS cassette.

Memorex GmbH, Consumer Prods. Div., Hahnstr. 41, D-6000 Frankfurt 71. Tel: (0611) 66051. Telex: 411240. Sales Mgr.: Juergen Fritz. (Blank only)

Audio: Cassette

Video: ¼" Beta & VHS.

Mos Tonprod'n (Michael Ossen), Johannesgasse 6, D-8500 Nuernberg. Tel: (0911) 22-53-40. (Audio only)

National Panasonic GmbH, Winsbergstr. 15, D-2000 Hamburg 54. Tel: (040) 85490.

Drechestrola GmbH, PD Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossman.

Audio: Cassette

Philips GmbH, Unternehmensgruppe Konsumgüter, Moenckeburgstr. 7, D-2000 Hamburg 1. Tel: (040) 32971. Telex: 02161587. (Audio-blank only); Video—raw only

Dietrich Schar Schmidt Studioausrüstung, Ludwig Thomastr. 5, D-8024 Munich-Diesenhofen. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.

Audio: Blank—cassette; raw—¼" cassette tape.

Scotch, see 3M.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74. (Blank only)

Sony, see W.D. Warren.

Stanley's, see Cassetton.

T D K Electronics Europe GmbH, Christinenstr. 25, D-4030 Ratingen. Tel: (02102) 4870. Telex: 8585013. Dir.: Shohei Tokuda; Sales Mgr.: Wolfgang Lusch.

Audio: Cassette, open reel.

Video: ¼" VHS cassette.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.

Audio: Blank—SCOTCH 2", 1" & ¼" open reel, cassette; raw—¼" open reel.

Video: Blank—SCOTCH 2" & 1" open reel; ¼" cassette; ¼" Beta, VHS & V-2000 cassette.

Toka Vertriebsgesellschaft mbH, Im Geessle 13, D-7250 Leonberg 7. Tel: (0611) 73-20-71. Pres.: Hugo von Blumenthal.

Audio: GALAXY, TDKA cassette.

Triad Musikverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel: (030) 87-07-40. Chief Exec.: Walter Ruff.

Audio: Raw—cassette, open reel.

Video: Blank—¼" cassette.

Vsoton-Dr. Dopycha, Elisedorfer Str. 9, D-5300 Bonn 2. Tel: (0228) 34-86-26. (Audio only)

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren, Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmairer, VP & Controller: Karl Schoon.

Video: SONY ¼" U-matic cassette, ¼" EIAJ open reel

Zonal, see Magna.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Asona, see Avuis-Asona.

Avuis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Cable: ASDNA. Telex: 522084. Pres.: Siglinde Kuerzeder; Sales Mgr.: Alf Kuerzeder

Audio: Turnkey cassette duplicating plants; ASDNA cassette duplicating equip.

Datavision, see 3M

D K U-Automatik Dtto Kurz GmbH & Co. KG, PO Box 1120, D-7065 Winterbach. Tel: (07181) 7961. Telex: 7246633. Pres.: Hans-Joachim Kurz.

USA Rep.: Chet Dunn Assocs.

Audio & Video: Automatic cassette assembly systems.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.

Audio: WOLLENSAK cassette duplicators.

Video: DATAVISION graphics generators.

Eberhard Vollmer, Schillerstr. 7, D-7310 Plochingen/N. Tel: (07153) 2-10-04. Cable: WOLLMERWERK. Gen. Mgr. & Eng.: Eberhard Vollmer; Sales Mgr.: Ms. I. Marcon.

Wollensak, see 3M.

TAPE PACKAGING & LABELING EQUIPMENT

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex 0832714. Gen. Mgr. Dr. H. Achilles; Sales Mgr.: Hans Bayartz

Asona, see Avuis-Asona.

Avuis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Cable: ASDNA. Telex: 522084. Pres.: Siglinde Kuerzeder; Sales Mgr.: Alf Kuerzeder

Product: ASDNA labeling equip. (audio)

Heno Iseemann GmbH, Zum Panregel 24, D-2800 Bremen 44. Tel: (0421) 48-30-83. Telex 244055. Chief Exec.: Heno Iseemann (Audio & video)

D K U-Automatik Dtto Kurz GmbH & Co. KG, PO Box 1120, D-7065 Winterbach. Tel: (07181) 7961. Telex: 7246633. Pres.: Hans-Joachim Kurz.

USA Rep.: Chet Dunn Assocs.

Product: Automatic audio & video cassette assembly systems

Dietrich Schar Schmidt Studioausrüstung, Ludwig Thomastr. 5, D-8024 Munich-Diesenhofen. Cable: PROSTUDIO. Pres.: D. Schar Schmidt

• accessories

Agfa-Gevaert AG, D-5090 Leverkusen 1. Tel: (0214) 301. Telex: 8510420. Chief Exec.: F. Staudacher; Gen. Mgr.: W. Blauhut; Sales Mgr.: K.W. Rinnebach.

Product: Tape—leader tape (audio), splicing tape & equip. (audio)

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt

Product: Tape—splicing tape & equip. (audio)

All Akustik, Eichsfelder Str. 2, D-3000 Hannover 21. Tel: (0511) 785072. Telex: (09) 23974. Pres.: H.D. Hoffmann.

Product: Tape—FUJI video head cleaners (Beta & VHS cassette type)

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Record—record care prods., replacement styli. Tape—leader tape, splicing tape & equip.

Ampex Europa GmbH, Walter Kolbstr. 9-11, D 6000 Frankfurt 70. Tel: (0611) 60580. Cable: VIDEOTAPE. Telex: 413774. Gen. Mgr.: Elmar Sadeler. Tape Sales Mgr.: Rudi Fischer.

Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)

Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier; Sales Mgr.: Dirk Feldmann.

Product: Record—turntable mats

Avuis-Asona KG, Stollbergstr. 7, D 8000 Munich 22. Tel: (089) 22-50-57. Cable: ASDNA. Telex: 522084. Pres.: Siglinde Kuerzeder; Sales Mgr.: Alf Kuerzeder.

Product: Tape—splicing equip. (audio)

Fuji, see All Akustik.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

Product: Tape—carrying & storage cases.

I D S (International Disc Serv.), PO Box 140105, D-8500 Nuernberg 14. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: W. Ruff.

Product: Tape—splicing tape & equip.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79. Home office: USA.

Product: Record—record care prods.: sweep arms, Tape—head cleaners, head cleaners (audio & video); demagnetizers (audio).

D. Kretz (Automaten-Serv.), Yorckstr. 4, D-7500 Karlsruhe 1. Tel: (0721) 55-03-95. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—head cleaners, demagnetizers.

Maxell Europe GmbH, Emanuel-Leutzstr. 1, D-4000 Duesseldorf 1. Tel: (0211) 59-40-83. Telex: (08) 587288. Dir.: T. Inoue; Sales Mgr.: F. Cottin.

Home office: Japan.

Product: Record—record care prods.: cleaners; Tape—carrying & storage cases, head cleaners (audio & video); demagnetizers (audio).

C. Melchers & Co., Postfach 102560, Schlachte 4, D-2800 Bremen. Tel: (0421) 316-9323.

Product: Record—PICKERING replacement styli.

Drechestrola GmbH, PD Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossman.

Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors; Tape—head cleaners & demagnetizers.

Pickering, see C. Melchers.

Plattolix, see Rudolf Wittner.

Dietrich Schar Schmidt Studioausrüstung, Ludwig Thomastr. 5, D-8024 Munich-Diesenhofen. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.

Product: Tape—head cleaners, leader tape (audio & video).

Schweizer Design Eurosale GmbH, Koeningweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.

Product: Record—carrying & storage cases, record care prods., Tape—carrying & storage cases, demagnetizers.

Stanton, see TeleDyne.

T D K Electronics Europe GmbH, Christinenstr. 25, D-4030 Ratingen. Tel: (02102) 4870. Telex: 8585013. Dir.: Shohei Tokuda; Sales Mgr.: Wolfgang Lusch.

Product: Tape—head cleaners (audio & video), demagnetizers (audio).

Teac Tonband-Anlagen-Vertriebs GmbH, Egerstr. 2, D-6200 Wiesbaden-Erbenheim. Tel: (06121) 742-25. Telex: (04) 186159. Mgr.: Masao Morita.

Product: Tape—head cleaners, demagnetizers.

TeleDyne Acoustic Research, Burgstr. 6-8, D-6200 Wiesbaden. Tel: (06121) 3-91-71.

Product: Record—STANTON replacement styli.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.

Product: Record—turntable mats, Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio & video)

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendorfstr. Tel: (04183) 6035. Cable: VIDEERING. Telex: 2189719. Dirs.: Paul Moeckel, Mario Villavicencio.

Product: Tape—carrying & storage cases (video).

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren, Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmairer, VP & Controller: Karl Schoon.

Product: Record—replacement styli; Tape—carrying & storage cases.

Rudolf Wittner GmbH & Co., PO Box 1360, D-7972 Isny. Tel: (07562) 2001. Cable: WITTNER. Telex: 07321526. Pres.: Horst Wittner; Sales Mgr.: Franz Walk.

Product: Record—carrying & storage cases, PLATTFIX record care prods.; Tape—carrying & storage cases, head cleaners (audio & video).

• store fixtures

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr. Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Product: Record & tape display racks.

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt

Product: Tape display racks (audio).

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Display racks, divider cards.

Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier; Sales Mgr.: Dirk Feldmann.

Product: Record display racks.

D. Kretz (Automaten-Serv.), Yorckstr. 4, D-7500 Karlsruhe 1. Tel: (0721) 55-03-95. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Display racks.

Schweizer Design Eurosale GmbH, Koeningweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.

Product: Record & Tape browser boxes, record display racks.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.

Product: Tape browser boxes (video)

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren, Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmairer, VP & Controller: Karl Schoon.

Product: Display racks

GREECE

Population: 9,600,000

Rate of exchange: \$1 (US) = 62 drachmas

Per capita income: \$4,700

Holidays: January 1, 6, March 25 (National Day), Good Friday, Easter Monday, May 1, June 7, August 15 (Assumption), October 28 (National Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold single—50,000 units, platinum single—100,000 units. Gold LP—50,000 units, platinum LP—100,000 units.

Records sold domestically including imports (retail value): LPs 1981—6,500,000 units, \$28,600,000; 1980—6,300,000 units, \$27,631,000. Singles 1981—100,000 units, \$117,500; 1980—200,000 units, \$235,000.

Records exported to USA (factory value, FOB): 1981—140,000 units, \$385,000; 1980—120,000 units, \$330,000.

Records imported from countries other than USA (factory value, CIF): 1981—350,000 units, \$1,125,000; 1980—300,000 units, \$1,050,000.

Records exported to countries other than USA (factory value, FOB): 1981—400,000 units, \$1,100,000; 1980—400,000 units, \$1,100,000.

Average retail price per record: LPs—\$4.80; singles—\$1.45.

TV merchandising: 3% to 5%.

Record club sales: Negligible.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer predominates but manufacturer-wholesaler-retailer is increasing.

Type of promotion: Radio, and to a lesser extent television, are the most important promotion vehicles. Prate radio and magazines are also used for promotion.

TAPE:

Market: Audio—Cassettes are the market staple. Pracy accounts for about 70% of the market. Video—The market is small but growing, with sales confined to feature films. VHS dominates equipment with an estimated share of 80%.

Pre-recorded tape sold domestically including imports (retail value): 8-tr. 1981—40,000 units, \$176,000; 1980—50,000 units, \$193,000. Cassette 1981—2,200,000 units, \$9,300,000; 1980—2,400,000 units, \$9,316,000.

Pre-recorded tape exported to USA (factory value, FOB): 1981—50,000 units, \$130,000; 1980—50,000 units, \$130,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1981—1,300,000 units, \$2,800,000; 1980—1,500,000 units, \$3,000,000.

Average retail price per pre-recorded audio tape: 8-tr.—\$4.20; cassette—\$4.00.

Average retail price per pre-recorded video tape: Beta—\$67.00; VHS—\$67.00.

RADIO STATIONS:

No. of government: 2.

Comment: In recent months programming has become less commercial, with more emphasis on "culture" and less on domestic and international pop repertoire.

TELEVISION STATIONS:

No. of channels: 2; government, 80% color (SECAM).

Comment: Videotape predominates over live transmission, with the latter being confined to news programming. There are fewer westerns than in the past.

IMPORT/EXPORT REGULATIONS:

Import duties and other levies total about 43% of the CIF price of the shipment. There are no export regulations.

MARKET ANALYSIS:

Since radio programming has become less commercial, and hence less of a promotion tool, the record industry claims to be successfully exploring new avenues of promotion such as pirate radio, discotheques, and better in-store displays. Domestic repertoire enjoys the higher sales but international product is preferred by younger buyers. Piracy is still a great market problem.

John Carr

• record & tape manufacturers / distributors / importers

Archiv, see PolyGram.

C B S (Diski) ABE (IFPI), PO Box 37, Halandri, 311 Messoghion Ave., Athens. Tel: (01) 672-2150. Cable: CDLRECORD. Telex: 216220. Mng. Dir. & Gen. Mgr.: Sol Rabinowitz; Sales Mgr.: Costas Nikitas.

Labels: (Owned) CBS, Embassy, Epic, Portrait; (licensed) A&M (USA), ARC (USA), Ariana (France), All Platinum (USA), Ariola (Netherlands), Audio (Germany), Audiofidelity (USA), Boardwalk (USA), CGD (Italy), Chess (USA), Cleveland Int'l (USA), Delphine (France), Dreyfus (France), Emergency (USA), Gold Unlimited (USA), Handshake (USA), K-Tel (USA), Philadelphia Int'l (USA), Pool (Germany), Prelude (USA), Ricordi (Italy), Salsoul (USA), Shelter (USA), Sonet (Sweden), Sugar Hill (USA), TK (USA), Vanguard (USA).

Int'l rep.: Worldwide (CBS).

Calypso, see Music Box.

Capitol, see EMI Greece.

Columbia, see EMI Greece.

Crete, see Panivar.

D G G, see PolyGram.

Diagnosis, see General.

E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens. Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg. Dir.: Guy C. Marriot; Emial Mng. Dir.: George Patsilas; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos

Fontana, see PolyGram.

General Gramophone K. Elefth. Makou, 79-81 Sokratous Str., Athens. Tel: 522-6843/8030. Chief Exec.: Konstantina Makou; Gen. Mgr.: Elefthenos Makos.

Int'l repts.: Australia (Carras Emporium, P. Salapatas), Canada (Venus), Cyprus (Andreas Aristodimou), Germany (G. Krakas, E. Papachristou), Sweden (Zobias K. Theocharidis), UK (N.T. Patalis), USA (Takis Paralikas).

General Publ'g Co. SA (IFPI), 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS. Telex: 219920. Pres. & Mng. Dir.: Alexander Patsifas; Sales Mgr.: Kyriakos Maravelias; Int'l Mgr.: Takis Tsuros. Branch: Thessaloniki, 64 Tsimiski St. Tel: (031) 277-306. Mgr.: Arsensios Stergiou.

Labels: (Owned) Dionysos, Lyra, Minerva, Notos, Zodiac; (Licensed) Teldec-Telefunken (Germany).

Int'l repts.: Australia (Politis), Canada (Peters Int'l), Cyprus (Electro-acoustic Supply), USA (Peters Int'l).

H M V, see EMI Greece.

Heliodor, see PolyGram.

Imelto Mercat, PO Box 1032, Thessaloniki. Tel: (31) 276785. Telex: 412373.

Pres.: George Tournis; Gen. Mgr.: Vasilios Tournis. (Importer/Exporter) T. Koussis, 19 Halkonondili Str., Athens 102. Tel: (021) 523-9477/2957. Chief Exec.: T. Koussis. (Importer/Exporter)

Lakis Kleopas Prod'n, 10 Salaminoi St., Thessaloniki. Tel: (31) 516-493/4. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.

Kyklos Recs., 3 Karageorgi Servias, Athens 126. Tel: (01) 323-2312. Gen. Mgr.: D. Themelis. (Distributor/Importer/Exporter).

Liberty, see EMI Greece.

Lyra, see General.

M G M, see PolyGram.

Macedonia, see Panivar.

Margo, see Mimos Matsas.

Mimos Matsas & Son Co. Ltd. (IFPI), 245-247 Messoghion Ave., Athens. Tel: (021) 671-1811. Cable: MINOSMAR. Telex: 218647. Bd. Chm.: Makis Matsas; Gen. Mgr.: Roula Matsas; Sales Mgr.: Panagiotis Tsagaris.

Labels: (Owned) Margo, Mimos, Standard; (Licensed) Bearsville (USA), Can't Stop Prod'n (USA), Dureco (Netherlands), Ensign (UK), RCA (USA), Scratch (UK).

Int'l repts.: Australia (George Young), Canada (Peters Int'l), USA (Peters Int'l).

Mediterranean Recs., 29 Biskini St., Athens. Tel: (00301) 770-9994. Gen. Mgr.: Evangelos Pitsiladis.

Mercury, see PolyGram.

Minerva, see General.

Mimos, see Mimos Matsas.

Music-Box Martin Th. Cesar SA (IFPI), 52 Eleftheriou Venizelou Ave., Kalithea, Athens. Tel: (021) 958-0243/1135. Cable: THOMS. Telex: 221082.

Pres.: Martin T. Cesar; Gen. Mgr.: Marika Gesar; Ass't Mgr.: Toula Akasoglou; Sales Mgr.: Grigoris Alvanidis.

Branch: Thessaloniki, 1 Kanolou Dil. Tel: 261-288. Gen. Mgr.: George Kleopas.

Labels (Owned) Calypso, Music-Box, Pan-Vox; (Licensed) Aristo (Italy), Avator (UK), Biram (Belgium, France), Cherry Red (UK), Crescendo (USA), Durum (Italy), Fantasy (USA), Font-Cetra (Italy), Graduate (UK), Hansa (Germany), Hispavox (Spain), Ice (UK), Kultura (Hungary), Magnet (UK), PRT (UK), Polar (Sweden), Rondo (Belgium), Rondelet (UK), Saffan (UK), Stax (USA), Vogue (France).

Int'l repts.: UK (Andreas Patalis), USA (Peters Int'l).

Notes, see General.

Odeon, see EMI Greece.

Olympia, see Panivar.

Olympic, see PolyGram.

Panivar Recs. SA, 18 Pireos St., Athens 101. Tel: (021) 523-5867. Cable: PANIVAR. Pres.: Pavlos Vardoulakis. Gen. Mgr.: Noul Vardoulakis; Sales Mgr.: Dimitri Vardoulakis. Local branches: 21 Zinonos St. Tel: 523-6384; 63 Athinas St. Tel: 324-2764.

Branches: Erakleion, Crete, 24 1978 St. Tel: 88758-Khania, Crete, 1 Koraka St. Tel: 53765-Pireas, 38 Akti Poseidonos. Tel: 417-8059.

Labels: (Owned) Crete, Macedonia, Olympia, Panivar, Special, Victory; (Licensed foreign) Criminal (UK), Ri-Fi (Italy).

Int'l repts.: Australia (Theodoros Petropoulos, Salapatas), Belgium (Bull-ants), Canada (Peters Int'l), Cyprus (Garabet Indirjian), Germany (George Krakas, George Lazos/Do-Re-Mi, Stylianos Serafim), UK (K.K. Nk., Andreas Patalis), USA (Peters Int'l).

Pan-Vox, see Music-Box.

Philips, see PolyGram.

Piomantis Prod'n, 13 Third September St. (office), 13 Ertanidou (factory), Athens. Tel: 522-7472, 821-3918. Cable: MELODY. Gen. Mgr.: Anthony Piomantis; Sales Mgr.: Georges A. Piomantis.

Labels: Athenee, Lucky (Italy), Melody, Popular, Top Pop's (Germany, UK, USA).

Polydor, see PolyGram.

PolyGram Recs. SA (IFPI), 296 Messoghion Ave., Chologaras, Athens. Tel: (021) 652-4213. Cable: POLYGRAM ATHENS. Telex: 216124. Mng. Dir. & Gen. Mgr.: Nicolas Alltopas; Sales Mgr.: Pantelis Emmanouilidis; Foreign Repertoire Prod. Mgr.: John Petridis; PR Mgr.: Jacques Menahem.

Branch: Salenica, 15 Proxenou Koromila. Tel: (031) 267-121, 274-543. Mgr.: John Socratidis.

Labels: (Owned) Archiv, DGG, Fidelity, Fontana, Heliodor, MGM, Mercury, Olympic, Philips, Polydor, Vertigo, Verve; (Licensed foreign) Ariola (Germany), Arista (USA), Baby (Italy), Butterfly (USA), Buddha (USA), Capri-corn (USA), Carrere (France), Casablanca (USA), Charisma (UK), Charly (UK), Checker (USA), Chess (USA), Chrysalis (UK), Chiswick (UK), EG (UK), Ensign (UK), Mooncrest (UK), Mountain (UK), Orlando (France), Oyster (USA), Pablo (USA), Passport (USA), RSO (UK), Rocket (UK), Stiff (UK), Track (UK), Virgin (UK).

Int'l repts.: Australia (L. Paschalidis), Libya (Aris Ploma), UK (Kibo Trading), USA (D. Ioannidis).

Special, see Panivar.

Standard, see Mimos Matsas.

Studio 1 Hi Fi, 51 Proxenou Koromila St., Thessaloniki. Tel: (031) 221-212, 262-989. Gen. Mgr.: Leandre Kupur.

Veran Rec. Co., 24 Tsimiski St., Thessaloniki. Tel: 272560. Pres.: Michael Theodore. Gen. Mgr.: Antonio Vergadis; Sales Mgr. Thomas Philippides.

Labels: (Owned) Veran; (Licensed foreign) Ariola-Eurodisc (Germany), Cyclade (France), Gillette-Madison (USA), Lollipop (Germany), Som (Brazil), Splash (UK), Telefunken (Germany), Trema (France).

Vertigo, see PolyGram.

Verve, see PolyGram.

Victory, see Panivar.

W E A Recs. Ltd. (IFPI), 319 Messoghion, Athens. Tel: (021) 671-7355. Cable: WEAREC. Telex: 210716. Mng. Dir.: Ion Stamboulihs; A&R Mgr.: Vassos Tsamoudopoulos.

Zodiac, see General.

• music publishers

Blackwood Music Publ'g Co. Ltd., PO Box 37, Halandri, 311 Messoghion Ave., Athens. Tel: (01) 672-2150. Cable: COLRECORD. Telex: 216220. Adm'n'r: Sol Robinowitz; Admin. Mgr.: Maria Margariti.

Cora (Ed.), 59 Miaouli St., Moscatou Athens 59. Tel: (021) 481-5508.

E M I Music Publ'g (Greece) Ltd., PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (301) 25-27-102.

General Publ'g Co. Ltd., 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS.

Greophon, 52 Eleftheriou Venizelou Ave., Kalithea, Athens. Tel: 958-0243/1135. Cable: GRECOPHONE. Telex: 221082. Dir.: Marika Gesar.

Intersong Hellas Ltd., 296 Messoghion Ave., Chologaras, Athens 142. Tel: (021) 672-5693. Cable: POLYGRAM. Telex: 216124. Mng. Dir.: Costas Zougis.

Mimos Matsas & Son Co. Ltd., 245-247 Messoghion Ave., Athens 142. Tel: (021) 671-1811. Cable: MINOSMAR. Bd. Chm.: Makis Matsas.

Mediterranean Publ'g, 29 Biskini St., Athens 622. Tel: (00301) 770-9994. Gen. Mgr.: Evangelos Pitsiladis.

Ivan Mogul Music Assocs., c/o AEPI, 14 Eelghiani St., Athens 148. Piomantis Publ'n, 13 Ertanidou, Athens. Tel: (021) 821-3918. Gen. Mgr.: Anthony Piomantis.

Select Publ'n, 13 Ertanidou Kypseli, Athens. Tel: (031) 821-3920. Gen. Mgr.: G.P. Lucky.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Greek Composers, 38 Mitropoleos St., Athens. ERT (Eliniki Radiofonia-Tileorassisi), PO Box 19, Aghia Paraskevi, Athens. Tel: 65-95-970. Cable: RADIOSTATHENS. Telex: 216066. Dir.: Gen. C. Hondros. Radio Dir.: E. Lekkas.

National Committee of the International Music Council, 38 Mitropoleos St., Athens. Tel: 223-302.

Union of Greek Musicians, 38 Mitropoleos St., Athens.

LICENSING ORGANIZATION, MUSIC

A E P I (Societe Hellenique pour la Protection de la Propriete Intellectuelle SA), 14 Deilighiani St., Athens 148. Tel: (021) 821-3917, 822-8006. Mng. Dir.: Constantinos Macris.

LICENSOR, RECORD & TAPE PLATING, PROCESSING & PRESSING PLANT

E M I Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Marrott; Email Mng. Dir.: George Petsilas; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos; Mfg. & Studios Dir.: C. Kyriakos.

Lakis Kleopas Prod'n, 10 Salaminoi St., Thessaloniki. Tel: (31) 516-493/4. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.

Labels: (Owned) Calypso, Music-Box, Pan-Vox; (Licensed) Aristo (Italy), Avator (UK), Biram (Belgium, France), Cherry Red (UK), Crescendo (USA), Durum (Italy), Fantasy (USA), Font-Cetra (Italy), Graduate (UK), Hansa (Germany), Hispavox (Spain), Ice (UK), Kultura (Hungary), Magnet (UK), PRT (UK), Polar (Sweden), Rondo (Belgium), Rondelet (UK), Saffan (UK), Stax (USA), Vogue (France).

Int'l repts.: UK (Andreas Patalis), USA (Peters Int'l).

Notes, see General.

Odeon, see EMI Greece.

Olympia, see Panivar.

Olympic, see PolyGram.

Panivar Recs. SA, 18 Pireos St., Athens 101. Tel: (021) 523-5867. Cable: PANIVAR. Pres.: Pavlos Vardoulakis. Gen. Mgr.: Noul Vardoulakis; Sales Mgr.: Dimitri Vardoulakis. Local branches: 21 Zinonos St. Tel: 523-6384; 63 Athinas St. Tel: 324-2764.

Branches: Erakleion, Crete, 24 1978 St. Tel: 88758-Khania, Crete, 1 Koraka St. Tel: 53765-Pireas, 38 Akti Poseidonos. Tel: 417-8059.

Labels: (Owned) Crete, Macedonia, Olympia, Panivar, Special, Victory; (Licensed foreign) Criminal (UK), Ri-Fi (Italy).

Int'l repts.: Australia (Theodoros Petropoulos, Salapatas), Belgium (Bull-ants), Canada (Peters Int'l), Cyprus (Garabet Indirjian), Germany (George Krakas, George Lazos/Do-Re-Mi, Stylianos Serafim), UK (K.K. Nk., Andreas Patalis), USA (Peters Int'l).

Pan-Vox, see Music-Box.

Philips, see PolyGram.

Piomantis Prod'n, 13 Third September St. (office), 13 Ertanidou (factory), Athens. Tel: 522-7472, 821-3918. Cable: MELODY. Gen. Mgr.: Anthony Piomantis; Sales Mgr.: Georges A. Piomantis.

Labels: Athenee, Lucky (Italy), Melody, Popular, Top Pop's (Germany, UK, USA).

Polydor, see PolyGram.

PolyGram Recs. SA (IFPI), 296 Messoghion Ave., Chologaras, Athens. Tel: (021) 652-4213. Cable: POLYGRAM ATHENS. Telex: 216124. Mng. Dir. & Gen. Mgr.: Nicolas Alltopas; Sales Mgr.: Pantelis Emmanouilidis; Foreign Repertoire Prod. Mgr.: John Petridis; PR Mgr.: Jacques Menahem.

Branch: Salenica, 15 Proxenou Koromila. Tel: (031) 267-121, 274-543. Mgr.: John Socratidis.

Labels: (Owned) Archiv, DGG, Fidelity, Fontana, Heliodor, MGM, Mercury, Olympic, Philips, Polydor, Vertigo, Verve; (Licensed foreign) Ariola (Germany), Arista (USA), Baby (Italy), Butterfly (USA), Buddha (USA), Capri-corn (USA), Carrere (France), Casablanca (USA), Charisma (UK), Charly (UK), Checker (USA), Chess (USA), Chrysalis (UK), Chiswick (UK), EG (UK), Ensign (UK), Mooncrest (UK), Mountain (UK), Orlando (France), Oyster (USA), Pablo (USA), Passport (USA), RSO (UK), Rocket (UK), Stiff (UK), Track (UK), Virgin (UK).

Int'l repts.: Australia (L. Paschalidis), Libya (Aris Ploma), UK (Kibo Trading), USA (D. Ioannidis).

Special, see Panivar.

Standard, see Mimos Matsas.

Studio 1 Hi Fi, 51 Proxenou Koromila St., Thessaloniki. Tel: (031) 221-212, 262-989. Gen. Mgr.: Leandre Kupur.

Veran Rec. Co., 24 Tsimiski St., Thessaloniki. Tel: 272560. Pres.: Michael Theodore. Gen. Mgr.: Antonio Vergadis; Sales Mgr. Thomas Philippides.

Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos; Mfg. & Studios Dir.: C. Kyriakos.

Labels: Blank-8-tr. & cassette.

Dr. A.A. Delis AG, Paleologou Benzelou 5, Athens 117. Tel: 325-0301. Telex: 215336. Cable: DELICHIMIK. Chief Exec.: Antonios Fotopoulos; Sales Mgr.: T. Kokkinopoulos.

Audio & Video: BASF cassette.

Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zenon Themelis. (Distributor/Importer/Exporter)

Audio: Blank-cassette.

Magnetic Hallas Ltd., 6-8 Frangon St., Thessaloniki.

Audio: AUDIO MAGNETICS 8-tr., cassette, open reel.

Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Filadelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primiakis.

Audio: Blank-INTERSONIC 8-tr. & cassette.

• accessories manufacturers

Kinotexnik OE, 47 Stourara, Athens. Tel: 360-6998.

Product: Record-STANTON replacement styli.

Piomantis Prod'n, 13 Third September St., Athens. Tel: (031) 522-7472, 821-3918. Cable: MELODY. Pres.: Anthony Piomantis; Sales Mgr.: Georges Piomantis.

Product: Carrying & storage cases.

GUATEMALA

Population: 7,480,000.

Rate of exchange: \$1 (US) = 1.0 quetzal.

Per capita income: \$1,067.

Holidays: January 1, Holy Week (Thurs.-Sun.), May 1 (Labor Day), June 30 (Army Day), September 15 (Independence Day), October 20 (Revolution of 1944), November 1, December 25.

RECORDS & TAPE: Record sales certification awards: Since there is no systematic tabulation of record sales, no certified awards can be made. Some independent associations present annual awards, but they are not always accepted as valid, since Guatemalan record companies are very reserved about making sales figures public.

Imports from: Costa Rica 1980-1,035,834 units. El Salvador 1980-546,394 units. Nicaragua 1980-2,031 units. USA 1979-25,602 units. Exports to: Costa Rica 1980-680,733 units. El Salvador 1980-464,637 units. Honduras 1980-551,625 units. Nicaragua 1980-485,863 units.

Total value of records sold domestically, including imports: \$5,000,000.

Type of distribution: Each record company has its own system.

Type of promotion: Radio is the primary medium.

Average retail price per record: LPs-\$5.00; singles-\$1.50-\$1.60.

Comment: The market for recorded music is comparatively small, due to Guatemala's demographics. 40% of the population is made up of Indians, who live in agricultural societies with low incomes and limited consuming capacity. It is unusual for sales of any single to ever exceed 20,000 copies.

RADIO STATIONS: No. of commercial: 104 (92 AM, 12 FM).

No. of government: 6.

Comment: The most popular musical programs feature romantic ballads sung in Spanish. FM stations air mostly instrumental music. Ranchera (Mexican folk music) is favored in the provinces, most of which have their own local stations, and are not much influenced by trends in the capital, partly because of the mountainous terrain, which necessitates relay stations for nationwide broadcasting.

TELEVISION STATIONS: No. of transmitters: 12.

Comment: Programming includes series, novels, forums, news, movies, specials, and international shows and programs via satellite. The government channel features educational and cultural programs. All stations are associated with OTI.

IMPORT/EXPORT REGULATIONS: There are no regulations.

• record & tape manufacturers / distributors / importers

Casa Avelar, 18 Calle 3-59 & 6-61, Zone 1, Guatemala City. Tel: 80-243, 28-545, 81-465. Gen. Mgr.: Salvador Avelar Guerra; Sales Mgr.: Ana Maria Avelar C.

Labels: (Owned) Leo, Tikal, Xelaju.

Int'l repts.: Mexico (Rex), Puerto Rico (Taurus), USA (Taurus).

Coguarda, Ruta 4, 7-25, Zone 4 Guatemala City. Tel: 63-060. (See Dicesa in El Salvador for label information)

Dicesa, see Discos de Centroamerica.

Diala (Discos Latinoamericanos SA), Av. de las Americas 14-15, Zone 14, Guatemala City. Tel: 681-530. Pres.: Augusto Diaz-Duran. Gen. Mgr.: Marco Antonio Garcia; Sales Mgr.: Sylvia de Molina.

Labels: (Owned) Diala; (Licensed) Alhambra (Spain), Musart (Mexico).

Int'l repts.: Argentina (Cordobesa), Colombia (Codiscos), Ecuador (Fam-oso), Mexico (Musart), Peru (IEMPSA), USA (Record Dist. of America).

Discos de Centroamerica SA (IFPI), 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519-602, 533-695, 537-137, 29-634. Cable: DIDECA. Telex: 5413.

Pres.: Byron Galvez-Thompson; Gen. Mgr.: Juan Jose Pezarrossi C.; Int'l Mgr.: Blanca Avila.

Labels: (Owned) Dideca; (Licensed foreign) Ariola Int'l (Spain), Arista (USA), Asylum (USA), Atco (USA), Atlantic (USA), CR (USA), Capitol (USA), Caracol (Colombia), Codiscos (Colombia), Cotillon (USA), EMI (UK), EMI America (USA), Elektra (USA), Falcon (USA), Gamma (Mexico), Geffen (USA), Hispavox (Spain), Melody (Mexico), Mirage (USA), Motown (USA), Movieplay (Spain), Odeon (UK), Phonogram Int'l (Netherlands), Planet (USA), Polydor Int'l (Germany), Reprise (USA), Suredisco (Venezuela), United Artists (USA), WEA Int'l (USA), Warner Bros. (USA), West Side Latino (USA).

Int'l repts.: Colombia (Compania Colombiana de Discos), Mexico (Gamma)

Discos Latinoamericanos SA, see Diala.

Distribuidora Guatemalteca de Discos SA, 4 Ave. 13-25, Zone 9, Guatemala City, Tel: 31-65-64. Telex: 5171. Gen. Mgr.: Arnoldo Calvo Aparicio
Home office: Costa Rica, Indica (see for label information).
Int'l rep.: Worldwide (CBS).
 Electrodisco, 9A Avenida 7-05, Zone 1, Guatemala City, Tel: 535-405. Cable: ELDIS. Gen. Mgr.: Miguel Angel Armas. (Distributor/Importer/Exporter)
 Indica, see Distribuidora Guatemalteca
 Leo, see Casa Avelar.
 Mars Recs & Tapes, 1A Avenida 0-15, Zone 2, Guatemala City, Tel: 28-254, 535-405. Cable: MARS. Gen. Mgr.: Miguel Angel Armas.
Labels: (Owmed) Mars; (licensod) Nicolas Oliva (Argentina), Pwa (Argentina).
 Musical, Ing. M. R. Wunderlich, 13 Calle 9-62, Zone 1, Guatemala City, Tel: 29-645. Cable: MUSICAL. Telex: 5485. Pres.: Mario R. Wunderlich; Gen. Mgr. Jean G. Wunderlich; Sales Mgr.: Guillermo Tulio Gonzalez. (Importer)
 Tikal, see Casa Avelar.
 Xelaju, see Casa Avelar.

• **music publishers**

Dimasi, Editora Guatemalteca de Musica, 12 Calle 3-27, Zone 1, Guatemala City, Tel: 519-602, 29-634. Cable: DIDECA. Telex: 5413. Gen. Mgr.: Byron Galvez-Thompson; Int'l Mgr.: Blanca Avila.
 Intersong SA, See Dimasi
 Maya Musical SA, Av. de las Americas 14-15, Zone 14, Guatemala City, Tel: 681-530. Pres.: Augusto Diaz-Ouran; Gen. Mgr. Luis Estrada Roy. Rimo, see Dimasi.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores & Compositores), 14 Calle 11-42, Zone 1, Guatemala City, Tel: 84-921/251.

PLATING, PROCESSING & PRESSING PLANT

Oscos de Centroamerica SA, 12 Calle 3-27, Zone 1, Guatemala City, Tel: 519-602, 533-695, 537-137, 29-634. Cable: DIOECA. Telex: 5413. Pres.: Byron Galvez Thompson; Gen. Mgr. Juan Jose Pezzarossi C

TAPE CUSTOM DUPLICATORS

Discos de Centroamerica SA, 12 Calle 3-27, Zone 1, Guatemala City, Tel: 519-602, 533-695, 537-137, 29-634. Cable: DIOECA. Telex: 5413. Pres.: Byron Galvez Thompson; Gen. Mgr.: Juan Jose Pezzarossi C.

Audio: Cassette.
 Eslab (Laboratorio Electronico SA), Apdo. 798, Guatemala City, Tel: 880-203. Telex: 5432. Pres.: Heinz D. Schleusner; Sales Mgr.: Jorge M. Wantland. (Pkg)
Audio: Cassette.

CARTRIDGE & CASSETTE PARTS

Eslab (Laboratorio Electronico SA), Apdo. 798, Guatemala City, Tel: 880-203. Telex: 5432. Pres.: Heinz D. Schleusner; Sales Mgr.: Jorge M. Wantland.
Audio: Cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

Eslab (Laboratorio Electronico SA), Apdo. 798, Guatemala City, Tel: 880-203. Telex: 5432. Pres.: Heinz D. Schleusner; Sales Mgr.: Jorge M. Wantland.
Audio: Cassette

TAPE, BLANK LOADED & BULK RAW

Eslab (Laboratorio Electronico SA), Apdo. 798, Guatemala City, Tel: 880-203. Telex: 5432. Pres.: Heinz D. Schleusner; Sales Mgr.: Jorge M. Wantland. (AGFA, AUJODMASTER & ESLABEL audio & video lines).

• **accessories**

Electrodisco, 9A Avenida 7-05, Zone 1, Guatemala City, Tel: 535-405. Cable: ELDIS. Gen. Mgr.: Miguel Angel Armas. (Distributor/Importer/Exporter—AMPEX prods.)
 Mars Recs. & Tapes, 1A Avenida 0-15, Zone 2, Guatemala City, Tel: 28-254, 535-405. Cable: MARS. Gen. Mgr.: Miguel Angel Armas. (Importer—DUO TONE prods.)

HONG KONG

Population: 5,000,000
Rate of exchange: \$1 (US) = 5.5 Hong Kong dollars
Per capita income: \$2176.
Holidays: January 1, Chinese New Year, April 21 (Queen's Birthday), June 17 (Tuen Ng Festival), August 25 (Liberation Day), Mid-Autumn Festival, December 25, 26 & Christian holidays.

• **record & tape manufacturers / distributors / importers**

Amo Rec. Corp. (IFPI), PO Box 95170, Tsim Sha Tsui Sta., 68 Waterloo Rd., Flat A-1, Kowloon, Tel: (3) 7139847. Gen. Mgr.: Paul Leung
Labels: (Owmed) Amo, Kinder, Musa.
 Angel, see EMI.
 Archiv, see PolyGram
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 C B S/Sony Hong Kong Ltd. (IFPI), 122-124 Connaught Rd., C, 22/F, Hong Kong, Tel: (5) 457227. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir.: Peter C.H. Chiu, A&R Mgr. Tony Lee; Sales Mgr.: Angela Hon.
Labels: (Owmed) CBS/Sony; (licensod foreign) APA, ARC, Bang, Bethel, Boardwalk, Blue Horizon, Blue Sky, Caribou, Cat, Columbia, Columbia Masterworks, Dash, Drive, Epic, Full Moon, GTO, Glades, Invictus, Jet, Kalimba, KC & the Sunshine, Kirshner, Marlin, Mums, Nemperor, Neighbourhood, Ode, Odyssey, Okeh, Philadelphia Int'l, Portrait, Sunshine Sound, TK, T-Neck, Tappan Zee, Unlimited Gold, Windfall (all USA), CBS (UK, USA), CBS/Harmony (UK, USA), Epic/Sony (Japan), Shinlee (Taiwan).
 Capitol, see EMI.
 Casablanca, see PolyGram
 Columbia, see EMI

Cosdel (Hong Kong) Ltd. (IFPI), PO Box 2650, Central Post Office, Kowloon Tel: (0) 28-82 94. Cable: HKCOLTEK. Mng. Dir.: Kenneth L. Cole, T. K. Whang, Dir. & Sales Mgr. Robert Wong.
Reg'l branch: Singapore.
Labels: (Licensod foreign) Colgems, Grunt, Millennium, New York Int'l, RCA.
 Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong Tel: (5) 237845, 249534. Mng. Dir. Tung Lau.
Labels: (Owmed) Crown, Eagle, (licensod) Michelle (USA)
 D G G, see PolyGram
 Decca, see PolyGram
 Diamond, see PolyGram
 Double Up, see EMI
 EMI (Hong Kong) Ltd. (IFPI), 11 Fa Po St., Yau Yat Tsuen, Kowloon Tel: (3) 810321. Cable: EMITRON. Telex: 33512. Mng. Dir.: K.K. Wong
Labels: (Owmed) Angel, Capitol, Columbia (UK), Double Up, EMI, Encore, HMV, Harvest, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Phoenix, Regal, Regal Zonophone, Sounds Superb, Starline, Talisman, Waverley. (represented) Arista (USA), Bronze (UK), DJM (UK), Oisneyland (USA), Motown (USA), RAK (UK)

Eagle, see Crown
 Elektra, see WEA
 Encore, see EMI
 Excel Hi Fi Co., Central Bldg, Rm. 708, Pedder St., Hong Kong
Label: (Represented) Delos (USA)
 Fontana, see PolyGram
 Green House Christian Book Co., PO Box 4221, Kowloon Central PO Hong Kong
Label: (Represented) Maranatha! (USA)
 H K, see Pacific
 H M V, see EMI
 Harvest, see EMI
 Hong Kong King Yoko Ltd. (IFPI), Far East Mansion, Rm. K 17-F, 5-6 Middle Rd., Kowloon, Tel: (3) 66-89 34, 66-80-42. Cable: KINGYOKO. Gen. Mgr. Miss C.H. Koh, Sales Mgr. Kenny K.W. Mok
Labels: (Owmed) Kinster, (licensod foreign) Better Days, Demon, Electric Bird, Flying Osk, Flying Ode, Invitation, JVC, King, Seven Sea, Toho, Toshiba-EMI, Watanabe, Yupiter, Zen (all Japan), Arista House, Butterfly, CTI, Century, Kudu, Parachute (all USA).
 Hong Kong Recs. Co. Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Tokawan Kowloon Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 84640. Mng. Dir. Klaus Heymann, Gen. Mgr. John Ho, Sales Mgr.: Thomas Yeung. (Distributor for Pacific Music)
 Jones Co., 722 Tung Ying Bldg., 7th fl., 100 Nathan Rd., Kowloon (Ostrubler)
 Kan's Int'l Co. Ltd., 90A Broadway, 20th fl., MFSC, Kowloon Tel: (3) 727478.
 Kinder, see Amo
 Kinster, see Hong Kong King Yoko.
 Lee's Sound Eng'g Ltd., 145-149 Queens Rd. Central, 4th fl., Hong Kong Tel: (5) 436868. Telex: 61484. Mng. Dir. S.F. Lee
Label: (Represented) Direct Disk (USA).
 Liberty, see EMI
 Mercury, see PolyGram
 Moutrie & Co. (Hong Kong) Ltd. (IFPI), Prince's Bldg., UG20 & UG23, 5D Ice House St. Tel: (5) 239-305. Mng. Dir. Napoleon Ng; Gen. Mgr. Eilen Ng. Sales Mgr. Constance Ng.
 Musa, see Amo
 Music for Pleasure, see EMI
 Nonesuch, see WEA
 Odeon, see EMI.
 One Up, see EMI
 Pacific Music Co. Ltd. (formerly Studer-Revox (HK) Ltd.) (IFPI), Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 84640. Mng. Dir. Klaus Heymann; Gen. Mgr. John Ho; Sales Mgr. Thomas Yeung.
Labels: (Owmed) HK, (licensod foreign) Acanta (Germany), Aquarius (USA), Arcade (UK), Ariola (Germany, UK, USA), Baby (Italy), Barnaby (USA), Buddha (USA), Cameraia (Japan), Candide (USA), Carriere (France), Chrysalis (UK), Claves (Switzerland), Europa (Germany), Fantasy (USA), GRT (USA), Galaxy (USA), Hansa (Germany), Harmonia Mundi (France, Germany), Hungaroton (Hungary), Indra (Austria), Inter-cord (Germany), K-tei (UK), Konzept (Germany), Lifesong (USA), Lollipop (Germany), Marifon (USA), Maritum (USA), Milestone (USA), Moss (USA), Music Minus One (USA), Opus (Czechoslovakia), Prestige (USA), Project 3 (USA), Riverside (USA), Screenmusic (Austria), Sirocco (France), Specialty (USA), Stas (USA), Sugar Hill (USA), Telefunken (Germany), Teimak (Australia), Turnabout (USA), Virgin (UK), Vox (USA), Warwick (UK)

Parlophone, see EMI.
 Pathe, see EMI
 Philips, see PolyGram
 Phoenix, see EMI.
 Polydor, see PolyGram.
 PolyGram Recs. Ltd. (IFPI), Garley Bldg., Rm. 1503, 233-239 Nathan Rd., Kowloon Tel: (852) 3-674138-0. Cable: POLYDOR. Telex: 75884. SE Asia Reg'l Dir. Norman Cheng; Domestic Div. Mgr.: Ricky Fung; Int'l Repertory Div. Mgr. Douglas Chan; Classical Mktg. Mgr.: Peter O'Almada; Sales Mgr. Li Chi Kau
Labels: (Owmed) Archiv, Casablanca, DGG, Decca, Diamond, Fontana, Mercury, Philips, Polydor, Polystar, RSO, Vartigo, Verve; (licensod) A&M (USA), ECM (Germany), Hansa (Germany), Pablo (USA), Polar (Sweden).
 Progressive Workshop/Philip Chng, 14-C, Block 8, Nam Fung Chuen, Quarry Bay Tel: (3) 91-03-89.
Label: (Represented) Theresa (USA)
 R S D, see PolyGram.
 Regal, see EMI
 Regal Zonophone, see EMI.
 Reprise, see WEA.
 Shun Cheong Rec. Co. Ltd. (IFPI), Bank Centre, Rm. 1208/9, 636 Nathan Rd., Kowloon, Tel: (3) 853007, 322397. Cable: SHUNMARIO. Telex: 83314. Mng. Dir. & Gen. Mgr. Raymond K P Ng; Sales Mgr.: Mok Yip-Ping.
Labels: (Licensod) AVI (USA), Applause (USA), Banbridge (USA), Barclay/Egg (France), Buddha (USA), Can't Stop (USA), Claude Hopper (UK), Cream/H (USA), Everest (USA), Headfirst (USA), Jupiter (Germany), K-tei (UK), Prelude (USA), Rampage (UK), Ranwood (USA), Stiff (UK), TGO (Canada), Transatlantic (UK), Vanguard (USA), Vogue (France).

Sounds Superb, see EMI.
 Starline, see EMI
 Studer-Revox, see Pacific
 Talisman, see EMI.
 Vartigo, see PolyGram

Verve, see PolyGram
 W E A Recs. Ltd. (IFPI), Landwide Bldg., 2nd fl., 118-120 Austin Rd., Kowloon, Tel: (3) 697421. Telex: 83979. Mng. Dir. Paul Ewing
Home office: USA
Labels: (Owmed) Asylum, Atco, Atlantic, Elektra, Nonesuch Reprise, WEA, Warner Bros. (all USA), (licensod) Big Tree, Curtom, Dark Horse, Disc Reel, Embryo, Little David, Manicore, Paradise, Planet, Sire, Swan Song, Warner/Curb, Westbound, Whitehall (all USA), Island (UK)
 Warner Bros., see WEA
 Watermelon Prods., 70 Conduit Rd., Flat 1C, Hong Kong Tel: (5) 451719 (Distributor/Importer)
 Waverley, see EMI
 Zhure Sound Co., President Comm'l Center, 6th fl., Rm. 603, 602-608 Nathan Rd., Kowloon, Tel: (3) 847806. Telex: 780-38104 (Distributor/Importer)

• **music publishers**

Appl Music Publ'g (Hong Kong), 122-124 Connaught Rd., C, 22/F, Hong Kong, Tel: (5) 457447. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir. Peter C.H. Chiu.
 EMI Music Publ'g (SE Asia) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon Tel: (3) 810321. Cable: EMIMUS. Telex: 33512. Gen. Mgr. Irene Ho.
Reg'l branches: Malaysia, Singapore.
 Intersong (Hong Kong) Ltd., Garley Bldg., Rm. 1001, Nathan Rd., Kowloon Tel: (3) 674138. Cable: POLYDOR HONG KONG. Telex: 75884. Dir. Norman Cheng, Sec'y Caston Lee; Mgr. Jenny Fung.
 W E A Music Publ'g Ltd., 2/F Landwide Bldg., 118-120 Austin Rd., Kowloon Tel: (3) 697421. Telex: 83979. Dir. Paul Ewing; Gen. Mgr.: Michael Ching

• **services**

RECORD PROMOTION

Creative Workshop Ltd., 1404-1406 Korea Center, Tel: 447483, 436399, 436390. Mng. Dir.: Michael Pope.

PLATING, PROCESSING & PRESSING PLANT

C B S/Sony Hong Kong Ltd., 122-124 Connaught Rd., C, 22/F, Hong Kong, Tel: (5) 457227. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir. Peter C.H. Chiu

TAPE CUSTOM DUPLICATORS

C B S/Sony Hong Kong Ltd., 122-124 Connaught Rd., C, 22/F, Hong Kong, Tel: (5) 457227. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir. Peter C.H. Chiu
Audio: Cassette.
 Crown Rec. Co., 34A Kennedy Rd., 7th fl., Hong Kong, Tel: (5) 237845. Mng. Dir. Lau Tung.
Audio: Cassette.
 Lee's Sound Eng'g Ltd., 145-149 Queens Rd. Central, 4th fl. Tel: (5) 436868. Telex: 614841. Mng. Dir.: S.F. Lee
Audio: 8-tr., cassette, ¼" open reel.

• **supplies**

CARTRIDGE & CASSETTE PARTS

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong Tel: (5) 254527. Telex: 83583.
 Summit Magnetics Ltd., E Tat Factory Bldg., 21/F, Block A, B & O, Wong Chuk Hang, Aberdeen, Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
Audio & Video: All audiocassette & videocassette parts.
 Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong, Tel: (5) 25-45-27. Cable: MAGNETAPE. Telex: 83583. Gen. Mgr.: Mike Campbell.
Audio: ARIA, SONORAMIC Cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

Summit Magnetics Ltd., E Tat Factory Bldg., 21/F, Block A, B & O, Wong Chuk Hang, Aberdeen, Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
Audio: C-O cassettes.
Video: V-O videocassettes.
 Swire Magnetics Ltd., Box 1, General Post Office, Hong Kong, Tel: (5) 582241, 632165. Cable: SWIRECASET. Telex: 60525. Dir.: Or. David Smith; Opns. Mgr.: Jack Lee Landis.
Audio: Cassette
 Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong, Tel: (5) 25-45-27. Cable: MAGNETAPE. Telex: 83583. Gen. Mgr.: Mike Campbell.
Audio: ARIA, SONORAMIC Cassette.

TAPE, BLANK LOADED & BULK RAW

Audio Consultants Co. Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon, Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 84640. Mng. Dir.: Klaus Heymann; Gen. Mgr.: John Ho.
Audio: AGFA 2", 1" & ¼" open reel.
 Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong, Tel: (5) 237845, Mng. Dir.: Lau Tung.
Audio: Cassette.
 Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong, Tel: (5) 254527. Telex: 83583
Audio: 8-tr., cassette & open reel.
Video: ¼" EIAJ open reel.
 Inter-Cassette (Hong Kong) Ltd., Man Fong Ind'l Bldg., 13-F, Flat A, 7 Cheung Lee St., Chaiwan, Tel: (5) 572282. Cable: INCASSETTE. Telex: 85938. Pres.: Wes Le Marr; Gen. Mgr.: Terrance Ma.
Home office: USA.
Audio: SOUNDLINE cassette.
 International Video Corp., Ocean Centre, Suite 1311, Tsim Sha Tsui, Kowloon, Tel: (3) 690416, 685406. Telex: 84154.
Video: 2" & 1" professional open reel
 Jebson & Co. Ltd., Agfa-Gevaert Dept., PG Box 97, Pedder Bldg., 6th fl., Hong Kong Tel: (5) 253061. Telex: 73221, 73769
Audio: Blank—AGFA compact-cassette, open reel, raw—AGFA cassette, broadcast, studio.
Video: AGFA cassette, open reel
 Lee's Sound Eng'g Ltd., 145-149 Queens Rd. Central, 4th fl., Hong Kong, Tel: (5) 436868. Telex: 61484. Mng. Dir.: S.F. Lee
Audio: AMPEX 2", 1" & ¼" open reel, 8-tr., cassette.
Video: Blank—AMPEX 2" & 1" open reel, ¼" U-Matic cassette, ¼" VHS cassette.
 Summit Magnetics Ltd., E Tat Factory Bldg., 21/F, Block A, B & O, Wong Chuk Hang, Aberdeen, Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.

Audio: blank-SUMMITAPE cassette (1-120), raw-SUMMITAPE 1/2" cassette tape.
Video: blank-SUMMITAPE 1/2" VHS cassette: raw-SUMMITAPE 1/2" videocassette tape.
Smire Magnetics Ltd., Post Office Box 1, General Post Office, Hong Kong Tel (5) 582241, 632165 Cable Swirecaset. Telex: 60525 Dir Dr David Smith, Opns Mgr. Jack Lee Landis
Audio: blank-cassette, raw-1/2" cassette tape (in web form)
Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St. Hong Kong Tel (5) 25-45-27 Cable MAGNETAPE. Telex: 83583 Gen Mgr. Mike Campbell (Blank only)
Audio: ARIA, SONORAMIC Cassette
Video: ARIA, SONORAMIC 1/2" Beta & VHS cassette

TAPE DUPLICATING & PROCESSING EQUIPMENT

Phoenix Audio Ltd., 6/F Tung Sun Commercial Centre, 200 Lockhart Rd., Hong Kong. Tel: (5) 74-72-99 Cable, PHNIXAUDIO. Telex 65855 Mng Dirs., Paul Lloyd, Carol Lant, Gen Mgr. K K Ng.
Audio: INFONICS high speed duplicators.

• **accessories**

Audio Consultants Co. Ltd., Kai Ti Bldg., 9th fl., 58 Pak Tai St., Kowloon. Tel (3) 712-52-51. Cable: PROMUSIC Mng. Dir. Klaus Heymann, Gen Mgr John Ho.
Product: Record-record care prods (BIB, KEITH MONKS), turntable mats, Tape-head cleaners, bulk erasers, demagnetizers, leader & splicing tape (BIB, EDITALL).
Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong Tel (5) 254527. Telex: 83583
Product: Carrying & storage cases. Record-record care prods., 45 rpm adaptors, Tape-head cleaners, demagnetizers, leader & splicing tape
Inter Cassette (Hong Kong) Ltd., Man Fong Ind'l Bldg., 13 F, Flat A, 7 Cheung Lee St., Chauwan Tel (5) 572282 Cable INCASSETTE Telex 85938. Pres. Wes Le Marr; Gen. Mgr. Terrance Ma
Home office: USA
Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape
Summit Magnetics Ltd., E Tai Factory Bldg., 21/F, Block A, B & D, Wong Chuk Hang, Aberdeen. Tel (5) 535-223/449 Cable SUMMITAPE Telex 76264 Pres Lam Luk Sung, Sales Mgr C S Chan
Product: Tape-carrying & storage cases (audio & video), head cleaning cassettes (audio & video), bulk erasers (audio & video), demagnetizing cassette (audio & video), leader tape (audio)
Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong Tel (5) 25-45-27. Telex: 83583. Gen Mgr. Mike Campbell
Product: Record-carrying & storage cases, record care prods.

• **store fixtures**

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong, Tel (5) 254527 Telex 83583
Product: Divider cards
Inter Cassette (Hong Kong) Ltd., Man Fong Ind'l Bldg., 13 F, Flat A, 7 Cheung Lee St., Chauwan. Tel (5) 572282 Cable INCASSETTE Telex 85938. Pres Wes Le Marr, Gen Mgr Terrance Ma
Product: Record & tape display racks.

• **jukebox importer**

Cosdel (Hong Kong) Ltd., PO Box 2650, Central Post Office, Kowloon Tel (0) 288294 Cable HKCOLTEK Mng Dirs T K Whang, Kenneth L Cole; Dir. & Sales Mgr. Robert Wong.
Brand name: Wurlitzer (Germany)

• **promotional merchandising aids**

Creative Workshop Ltd., 1404 1406 Korea Center Tel 447483, 436399, 436390 Mng. Dir. Michael Pope
Product: Posters, t shirts, jackets, hats/caps, patches, buttons & badges.

HUNGARY

Population: 10,711,000
 Rate of exchange: \$1 (US) = 34.5 forints
 Per capita income: \$1,596
 Holidays: January 1, Easter Monday, April 4 (Liberation Day), November 7 (Russian October Revolution Day), December 25

RECORDS:
Record sales certification awards: Gold LP-50,000 units (classical), 100,000 (pop)
Records sold domestically including imports (retail value): LP's 1981-6,478,000 units, \$16,070,000; 1980-5,868,000 units, \$23,652,173. EP's & Singles 1981-1,333,000 units, \$1,691,000, 1980-1,243,000 units, \$1,565,217
Records imported from USA (factory value-CIF): 1981-1,680 units, \$1,234
Records exported to USA (factory value-FOB): 1981-45,400 units, \$94,200; 1980-83,523 units, \$130,916
Records imported from countries other than USA (factory value-CIF): 1981-962,000 units, \$4,296,000; 1980-1,792,271 units, \$3,761,940
Records exported to countries other than USA (factory value-FOB): 1981-1,207,000 units, \$2,650,000; 1980-1,344,407 units, \$2,710,039
Average retail price per record: LP's-\$2.13-\$2.72, Singles-\$1.00
Discounting: Rare.
Type of distribution: The Hungarian Rec. Co. has its own wholesale organization. It also has shops in Budapest and other towns, there are still other shops that are under the management of the Bookstores Co. Some privately owned record shops are serviced by the Hungarian Rec. Co. wholesale department and by private mail parcels sent by individuals from foreign countries or brought into Hungary by tourists after the custom duty has been paid.
Type of promotion: There is no commercial promotion except for advertisements of the Hungarian Rec. Co. in daily and weekly newspapers. There also is some advertising in foreign language dailies like "Neueste Nachrichten" and "Daily News" and the weekly "Budapester Rundschau". Radio and television play all kinds of Hungarian and foreign music, with

some programs having listener requests. Certain magazines feature "hit parades" based on voting letters submitted by readers. Hungarian Radio and "Ifjusagi Magazine" (Youth Magazine) employ a similar methodology that is not based on real sales.

Jukeboxes: 500

TAPE:

Market: Audio-There is no market for 8-track and open reel, cassette, the dominant configuration, is handled by the wholesale department of the Hungarian Rec. Co. and is sold by the same outlets that sell records
Video-Pre-recorded video imports are nonexistent. The number of visual devices is insignificant. The Videotex television and computer factory is starting to manufacture a video recorder in cooperation with Grundig of the German Federal Republic (West)

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981-765,000 units, \$2,180,000; 1980-553,000 units, \$3,043,078

Pre-recorded tape exported to USA (factory value-FOB): 1981-2,200 units, \$4,500; 1980-3,424 units, \$6883

Pre-recorded tape imported from countries other than USA (factory value-CIF): 1981-54,000 units, \$112,000, 1980-24,025 units, \$50,469

Pre-recorded tape exported to countries other than USA (factory value-FOB): 1981-762,000 units, \$1,600,000; 1980-17,576 units, \$36,909

CONSUMER ELECTRONICS:

Number of homes with: Radios-3,500,000; television sets-2,806,000 (20% color); phonographs-500,000; audio tape recorders-500,000, video tape recorders-minimal

RADIO STATIONS

No of AM 2; No of FM 26 (all government)
Comment: In general, music is prerecorded and is transcribed onto tapes. There also are a number of live performances of serious, light and folk (gypsy) music programs. Opera performances emanate live from the Erkel Theatre. Operas from other locations and musicals are also featured as are complete hours of pop and rock music by well known Hungarian groups and singers.

TELEVISION STATIONS:

No of government channels 12; 80% color (SECAM)
Comment: Children's programs are usually shown before noon or in the early afternoon. Other shows include pop and serious programs, portraits of important artists, scientists and politicians as well as serious and light/pop and rock programs that are either live or pre-recorded. Sport mgmt events are also telecast. There are three daily one-half hour news-reels. Advertisements are accepted but they are not shown within the programs but in short, special segments

IMPORT/EXPORT REGULATIONS:

Record importing and exporting is done through Hungarian Export Import, a joint division of Kultura and the Hungarian Rec. Co. Tourists can import up to ten albums or prerecorded tapes. Records sent in postal parcels are limited in quantity to five and a 300 forint (\$9) custom duty must be paid. Tourists can also import recording devices and the already mentioned ten albums up to a combined inland value of 5000 forints (about \$150) on a duty free basis. If the value is between 5000 and 10,000 forints, there is a custom duty of 40% of the inland value. If the value exceeds 10,000 forints, a special import permit from the National Bank is required. This does not apply to foreign tourists, however, but a custom duty of 40% above the 5000 forints value must be paid in hard currency

MARKET ANALYSIS

Over seven million records are produced in Hungary, which is close to the peak capacity of the Hungarian Rec. Co. This company's recording studios are in need of expansion, and several studio constructions are being planned. The studios of the Hungarian Filmindustry and Hungarian Radio are at capacity. Expansion of the pressing plant is also under consideration as the demand in Hungary is increasing at a healthy rate. Home taping is very much evident but the quality of these tapes is poor because they are recorded predominantly on cheap cassette recorders. Many higher quality units, however, are being imported in increasing quantities. **Paul Gyongy**

• **record & tape manufacturers / distributors / Importers**

Hungarian Rec. Co. (IFPI), Vorosmary ter 1, 1051 Budapest V. Tel 176-222 Cable: QUALITON. Telex 22-6504 Mng Dir. Jenő Bors.
Labels: (Owned) Hungaroton, Krem, Pepta, Qualiton, Start; (Licensed) CBS, Decca, Phonogram (Netherlands), PolyGram (Germany)
Int'l rep.: (See Hungaroton Export-Import)
Hungaroton Export-Import (joint div. of Kultura Foreign Trade Co. & Hungarian Rec. Co.), Vorosmary ter 1, 1051 Budapest V. Tel 176-222 Cable: QUALITON. Telex: 22-6504, Gen. Mgr. Jenő Bors, Dir. Gyula Karasz. Export/Import Mgrs.: Marta Wiszkidenszky, Zsuzsa Kanizsai, Pal Bouchal (Distributor/Importer/Exporter).
Labels: (See Hungarian Rec. Co.)
Int'l rep.: Belgium (Baltic, France (Disc'AZ), Germany (Disco Center), Japan (King), Netherlands (Sound Prods.), Spain (Hispanovox), Switzerland (Sade), UK (Parnote), USA (Qualiton).
Krem, see Hungarian Rec.
Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62 Tel 388-511 Telex: 22-4441
Int'l rep.: (See Hungaroton Export-Import)
Pepta, see Hungarian Rec.
Qualiton, see Hungarian Rec.
Start, see Hungarian Rec.

• **music publishers**

Editio Musica Budapest, Vorosmary ter 1, H-1051 Budapest. Tel: 184-228
Cable: EDITIOMUSICA. Telex: 225500. Mng. Dir.: Laszlo Sarlos
Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: 388-511 Telex: 22-4441.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Budapesti Zenei Versenyek es Fesztivalok Irodaja (Budapest Office of Music Competitions & Festivals, Office of Bartok Seminar), PO Box 80, Vorosmary ter 1, H-1366 Budapest V. Tel. 179-910 Cable: FESTIVAL-BURO. Dir.: Peter Gorgo.
Institute for Musicology of the Hungarian Academy of Sciences (including Bartok Archives & Museum of History of Music), PO Box 28, H-1250 Budapest 1. Tel: 161-522/208. Dir.: Prof. Zoltan Falvy

Interconcert (International Concert Mgmt.), Vorosmary ter 1, H-1368 Budapest V. Tel: 176-222 Cable: INTERKONCERT. Press Officer: Karoly Sailer
Magyar Nephoztarsasag Muzsvezeti Alapja (Art Foundation of the Hungarian Peoples Republic), Balthori utca 10, Budapest V. Chief Musical Section Vice Dir. Paul Gyongy
Magyar Zenemuzsaszek Szovetsege (Association of Hungarian Musicians), PO Box 47, H-1364 Budapest Tel 184-243. Cable: MUSICUNION Secy Gen Istvan Lang
Mahur (Compagnie Hongroise de Publicite), Kozraktar U-6-8, H-1093 Budapest Tel 18 04 30 Organizer: Laszlo Bartos
O R I (Orszagos Rendezo Iroda-Hungarian Nat'l Mgmt. of Light Music), Vorosmary ter 1, H-1815 Budapest Tel 176-353 Telex 224121 Gen Mgr Gyorgy Bali
Union of Hungarian Musicians, Gorkij fasor 38, Budapest VI Tel 211 120
Cable: MUDOSZ

LICENSING ORGANIZATIONS, MUSIC

Artisjus (Bureau Hongrois pour la Protection des Droits d'Auteur), Vorosmary ter 1, H-1051 Budapest Tel (0361) 176-222, 184-629 Gen Mgr.: Mihaly Ficsor, Dir. & Musical Agency Head Vera Acs (Mechanical & performing rights)

• **supplies**

ENVELOPES & MAILERS JACKETS & SLEEVES

Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62 Tel 388 511 Telex 22-4441

ICELAND

Population: 229,500
 Rate of exchange: \$1 (US) = 16 krona
 Per capita income: \$7,018
 Holidays: January 1, Holy Thursday, Good Friday, Easter Monday, May 1 (Larbor Day), May 15 (Ascension Day), May 26 (Whit Monday), June 17 (National Day), December 25, 26 (Boxing Day).

• **record & tape manufacturers / distributors / Importers**

Boka og Bladautgafan, Hatun 2, 105 Reykjavik. Tel: (91) 2 07 35. Mgr.: Gudni Einarsson.
Labels: (Owned) Blada og Bokautgafan.
Falkinn Ltd. (IFPI), Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.
Labels: (Owned) Falkinn, (Licensed foreign) Ariola (Germany), Arista (USA), Barclay (France), Capitol (USA), DJM (UK), Delphine (France), EMI (UK), Island (UK), Liberty-United Artists (USA), PolyGram (Germany, Netherlands), RSO (USA), Vogue (France).
Geimsteinn HF, Skolavag 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Gudmundsson; Ass't Mgr.: Pórr Baldursson.
R. Gudmundsson, PO Box 1143, Skolavorustig 42, 101 Reykjavik.
Hjodfaerahus Reykjavikur HF., Laugaveg 96, Reykjavik. Tel: (91) 1 36 56. (Importer)
Hljomplouelutgafan HF Icelandic Recs & Music Inc., Laugavegur 33, 101 Reykjavik. Tel: (91) 29544. Chm. & Dir.: Jon Olafsson. Prod'r: Magnus Kjartansson.
Iceland Music Information Center, Freyjugata 1, Reykjavik. Tel: 42037. Gen. Mgr.: Thorleif Sigurbjornsson.
Labels: Bis (Sweden), CP: (USA), Cap (Sweden), ITM.
Int'l rep.: UK (Gramophone Exchange).
I T M, see Iceland Music Information Center.
Radio Budin HF, Kflappargstg 26, Reykjavik, (Distributor/Importer)
Stal Ltd. (IFPI), Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

• **music publishers**

Geimsteinn HF (STEF), Skolavag 12, 230 Keflavik. Tel: (92) 27 17. Pres.: G. Runar Juliusson.
Icelandic Music Inc., Laugavegur 33, 101 Reykjavik. Tel: (91) 29544. Telex: 2187. Chm. & Dir.: Jon Olafsson.
Iceland Music Information Center, Freyjugata 1, Reykjavik. Tel: 42037. Gen. Mgr.: Thorleif Sigurbjornsson.
Islandia Ed., PO Box 978, Reykjavik. Tel: 21185
Musica Islandica, see Iceland Music Information Center.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Iceland Div. of Int'l Federation of the Phonographic Inds. (IFPI), Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70.
Icelandic Composers Society (Tonaskaldafelag Islands), Laufasvegur 40, Reykjavik. Tel: (91) 1 61 73.
Iceland Music Information Center, PO Box 978, Freyjugata 1, Reykjavik. Tel: 4 20 37.
Society of Icelandic Musical Artists (Fetlag islenzka tonlistarmanna), Skolagerdi 47, Kopavogi. Tel: 4 17 40.

CATALOG SERVICES

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

LICENSING ORGANIZATION, MUSIC

S T E F (Samband Tonaskalda og Eigenda Flutningsrettar), Laufasvegur 40, Reykjavik.

TAPE CUSTOM DUPLICATORS

Geimsteinn HF, Skolavag 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Juliusson; Ass't Mgr.: Pórr Baldursson.
Audio: Cassette.

• **supplies**

TAPE, BLANK LOAEOE

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

• **accessories**

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

Product: Record—record care prods., 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
E. Farestveit & Co. H.S., Bergstadstret 10, Reykjavik Tel 21565.
Product: PICKERING needles.

• **store fixtures**

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik Tel (91) 8 46 70. Telex: 2078. Mng. Dir.: Dahur Haraldsson.
Product: Record & tape browser boxes, record display racks, record divider cards.

INDIA

Population: 683,810,000.
 Rate of exchange: \$1 (US) = 8.47 rupees.
 Per capita income: \$202.
Holidays: January 1, January 26 (Republic Day), August 15 (Independence Day), October 2 (Mahatma Gandhi's Birthday), December 25.

• **record & tape manufacturers / distributors / importers**

Angel, see The Gramophone Co.
 Capitol, see The Gramophone Co.
 Columbia, see The Gramophone Co.
 Electroband (India) Pvt. Ltd., 162/69, Lake Gardens, Calcutta 700045. Tel: (42) 42-3175. Mng. Dir.: Sankar Biswas; Dir.: Krishna Biswas. (Cas-ettes)
 Fontana, see Music India.
 The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431/4163. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique; Nat'l A&R & Gen. Mgr.: V.K. Dubey; Mktg & Promo. Mgr.: P.K. Banerjee; Export Mgr.: G. Vijayakumar; Recg, Copyright & Royalties Mgr.: T.P. Roy Choudhury. **Local branch:** 2 Ripon St. Branches: Bombay, Calcutta, Delhi, Gauhati, Kanpur, Madras.
Labels: (Owned) Angel, Capitol, Columbia, HMV, Deon, Regal, (Licensed) A&M (USA), Bronze (UK), Decca (UK), Island (UK), Motown (USA), Pye (UK), RCA (USA), United Artists (USA), WEA (USA).

H M V, see The Gramophone Co.
 Karussel, see Music India.
 M G M, see Music India.
 Mercury, see Music India.
 Music India Ltd. (IFPI), 16/2 Sterling Centre, Dr. Annie Besant Rd., Worli, Bombay 400 018. Tel: 899027. Cable: MUSICINDIA. Telex: 0115913. Exec. Chm.: Shashi Patel; Mktg. & Sales Mgr.: V.J. Lazarus.
Labels: (Owned) Fontana, Karussel, MGM, Mercury, Music India, Philips, Polydor, Soundtrack, Vertigo, Verve, (Licensed) Capricorn, Casablanca, Dreamland, RSO (all USA).
 Deon, see The Gramophone Co.
 Philips, see Music India.
 Polydor, see Music India.
 Regal, see The Gramophone Co.
 Soundtrack, see Music India.
 Vertigo, see Polydor.
 Verve, see Music India.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Madras Musical Ass'n, PO Box 1412, 53 Sir Thyagaraya Rd., T. Nagar, Madras 600017.

PLATING, PROCESSING & PRESSING PLANT

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique.

**TAPE CUSTOM DUPLICATORS
 TAPE PACKAGING & LABELING**

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PIG)" which appears after the main body of their respective listings.

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique.

Audio: 8-tr., cassette.
 Susmit Sangita Intermagnetics Private Ltd., Gyanco Bldg., Main Rd., Ranchi 834001. Tel: 25213. Cable: CASET. Telex: 0625203. Pres.: R.G. Poddar; Sales Dir.: N. Modi. (PIG—audio only)
Audio: Cassette.

• **supplies**

CARTRIDGE & CASSETTE PARTS

Vimal Ents. Private Ltd., 64 Industrial Area, Umbergaon, Gujarat 396171. Tel: 272 473. Cable: VIMALTAPE. Pres.: H.N. Ganatra; Sales Mgr.: D. Patel.
Audio: YDGESH cassette

EMPTY CARTRIDGES, CASSETTES & REELS

Vimal Ents. Private Ltd., 64 Industrial Area, Umbergaon, Gujarat 396171. Tel: 272 473. Cable: VIMALTAPE. Pres.: H.N. Ganatra; Sales Mgr.: D. Patel.
Audio: VIMALTAPE, YDGESH cassettes, reels.

TAPE, BLANK LOADED & BULK RAW

B A S F India Ltd., PO Box 19108, Maybaker House, Sudam Kalu Ahire Marg, Bombay 400025. Tel: 463-703. Cable: BASFINDIA. Telex: (011) 2538, 6223. Sales Mgr.: H. E. Kizelbush.
Audio & Video: Cassette, open reel.
 Electroband (India) Pvt. Ltd., 162/69 Lake Gardens, Calcutta 700045. Mng. Dir.: Sankar Biswas; Dir.: Krishna Biswas. (Blank only)
 Susmit Sangita Intermagnetics Private Ltd., Gyanco Bldg., Main Rd., Ranchi 834001. Tel: 25213. Cable: CASET. Telex: 0625203. Pres.: R.G. Poddar; Sales Dir.: N. Modi.
Audio: Blank—cassette; raw—4" cassette.

Vimal Ents. Private Ltd., 64 Industrial Area, Umbergaon, Gujarat 396171. Tel: 272 473. Cable: VIMALTAPE. Pres.: H.N. Ganatra; Sales Mgr.: D. Patel.
Audio: VIMALTAPE, YDGESH blank—4" open reel, cassette; raw—4", 4" cassette
Video: Blank—4" VHS cassette.

• **accessories**

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431/4163. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique.
Product: Record—replacement styli.
 Susmit Sangita Intermagnetics Private Ltd., Gyanco Bldg., Main Rd., Ranchi 834001. Tel: 25213. Cable: CASET. Telex: 0625203. Pres.: R.G. Poddar; Sales Dir.: N. Modi.
Product: Tape—leader tape (Audio)

IRELAND

Population: 3,440,217
 Rate of exchange: \$1 4745 (US) = 1 pound
 Per capita income: \$2975.
Holidays: January 1, March 17 (St. Patrick's Day), Good Friday, Easter Monday, First Mondays in June & August, Last Monday in October, December 25, 26.

RECORDS:

Record sales certification awards: Silver single—20,000 units gold single—35,000 units, platinum single—50,000 units. Silver LP—15,000 units, gold LP—25,000 units, platinum LP—50,000 units.
Average retail price per record: LP's \$7.37; EP's—\$2.95; singles \$2.21
TV merchandising: 12%
Record club sales: Minimal
Type of distribution: Manufacturer-to-wholesaler-to-retailer predominates.
Type of promotion: RTE Television's "The Late, Late Show" is probably the best outlet for promoting records. RTE's Radio 1 and 2 are important outlets, as are a small percentage of the forty or so pirate radio stations nationwide. Newspapers and magazines give regular exposure to new records.

TAPE:

Market: Audio—Cassettes dominate the market, with steadily rising sales, though home taping is a major problem. Video—Feature movies are vastly more popular than music. Illegal copying is costing the industry vast sums. VHS has about a 2:1 lead in format share.
Average retail price per tape: Cassette—\$7.47

RADIO STATIONS:

No. of government 2.
Comment: Radio 1 offers an across-the-board mix of in-depth news, current affairs, sports, light entertainment, classical music and drama. Radio 2 is RTE's pop channel, covering the entire musical spectrum

TELEVISION STATIONS:

No. of channels: 2 government, 100% color (PAL).
Comment: Both channels provide general coverage with a mixture of Irish and international content.

IMPORT/EXPORT REGULATIONS:

There is a 40% duty on records, plus an 18% VAT on retail sales. Both blank and pre-recorded tape are assessed a VAT of 30%.

MARKET ANALYSIS:

UK chart entries by the Fureys and Davey Arthur ("When You Were Sweet Sixteen"), Foster & Allen ("Bunch Of Thyme") and U2 ("Gloria") have resulted in greater interest abroad in Irish artists. The first album by the progressive folk band Moving Hearts brought new vitality to the local scene. With audio and video piracy rampant, there were concerted efforts to bring offenders to court but the success rate has been disappointing. Three distributors went out of business. Diminished sales were brought on by the general recession. Participation in MIDEEM continued to build recognition for Ireland as a separate territory. **Ken Stewart**

• **record & tape manufacturers / distributors / importers**

Avoca Musical Inds. Inc., Upper Market St., Ennis, County Clare, Tel Ennis 21644. Dir.: Sylvester Keane.
Int'l branch: Avoca.
Labels: (Owned) Avoca, Blarney Castle, IMI.
 Bandbox Ltd., 3 Lower Mount St., Dublin. Tel: (01) 688-393.
 Blarney Castle, see Avoca.
 C B S Recs. (IFPI), 111 Cork St., Dublin 8. Tel: 780-133. Telex: 5724. Chief Exec.: David E. Duke; Mktg. Mgr.: William Kavanagh; Sales Mgr.: Maurice Byrne.
Labels: (Owned) CBS, Epic, Portrait
 C M R Ltd. (IFPI), Church St., Castlepollard Co. Westmeath. Tel: Dublin 774229. Castlepollard 61176. Gen. Mgr. & Dir.: Donnie Cassidy
 Capitol, see EMI.
 Carlton Prod's Ltd., John F. Kennedy Dr., Dublin 12. Tel: (01) 505-773. Telex: 30544. Chief Exec.: Robert McGrattan; Gen. Mgr.: Patrick Trundle
 Chart Recs. Ltd., IMS House, 5-6 Lombard St. E., Dublin. Tel: (01) 713-426, 779-914. Chief Exec. & Sales Mgr.: Peter D'Berne; Gen. Mgr.: Noel Cu sack, Secy: Mary D'Berne (Distributor)
 Checker Recs. Ltd., IMS House, 5 Lombard St., Dublin 2
 Chyme Music Ltd. (IFPI), John F. Kennedy Dr., Dublin 12. Tel: 505-773. Telex: 30544. Chief Exec.: Robert McGrattan, Gen. Mgr.: Patrick Trundle
 Claddagh Recs. Ltd. (IFPI), Dame House, Dame St., Dublin 2. Tel: (01) 778-034/943. Chm.: Gareth Browne, Gen. Mgr.: Annie Henry, Sales Mgr.: Kathy Marsh.
Labels: (Owned) Claddagh, Phaeton
Int'l reps: (Licensees) Europe (Polydor, Sound Prods.), Canada (Attic), Italy (Ricordi), USA (CBS, Shanachie), (distributors) France (Keltia), UK (Jazz Servs., The Other Labels)
 Classics for Pleasure, see EMI
 Columbia, see EMI
 Comhaltas, see Hawk
 Crashed Ltd., 23 Donaghmede Centre, Donaghmede, Dublin 13. Tel: (01) 474-899. Chief Exec.: Paul Egan

Labels: Crashed, Palmas.
 Decca, see PolyGram.
 Demesne Rec. Co. Ltd. (IFPI), 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. Chm.: John M. Walsh; Mng. Dir. & Gen. Mgr.: Patrick D'Neil; Dir. & Sales Mgr.: Anthony McEvoy. (Distributor/Importer)
Label: (Licensed) Pickwick (UK).
 Derry, see Homespun.
 Dirty Nellys, see Dolphin.
 Dolphin Traders Ltd. (IFPI), 97-A Talbot St., Dublin 1. Tel: 777-788. Chm. & Dir.: Joseph P. D'Reilly; Dir. & Gen. Mgr.: Brian J. Barker.
Labels: (Owned) Dirty Nellys, Dolphin, Spire, Triskel.
Int'l reps: Canada (Boot), France (Nevez Diffusion), UK (Outlet in Northern Ireland), USA (Release).
 Double Up, see EMI.
 E M I (Ireland) Ltd. (IFPI), Dublin Ind'l Estate, 130 Stanley Rd., Finglas, Dublin 11. Tel: (01) 309-077. Cable: EMITROM. Telex: 24535. Mng. Dir.: Terry D'Rourke; Mktg. Dir.: Freddie Middleton.
Labels: (Owned) Capitol, Classics for Pleasure, Columbia, Double Up, EMI, EMI America, EMI Int'l, HMV, Harvest, Liberty-United, Music for Pleasure, One Up, Parlophone, Sovereign, Starline, Stateside, Sunset, Talsman, Waverley, World, Zonophone; (Licensed) RAK.
 Epic, see CBS.
 Evergreen, see Release.
 Gael-Linn, 26/27 Merrion Sq., Dublin 2. Tel: (01) 767-283. Chm. & Mng. Dir.: Dr. D. Moran; Sales Mgr.: Bernard Harris.
 Glen, see Homespun.
 H M V, see EMI.
 Harvest, see EMI.
 Hawk Recs. (IFPI), IMS House, 5/6 Lombard St., Dublin 2. Tel: (01) 774-229/220, 779-762. Mng. Dir.: Brian Molloy; Gen. Mgr.: Marcus Connaughton.
Labels: Comhaltas, Hawk, Immediate, Lunar, Misty, Nems, Opal, Puck, Ram, Stop, Target.
Int'l rep.: Canada (Boot).
 Tommy Hayden Ents., 12 Pembroke Rd., Ballsbridge, Dublin. Tel: (01) 789-606/237/571, 600-527
 Homespun Rec. Co. Ltd., 13 A/B Conyngham Rd., Dublin 8. Tel: (01) 714-688/879. Mng. Dir.: William McBurney; Gen. Mgr.: Martin McBurney, Sales Mgr.: Kevin Kieley.
Labels: (Owned) Homespun; (Licensed) Derry, Glen, Horslips, Outlet Horslips, see Homespun.
 I M I, see Avoca.
 Immediate, see Hawk.
 Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel: (01) 779-046, 720-498, 723-364. Gen. Mgr.: Gerry D'Byrne; Sales Mgr.: Peter D'Berne (Distributor)
 K Tel Int'l (Ireland) Ltd., 31 Ballsbridge Terr., Dublin 4. Tel: (01) 601-944. Telex: 24263. Mng. Dir.: Brendan Harvey.
Home office: USA
 Kick, see Meglo.
 Liberty-United, see EMI.
 Lwra Recs. Ltd., 11 Capel St., Dublin 1. Tel: 748-169/792. Dir.: Gerald Davis.
 Lunar, see Hawk
 M P I Recs., 39 Serpentine Ave., Dublin 4. Telex: 683638. Mng. Dir.: Philip Green.
 Meglo Recs. Ltd. (IFPI), 24 Upper Fitzwilliam St., Dublin 2. Tel: (01) 681-298/065. Cable: MEGLD. Telex: 33268. Mng. Dir.: Patrick Dunne, Sales Mgr.: Michael Dunne.
Labels: (Owned) Kick, Meglo; (Licensed) WBE (Australia).
Int'l reps: Northern Ireland (Symphyla), UK (Spartan).
 Menlo-Int'l Recs., Ballincurra, Limerick, Tel: Limerick 47375
 Misty, see Hawk.
 Mulligan Music Ltd., 101 Templeogue Rd., Dublin 6. Tel: (01) 905-133. Music for Pleasure, see EMI.
 Nems, see Hawk.
 Official Recs., Lettercollum House, Trimoleague, Bandon County Cork
Home Office: USA
 Olympic Recs., 28 Gardiner Pl., Dublin. Tel: (01) 745-545
 One Up, see EMI
 Opal, see Hawk
 Outlet, see Homespun
 Palmas, see Crashed
 Parlophone, see EMI.
 Phaeton, see Claddagh
 Phonogram, see PolyGram.
 Pickwick Recs. Ltd. (IFPI), 70 Dublin Ind'l Estate, Finglas, Dublin 11. Tel: (01) 308-511. Telex: 32992. Gen. Mgr.: Shay Hennessy; Sales Mgr.: Rory Golden. (Distributor)
 Plasmas Recs., 106/107 Middle Abbey St., Dublin 1. Tel: (01) 747-235. Gen. Mgr.: Sheila Butterfly
 Polydor, see PolyGram
 PolyGram Recs. Ltd. (IFPI), John F. Kennedy Rd., Dublin 12. Tel: (01) 508-256. Telex: 30434. Mng. Dir.: John J. Woods; Sales Mgr.: Jim Morrissey
Labels: (Owned) Decca group, Phonogram group, Polydor group, (Licensed foreign) Chrysalis group, PRT group (both UK).
 Portrait, see CBS
 Puck, see Hawk
 Quartz Recs., 20 Shelmartin Dr., Sutton, Dublin 13. Tel: (01) 325-437. Mng. Dir.: Jerry Hughes, Gen. Mgr.: Pete St. John.
 R C I, see The Record Company of Ireland.
 Ram, see Hawk.
 The Record Company of Ireland, 66 Dartmouth Square, Dublin 6. Tel: (01) 689-366/613. Chief Exec.: Jim Sive; Gen. Mgr.: Angela Caffrey, Sales Mgr.: Sandra Clarke
 Release Recs. Ltd. (IFPI), 5/6 Lombard St., Dublin 2. Tel: (01) 779-046/244. Mng. Dir.: Michael Clerkin; Gen. Mgr.: Michael D'Riordan
Int'l branch: USA
Labels: (Owned) Evergreen, Release, Ritz, Solo
Int'l reps: Netherlands (Sound Prods.) UK (I & B. Spartan), USA (Release).
 Ritz, see Release
 Solo, see Release
 Sovereign, see EMI.
 Spinder Recs. Ltd., 12 Pembroke Rd., Dublin 4. Tel: (01) 789-599/606-600. 527. Dirs.: Tony Byrne, Louis Walsh, Tommy Hayden
 Spin Recs. Ltd., Bree, Castleblayney, Monaghan. Tel: (042) 31822. Mng. Dir.: Kevin Ward.
Label: (Owned) Top Spin
Int'l reps: Netherlands (Sound Prods.), Scandinavia (Calle Nielson Randers), UK (England—I&B; Northern Ireland—Outlet, Scotland—Clyde Factors, Ross)
 Spire, see Dolphin

Starline, see EMI
 Stateside, see EMI
 Stop, see Hawk
 Sunset, see EMI
 Talsman, see EMI
 Tara Ent's. Ltd., 5 Tara St., Dublin 2. Tel: (01) 776-921, 771-650. Telex 32618. Mng. Dir. John Cook.
Labels: (Owned) Tara.
Int'l reps: France (Keltia), Germany (Eulenspiegel), Italy (IRD), Netherlands (Sound Prods.), Norway (SAM), Sweden (SAM), UK (Relay). USA (Shanachie)
 Target, see Hawk
 Top Spin, see Spin
 Triskel, see Dolphin
 W E A Recs (Ireland) Ltd (IFPI), Dublin Ind'l Estate, 130 Stanley Rd., Finglas, Dublin 11 Tel (01) 309-069 Telex. 24535. Gen Mgr Clive Hudson, Promo & A&R Chris Roche; Sales Mgr. Brian Wynne
 Waltons Music Ltd., 25 N. Frederick St., Dublin. Tel (01) 747-805
 Waverley, see EMI
 World, see EMI
 Zonophone, see EMI

• music publishers

Bandbox Ltd., 3 Lower Mount St., Dublin. Tel: (01) 688 393
 Bardis Music Ltd., 2 Carlton Terr., Novara Rd., Bray, Co Wicklow Tel (01) 862 074, 867-802 Mng. Dir. Peter Bardon.
 Castle Music, Church St., Castletopland, Co. Westmeath Tel Dublin 774229.
 Castletopland 61176. Chief Exec. Donie Cassidy
 Celtic Songs, 97A Talbot St., Dublin 1. Tel 777-788 Mng. Dir. Brian J. Barker; Gen. Mgr. Maureen McNamee
 Crashed Music, 23 Donaghmede Centre, Donaghmede, Dublin 13 Tel (01) 474 899 Chief Exec.: Paul Egan
 Dark Fox Music, 106/107 Middle Abbey St., Dublin 1 Tel (01) 747-235 Mng. Dir. Johnny Lappin
 Emitune, Dublin Ind'l Estate, 130 Stanley Rd., Finglas, Dublin 11 Tel 309-077 Cable EMITRON Telex: 24535. Mng. Dir. Terry O'Rourke, Mktg. Dir. Freddie Middleton.
 Emma Music Ltd., 5/6 Lombard St., Dublin 2. Tel (01) 779-046/244 Mng. Dir.: Michael Clerkin, Gen. Mgr.: Michael O'Riordan; Prof. Mgr. Billy Brown
 Frontier Music, see Emma
 Green Grass Music (MCPS, PRS), 11 Oak House, Serpentine Ave., Dublin 4. Tel 774 229
 McCullough Pigott Ltd., 11/13 Suffolk St., Dublin 2 Tel (01) 773-138/161
 Meglio Music Ltd (MCPS), 24 Upper Fitzwilliam St., Dublin 2 Tel (01) 681 298/065, 941 536 Cable: MEGLD. Telex: 33268. Mng. Dir. Patrick Dunne
 Mild Music, 5 Tara St., Dublin 2 Tel (01) 776-921, 771-650. Telex 32618 Mng. Dir. John Cook
 Music Publ'rs of Ireland, 35 Westland Row, Dublin. Tel (01) 762-024.
 Plamas Music, see Crashed
 Raglan Music, John F. Kennedy Rd., Dublin 12. Tel (01) 508-256 Telex. 30434 Mng. Dir.: John J. Woods
 Regina Music, 9/10 Hanover St. E., Dublin 2 Tel: (01) 784-755 Gen. Mgr.: Michael H. Geoghegan, Promo. Mgr.: Phyl Milton
 Rosette Music, see Emma
 Saint Music, 20 Shielmartin Dr., Sutton, Dublin 13. Tel: (01) 325-437 Mng. Dir. Pete St. John, Gen. Mgr.: Jerry Hughes.
 Salty Ann Songs, 20 Sheilmartin Dr., Sutton, Dublin 13 Tel (01) 325-437 Mng. Dir. Jerry Hughes, Gen. Mgr.: John Cook.
 Soodlum Music Co., 153 Downpatrick Rd., Crumlin, Dublin 12
 Spider Music Ltd., 12 Pembroke Rd., Dublin 4 Tel: (01) 789-237/371.
 Squirrel Music, IMS House, 3 Lombard St., Dublin 2. Tel. (01) 774-229, 779 762 Mng. Dir. Brian Molloy; Gen. Mgr.: Marcus Connaughton.
 Swing Music, 56 Moore St., Dublin 1. Tel: (01) 729-998. Gen. Mgr.: Marcus Connaughton
 Three Two Music Ltd., 26 Bigger Rd., Dublin 12 Tel (01) 501 139 Gen. Mgr. John McBrean
 Verno Ltd (MCPS, PRS), 7 Cowper Dr., Dublin 6. Tel (01) 913-722 Mng. Dir. Bill Whelan
 Waltons Music Ltd., 25 N. Frederick St., Dublin. Tel (01) 747-805
 Woodtown Music Publ'ns Ltd., Woodtown Manor, Rathfarnham, Dublin 16. Tel (01) 778 034 Chm. Garech Browne; Sec'y: Jane Bolton

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 The Arts Council, 70 Merrion Square, Dublin 2. Tel (01) 764-685. Dir.: C. O'Brien.
 International Songwriters Ass'n Ltd., Raheen, Limerick City. Tel: (061) 28837 Chm. James D. Liddane
 Irish Ballrooms & Bands Ass'n, 62 Catherine St., Limerick. Tel 49678. Mgr. Edna O'Riordan
 Irish Federation of Musicians & Assoc'd Professions, 63 Lower Gardiner St., Dublin 1. Tel (001) 744-645
 Irish Music Inds., 15 Herbert St., Dublin 2. Tel: 766-940. Gen. Mgr. Michael O'Riordan
 Irish Nat'l Group of IFPI, c/o Gael-Linn Recs., 26 Merrion Sq., Dublin 2 Tel (01) 767 283
 R I M P A (Republic of Ireland Music Publ'rs Ass'n), 15 Herbert St., Dublin 2 Tel (01) 766 940 Pres. Michael O'Riordan; VP: P. Bardon, Sec'y Johnny Lappin
 Republic Of Ireland Music Publ'rs Ass'n, see RIMPA

LICENSING ORGANIZATIONS, MUSIC
 M C P S (Mechanical-Copyright Protection Society) Ltd., 15 Herbert St., Dublin 2 Tel 766-940/996 Gen. Mgr.: Brian O'Brien
 P R S (Performing Right Society) Ltd., 15 Herbert St., Dublin 2 Tel: 767 388, 761-181 Mgr. Pat Condon.

PLATING, PROCESSING & PRESSING PLANTS
 Carlton Prod'ns Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505 773 Cable: DISCXTAPE. Telex: 30544 Mng. Dir.: Robert McGrattan, Gen. Mgr. Patrick Trundle.
Audio: Cassette

RECORD PROMOTION
 Marcus Connaughton, 56 Moore St., Dublin 1 Tel (01) 729-998
 E M I (Ireland) Ltd., Dublin Ind'l Estate, 130 Stanley Rd., Finglas, Dublin 11. Tel 309 077 Cable: EMITRON Telex 24535 Mng. Dir. Terry O'Rourke, Mktg. Dir. Freddie Middleton
 Homespan Rec'g Co. Ltd., 13 A/B Conyngham Rd., Dublin 8 Tel (01) 714-879, 714 688 Mng. Dir. William McBurney, Gen. Mgr. Martin McBurney, Sales Mgr. Kevin Kelly

Music Mktg., 71 Middle Abbey St., Dublin 1 Tel (01) 742 627, 851 128.
 Enda O'Riordan Promo., Entertainment & Pub., 62 Catherine St., Limerick Tel: (061) 49678, 42265, 41389
TAPE CUSTOM DUPLICATORS
 Apex Electrical Co. Ltd., 56 Moore St., Dublin 1 Tel 729-998/364. Pres. Joseph P. O'Reilly, Sales Mgr.: Maureen McNamee
Audio: Cassette
 Carlton Prod'ns Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12 Tel: (01) 505-773. Cable: DISCXTAPE. Telex: 30544. Mng. Dir. Robert McGrattan, Gen. Mgr. Patrick Trundle.
Audio: Cassette.
 Contek Teoranta, Carraroe, County Galway. Tel Galway 72144 Mng. Dir.: Dr. P. Garvey
Audio: cassette, open reel.

• supplies

TAPE, BLANK LOADED & BULK RAW
 Agfa-Gevaert Ltd., PO Box 368A, John F. Kennedy Dr., Naas Rd., Dublin 12 Tel (01) 506-733. Telex. 5429. Mng. Dir.: Mr. Vervoort, Sales Mgr.: Mr. Eggers
Audio: Blank—compact-cassette, open reel, raw—cassette, broadcast, studio
Video: Cassette, open reel.
 Denis Coakley Ltd., Clonee, County Meath Tel. (01) 214 011 Cable DECD Telex 5277. gen. Mgr.: Mervyn Groves.
Audio: Blank—BASF 2", 1", 1/2" open reel, cassette, raw—BASF 1/2" cassette
Video: Blank—BASF 1" open reel, 1/2" Beta, VHS & V 2000 cassette
 Contek Teoranta, Carraroe, County Galway Tel Galway 72144 Mng. Dir. Dr. P. Garvey. (Blank loaded tape only)
Branch: England
Audio: AUDID GOLD INT'L. CONTEK IHF cassette

• accessories

Contek Teoranta, Carraroe, County Galway Tel: Galway 72144 Mng. Dir. Dr. P. Garvey
Branch: England.
Product: Tape—head cleaners, demagnetizers, leader & splicing tape.
 Demesne Recs Ltd., 22 Ellis Quay, Dublin 7 Tel. (01) 720-411. (Distributor/Importer)
Product: Tape—carrying & storage cases.
 Independent Music Sales, 5/6 Lombard St., Dublin 2 Tel (01) 779-046.
Product: Record—record care products: Tape—carrying & storage cases, head cleaners, demagnetizers.

• store fixtures

August Engraving Co. Ltd., 9 Burgh Quay, Dublin 2 Tel (01) 719 275/688 Mng. Dir. Tony Byrne.
Product: Record & tape divider cards

ISRAEL

Population: 3,921,700
Rate of exchange: \$1 (US) = 22.50 shekels
Holidays: March 29 & April 4 (Passover), April 18 (Independence Day), May 18 (Feast of Weeks), September 18 & 19 (Jewish New Year/Rosh Hashanah), September 27 (Day of Atonement), October 2 & 9 (Tabernacles)

RECORDS:
Record sales certification awards: Gold LP—20,000 units, platinum LP—40,000 units
Records sold domestically including imports (retail value): LP's 1981—1,701,000 units, \$7,513,740. Singles 1981—2,000 units, \$8.310
Records imported from USA (factory value, CIF): 1981—1,000 units, \$5,200.
Records exported to USA (factory value, FOB): 1981—34,000 units, \$119,000
Records imported from countries other than USA (factory value, CIF): 1981—30,000 units, \$178,500.
Records exported to countries other than USA (factory value, FOB): 1981—5,000 units, \$17,500

Average retail price per record: LP's—\$6.00, singles—\$2.50
Record club sales: Negligible.
Discounting: Rare.
Type of distribution: Sales are largely manufacturer to retailer though there is one large wholesaler. A significant percentage of sales are through two major department store chains. A marketing channel has been developed via non-specialist outlets (e.g., supermarkets, neighborhood stationery and general goods shops) which are serviced in a rackjobber manner
Type of promotion: Promotion is principally through the state owned television station and the two legitimate pop radio stations. Artist tele-promotions and concert tours are also helpful though rare. In addition, there is coverage in daily newspapers and periodicals.
Jukeboxes: Nonexistent

TAPE:
Market: Audio—This market has grown nearly 100% per year over the past two years and the upward trend is expected to continue. Video—A serious market has quickly developed over the past eighteen months. Unfortunately, there are few legitimate sources of supply and piracy is significant. It is estimated that 5% to 8% of all households now have video equipment, evenly split between Beta and VHS.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—179,000 units, \$790,400
Pre-recorded tape imported from countries other than USA (factory value, CIF): 1981—10,000 units, \$43,500
Average retail price per pre-recorded audio tape: Cassette—\$6.00
Average retail price per pre-recorded video tape: Beta—\$80.00 VHS—\$80.00

CONSUMER ELECTRONICS:
Number of homes with: Radios—980,000 (98%), television sets—950,000 (95%), color—300,000 (30%), b&w—650,000 (65%), phonographs—440,000 (44%), audio tape recorders—450,000 (45%); video tape recorders—50,000 to 80,000 (5% to 8%)

RADIO STATIONS:
 No. of government 4 (AM).
Comment: Two stations offer pop programming. In addition, there are a light music station and a classical music/talk station. The pirate station, Voice of Peace, operates offshore and plays pop music.
TELEVISION STATIONS:
 No. of channels 1 government, 20% color (PAL)
Comment: Educational television is on in the morning; children's programs in the afternoon. Arabic-language broadcasts are in the early evening, Hebrew-language from 8 p.m. to midnight. Both locally produced and imported programs are shown, including variety, documentary, and news and analyses.

MARKET ANALYSIS:
 1981 saw a 6% increase in sales over 1980, and this growth rate is expected to double in 1982 as tape sales continue their rise and LP sales strengthen. These figures become more significant when considering an annual inflation rate of 102% to 133% over the last three years, and more of the same expected. Add to this the national trauma of the recent Israeli withdrawal from the Sinai and the general economic and political instability, and it appears that the local record industry is coping fairly well in difficult times.
 The past year, characterized by soft sales around the world, was a good time for domestic repertoire. Formerly one third of all LP and tape sales, local recordings grabbed 50% of the sales in 1981. Technical and musical improvements in the quality of local productions were contributory factors. The cassette market is experiencing an unprecedented boom, with the growth rate having approached 100% per year over the last two years. The trend continues despite local IFPI estimates that 90% of all local cassette sales are pirated. The video market, which sprouted quickly, also suffers from rampant piracy. The almost nonexistence of legitimate sources means that "lending libraries" have developed independent sources of repertoire from abroad, which are then duplicated locally at well below professional standards.
 Ronald Cole

• record & tape manufacturers / distributors / importers

Amr & Eilat, see Isradisc
 Arton, see Hed Arzi
 C B S Recs. Ltd (IFPI), PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811 Tel: (972 3) 80.01-91. Cable: CDLRECORD. Telex 33422. Mng. Dir. Danel Yadin; Bus. Affairs Mgr.: Ronald Cole; Mktg. Dir.: Ronnie Braun, Int'l A&R Udi Hens, Int'l Serv. Co-ord. Jennifer Aruch, Sales Mgr.: Dave Meyerson
Reg'l branch: Cyprus, CBS (UK) Ltd
Labels: (Owned) CBS, Embassy, Epic, Portrait, (licensed) ABC (USA), A&M (worldwide), ARC (USA), Angel (UK), Bang (USA), Blue Sky (USA), CGD (Italy), Capitol (USA), Caribou (USA), Carrere (France), Cleveland Int'l (USA), GTO (UK), Handshake (USA), Jet (USA), Kirschner (USA), Liberty (UK, USA), MCA (USA), Monument (USA), PIR (USA), Polar (Sweden), Salsoul (USA), Sire (USA), Satril (UK), TK (USA), Tabu (USA), Tappan Zee (USA), T Neck (USA)
Int'l rep: Worldwide (CBS).
 Carmel, see Hatakit.
 Chimo, see K Tel.
 D R G, see Gal Ron.
 Disneyland, see Hatakit
 Dzigan, see Gal Ron
 Eastronics Ltd. (IFPI), PO Box 39300, 11 Rozans St., Tel Baruch, Tel Aviv 61392. Tel: (03) 47 51 51 Cable EASTRONIX. Telex: 33638. Mng. Dir. Dov Peleg; Gen. Mgr. Noah Eitan; Sales Mgr. Yossi Levron.
Labels (Owned) Maestro: (represented) ASV (UK), Acanta (Germany), Ai finity (UK), Arcade (UK), Audio Fidelity (USA), Avatar (UK), Uti (USA), Charly (UK), Cream (USA), Erato (France), Fonit Cetra (Italy), Graduate (UK), Grunt (USA), Harmonia Mundi (Germany), Ice (UK), Motown (USA), RCA (worldwide), Vanguard (USA)
 Embassy, see CBS.
 Epic, see CBS.
 Folk 2000, see Hatakit
 Gal & Moyal, see Unatek
 Gal-Ron Ltd (IFPI), 10 Sheinkin St., Tel Aviv Tel (03) 28 07 39, 28 89-01 Cable ZELREX Telex 341118 Gen Mgr A Zborowski Sales Mgr I Levi
Labels: (Owned) DRG, Dzigan, Gal Ton, Gloria, Ron Phon, (licensed) Evasion (Switzerland), Festival (France), GSF (USA), MK (USSR), Motors (France), OSI (France), Ri Fi (Italy), Sonoplay (Spain), Victor (Japan).
 Gal Ton, see Gal-Ron
 General Music Co., see Hed Arzi
 Gloria, see Gal-Ron
 Good Music, see Hatakit
 Hatakit Ltd. (IFPI), PO Box 4292, 11 Herzl St., Haifa. Tel: (04) 64 55 21, 66-99-50. Cable: RECOMUSIC Telex 46400. Mng. Dir. Dov Zera; Gen. Mgr. Sara Zera; Int'l A&R Mgr. Gedi Linnah, Sales Mgr. Henri Teicher
Branch: Tel Aviv, 19 Pninsker St. Tel: (03) 29-3D-08, 28-31-17. A&R Mgr. Zvi Kagan.
Labels: (Owned) Carmel, Disneyland, Folk 2000, Good Music, Hatakit, Idan, Ilanot, Krypton, Moody Sound, Teen, Top Hits, Top Sound; (licensed) Alshire (USA), Archive of Folk & Jazz Music (USA), Archive of Piano Music (USA), BBZ (France), Biram (France), Crele (Spain), Concert Disk (USA), Contempo (UK), Counterpoint (USA), Grove (UK), Esoteric (USA), Everest (USA), Fantasy (USA), Galaxy (USA), Gavnola (Spain), Hi Fi (USA), Hispavox (Spain), La Comedia Francese (USA), Legacy (USA), Mashine (France), Milestone (USA), Olympik (USA), PVK (UK), Palette (Belgium), Period (USA), Prestige (USA), RKM (Belgium), Routeite (USA), Stax (USA), Topkapi (France), Tradition (USA), Up (Belgium).
Int'l reps: Benelus (RKM), France (Vogue), Netherlands (CNR), USA (House of Menorah)
 Hazamir Music Ltd (IFPI), 68 Jaffa St., Jerusalem Tel (02) 23 31 46 Telex 44801 Mng. Dir & Gen Mgr.: Eli Mamane, Promo. Dir.: Rami Levy.
 Hed Arzi, The General Music Co Ltd (IFPI), 4 Bograshov St., Tel Aviv 63808 Tel (03) 65 53-37 Telex 341667 Mng. Dir. Zeev Lewin, Deputy Mng. Dir. Ernst Stroh, Int'l Mgr. Avi Brand, Sales Mgr. Efi Shalev
Labels: (Owned) Arton, Hed Arzi, (licensed) Ariola (Germany), Arista (USA), Atlantic (USA), Elektra/Asylum (USA), Island (UK), Magnet (UK), Red Bus (UK), Virgin (UK), WEA (USA), Warner Bros. (USA)
 I M I, see Israel Music Institute

Idan, see Hataklit
 Ilanot, see Hataklit
 Isradisc Ltd., PO Box 230, 8 Smolenskin St., Tel Aviv Tel (03) 24 91 93
 Cable PALORIENT Pres Absalom Rubin, Gen Mgr Nissim Yosseph;
 Sales Mgr Arreh Boudian, Prod'n Mgr. Zeev Ulman.
 Labels: (Owned) Amir & Elrat, Isradisc, Israel
 Int'l rep.: House of Menorah (USA)
 Isradisc, see Isradisc
 Israel Music Institute, PO Box 11253, 6 Chen Blvd., Tel Aviv 64071 Tel (03)
 28 95 14, 28 43 97 Cable IMUSIC, Telex 341118 EX 6831 Dir Gen
 William Y Elias
 Label: (Owned) IMI
 K-tel Int'l (Israel) Ltd., Harugey Malchut 7, Tel Aviv 69714 Tel (03) 48 31
 65 Cable ISRALCTRA Telex 922-46621 A&R & Promo Mgr Uri
 Cohen
 Labels: (Owned) Chimo, K-tel, Drange, (licensed foreign) Can't Stop
 (USA), Chrysalis (UK), DJM (UK), Harsa (Germany), Island (UK), Stiff
 (UK), 2 Tone (UK)
 Int'l rep.: Worldwide (K-tel)
 Koliphone Recs., 29 Raziel St., Jaffa-Tel Aviv Tel (03) 82-60-47, 83-23 70
 Kolton, see Unatec
 Krypton, see Hataklit
 Litralone Ltd (IFPI), 7 Harugey Malchut St., Tel Aviv 69714 Tel (03) 48
 31 64 Cable ISRALCTRA Telex 922-46621 Mng Dir David Fuchs
 Labels: (Owned) Phonodor, Rec-D-Hit, Shai, (licensed) Amadeo (Austria),
 Archiv (Germany), Barclay (France), Capricorn (USA), Casablanca (USA),
 Charisma (UK), Cube (UK), DG (Germany), Fontana (France, UK), Haven
 (USA), Heliodor (Germany), MGM (USA), Mercury (France, USA), Metro
 nome (Germany), Philips (France, Netherlands, USA), Polydor (Ger
 many), RSO (UK, USA), Rocket (UK), Track (UK), Vertigo, Verve (USA)
 Int'l rep.: Worldwide (PolyGram)
 Maestro, see Eastronics
 Moody Sound, see Hataklit
 Orange, see K-tel
 Phonodor, see Litralone
 Portrait, see CBS
 Rec D Hit, see Litralone
 Ron Phon, see Gal Ron
 Shai, see Litralone
 Teen, see Hataklit
 Top Hits, see Hataklit
 Top Sound, see Hataklit
 Unatec Import Export Ltd (IFPI), PO Box 2467, 29 Litenblum St., Tel Aviv
 Tel (03) 65 57 76, 65 98 41. Cable UNAIMEX Telex 35770 Gen Mgr
 Jerry Janowski, Sales Mgr Ronnie Janowski
 Labels: (Owned) Gal & Meytal, Kolton, (licensed foreign) Audiofidelity
 (USA), Baerenreiter (Germany), Carosello (Italy), Europa (Germany),
 Gold (Switzerland), Lollipop (Germany), MPS (Germany), Marim (Ger
 many), Panarecord (Italy), Saar (Italy), Turicaphon (Switzerland)

• music publishers

April Music Ltd (ACUM) PO Box 681, Tel Aviv 61006, 50 Thon St. Indus
 trial Zone, Holon 58811 Tel (972 3) 80 01 91 Cable CDLRECDRD
 Telex 33422 Gen Mgr Ronald Cole
 C L P (Israel Composers League Publ's Ltd.), PO Box 45068, Tel Aviv
 61450
 Ilanot Music Publ'g, PO Box 4292, 11 Herzl St., Haifa Tel (04) 66 99 50
 64 55 21 Cable RECDMUSIC HAIFA Telex 46400 Mng. Dir.: Dov Zera
 Israeli Music Publ's Ltd (ACUM), PO Box 6011, Tel Aviv 61060, 105 Rehov
 Ben Yehuda, Tel Aviv Tel (03) 23-20-78 Cable ISMUSICA
 Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071
 Tel (03) 28 43 97 Dir Gen William Y Elias
 Isratav, PO Box 230, 8 Smolenskin St., Tel Aviv Tel (03) 23-48-38, 24-91
 93 Pres Absalom Rubin, Gen Mgr. Edna Rubin
 Israzemer Music Publ'g Ltd., see Ilanot
 Litralone Publ'g Ltd., 7 Harugey Malchut St., Tel Aviv 69714 Tel (03) 48
 31-64 Cable ISRALCTRA Telex 922-46621 Mng Dir David Fuchs;
 Mgr Ilana Cohen-Zedek
 Music Library, Culture & Education Ents Ltd., General Federation of Labor,
 55 Weitzman St., Tel Aviv Tel (03) 21-91-83 Gen Mgr. Sami Zur
 Muscor Ltd., 11 Rozans St., Tel Baruch, Tel Aviv 61392 Tel (03) 47 51 51
 Cable EASTRDNIX Telex 33638 DR Dov Peleg.
 Noga, PO Box 4025, Jerusalem
 Osnat Publ'g Ltd., 4 Bograshov St., Tel Aviv 63808 Tel (03) 65 53-37/41
 Telex 341677 Mng Dir Zeev Lewin, Deputy Mng Dir Ernst Stroh
 Pa'amoni, see Subar
 Sharon, see Subar
 Subar Music Publ'g Co. Ltd (ACUM), 21 Any Ma'amin St., Ramat-Hasharon
 47212 Tel (03) 47-13-23 Gen Mgr Dr Dphira Bar Eitan

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS



Edizioni Southern Music SRL
 Milan, Italy

International Society for Contemporary Music, League of Composers in Is
 rael, PO Box 45068, Tel Aviv 61450 Tel (03) 44-03-95.
 Israel Centre of the International Music Council, PO Box 176 Jerusalem
 Israel Music Information Centre (SMIC), PO Box 11253, 6 Chen Blvd., Tel
 Aviv 64071 Tel (03) 28-43-97. Mng. Dir.: William Y. Elias
 Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071
 Tel (03) 28-43-97. Dir. Gen. William Y. Elias

LICENSING ORGANIZATION, MUSIC

A C U M (Authors, Composers & Music Publ's Ass'n), 118/120 Rothschild
 Blvd., Tel Aviv 61110 Tel (03) 24-01-15 Cable ACUMEMIS Telex
 299161 Pres. Shlomo Tanny, Gen. Mgr. Ran Kedur.

PLATING, PROCESSING & PRESSING PLANTS

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006, 50 Thon St., Industrial Zone,
 Holon 58811 Tel (972.3) 80 01 91 Cable CDLRECDRD Telex 33422
 Mng. Dir.: Daniel Yadin, Mfg & Whsle. Dir.: Gabriel Rentzky
 Hed Arzi, The General Music Co. Ltd., 4 Bograshov St., Tel Aviv 63808. Tel
 65-53-37. Telex. 341667 Mng. Dir. Zeev Lewin

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms dupli
 cate. Companies which offer packaging and labeling of tape product are
 indicated by "(PKG)" which appears after the main body of their respective
 listings.

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006, 50 Thon St., Industrial Zone,
 Holon 58811 Tel (972.3) 80 01 91. Cable: CDLRECDRD Telex: 33422
 Mng. Dir. Daniel Yadin, Mfg & Whsle. Dir. Gabriel Rentzky
 Audio: Cassette

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem Tel (02) 85
 22-80. Telex 26431. Dir. Warren Green, Mktg./Sales Dirs. F G Kinney,
 David Sable (PKG-audio only)
 Audio: Cassette

Hed Arzi, The General Music Co. Ltd., 4 Bograshov St., Tel Aviv 63808. Tel
 65 53 37 Telex 341667 Mng. Dir. Zeev Lewin
 Audio: 8-tr., cassette

M D T Cassettes Dupl'g & Rec'g Studio Ltd., Industrial Center, Maskith St.,
 Herzelia B. Tel (052) 58619 Telex 341667 Mng. Dir. Moshe Sadan

• supplies

CARTRIDGE & CASSETTE PARTS

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem Tel (02) 85
 22-80. Telex 26431. Dir. Warren Green, Mktg./Sales Dirs. F G Kinney,
 David Sable
 Audio: Cassette, open reel

EMPTY CARTRIDGES, CASSETTES & REELS

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem Tel (02) 85
 22-80. Telex 26431. Dir. Warren Green, Mktg./Sales Dirs. F G Kinney,
 David Sable.

Audio: Cassette, open reel
 Palatchi & Co., PO Box 36572, Tel Aviv, 111 Allenby St., Tamar Passage Tel:
 (03) 61-56-14. Telex 341118/For a 5998 Mng. Dir. Isaac E. Palatchi;
 Gen Mgr. Yakov Bensinyor; Sales Mgr. Rosette Palatchi. (Importer/Ex
 porter)

Audio: Cassette

ENVELOPES & MAILERS

Unatec Import Export Ltd., 29 Litenblum St., Tel Aviv Tel (03) 65 57-76,
 65-98-41. Cable UNAIMEX. Gen. Mgr.: Jerry Janowski, Sales Mgr. Ron
 nie Janowski. (Importer/Exporter)

JACKETS & SLEEVES

LABELS, DISK

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006, 50 Thon St., Industrial Zone,
 Holon 58811 Tel (972.3) 80 01 91 Cable: CDLRECDRD Telex 33422.
 Mng. Dir. Daniel Yadin; Mfg & Whsle. Dir. Gabriel Rentzky.
 Unatec Import Export Ltd., 29 Litenblum St., Tel Aviv Tel (03) 65-57-76,
 65 98-41 Cable UNAIMEX Telex: 35770. Gen. Mgr.: Jerry Janowski,
 Sales Mgr.: Ronnie Janowski (Importer/Exporter)

PROFESSIONAL TAPE SUPPLIES

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem Tel (02) 85
 22-80. Telex 26431. Dir. Warren Green, Mktg./Sales Dirs. F.G. Kinney,
 David Sable

Audio: Cassette boxes

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert, see S' Getter
 Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem Tel: (02)
 85 22-80. Telex 26431. Dir. Warren Green; Mktg./Sales Dirs. F.G. Kin
 ney, David Sable

Audio: DOWAIN, DPUS cassette, open reel
 S' Getter (Photo) Ltd., 98 Jabotinsky Rd., Petah Tiqwa, Kiryat Arze. Tel: 92-
 69-12. Cable GETTERCO TELAVIV. Mng. Dir. Paul Heger.

Audio: AGFA blank—Compact-cassette, open reel; raw—cassette, broad
 cast, studio

Video: AFGA Cassette, open reel.

Dpus, see Domain.

Palatchi & Co., PO Box 36572, Tel Aviv: 111 Allenby St., Tamar Passage. Tel:
 (03) 61-56-14. Telex 341118/For a 5998. Mng. Dir. Isaac E. Palatchi;
 Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Ex
 porter)

Audio: Blank—cassette, open reel. Raw—cassette.

Video: Blank—"b" Beta & VHS cassette.

Brand names: Ana, G-Tape. Dpus.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Combol Ltd., PO Box 39840, 24 Feinberg St., Tel Aviv. Tel (03) 22-49-22
 41-03-40. Telex 341118 x 5518. Mng. Dir.: Eddie Wiegandfeld. (Importer)
 Audio: AUDIDMATIC, ELECTRO SOUND, PENTAGON high speed dupli
 cators, 8-tr. & cassette loaders & tape exercisers.

• accessories manufacturers

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem Tel: (02) 85-
 22-80. Telex 26431. Dir. Warren Green, Mktg./Sales Dirs.: F. G. Kinney,
 David Sable.

Product: Tape—head cleaners, demagnetizers, leader & splicing tape.
 Palatchi & Co., PO Box 36572, Tel Aviv: 111 Allenby St., Tamar Passage. Tel:
 (03) 61-56-14. Telex: 341118/For a 5998. Mng. Dir.: Isaac E. Palatchi;
 Gen Mgr. Yakov Bensinyor, Sales Mgr.: Rosette Palatchi. (Importer/Ex
 porter)

Product: Tape—carrying & storage cases, head cleaners, demagnetizers
 Unatec Import Export Ltd., 29 Litenblum St., Tel Aviv Tel (03) 65-57 76,
 65 98-41 Cable UNAIMEX Telex 35770 Gen Mgr Jerry Janowski,
 Sales Mgr Ronnie Janowski (Importer/Exporter)

Product: Record—carrying & storage cases, record care prods., 45 rpm
 adaptors, Tape—carrying & storage cases, head cleaners, demagnetizers

• store fixtures

Unatec Import Export Ltd., 29 Litenblum St., Tel Aviv Tel (03) 65-57 76,
 65-98-41 Cable UNAIMEX Telex 35770 Gen Mgr Jerry Janowski,
 Sales Mgr Ronnie Janowski (Importer/Exporter)
 Product: Record display racks

ITALY

Population: 58,000,000

Rate of exchange: \$1 (US) = 1 180 lire.

Holidays: January 1, January 6 (Epiphany), Easter Monday, April 25 (Liber
 ation Day), May 1 (Labor Day), August 15 (Assumption), November 1 (All
 Saints' Day), December 8 (Immaculate Conception), December 25, De
 cember 26 (St. Stephen's Day)

RECORDS:

Record sales certification awards: Gold single—1,000,000 units. Gold LP—
 250,000 units, platinum LP—500,000 units. Note: There is no official
 regulation for these awards. The figures given are applied by some major
 record companies. Other companies award their acts gold records when
 they reach global sales of 1 million units with two or more records, even
 mixing configurations. Gold and platinum awards (silver ones are not
 used) are still considered as promotional means, each company feeling
 free to set its own rules.

Records: sold domestically including imports (retail value): LP's 1980—
 27,700,000 units. Singles 1980—28,500,000 units

Average retail price per record (including 15% VAT): Full-price Pop LP's—
 \$7.50; Singles—\$2.08

Type of distribution: The manufacturer-to-retailer system predominates
 Jukeboxes: 20,000 28,000

TAPE:

Pre-recorded tape sold domestically including imports: Cassette 1980—
 19,400,000 units.

Average retail price per tape: Cassette—\$7.25 \$7.40

CONSUMER ELECTRONICS

Number of units in households: Radios—31,300,000, AM—4,700,000, AM/
 FM—26,600,000, television sets—23,900,000, color—7,648,000, b&w—
 16,252,000, phonographs—6,460,000, audio tape recorders—
 11,250,000.

RADIO STATIONS:

No. of commercial 2,000, no. of government 3.

Comment: A few leading local stations in major towns function as powerful
 promotional channels. National radio (RAI) is contributing to the wider
 interest in classical music.

TELEVISION STATIONS:

No. of commercial 300, no. of government 3; 90% color (PAL)

Comment: National television (RAI) affects the singles market through pop
 ular music shows; songs used as signature themes of various programs
 often hit the charts. Local stations are adding pop music to their pro
 gramming.

IMPORT/EXPORT REGULATIONS:

No customs are charged to members of the European Economic Community,
 but a 15% VAT must be paid on imports from all countries.

• record & tape manufacturers / distributors / importers

A R C, see RCA.

A T V, see Recordi.

Ace of Clubs, see Decca

Ace of Diamonds, see Decca

Agenda, see Base.

Albatros, see Sciascia

Amamocci, see Recordi

Angel, see EMI.

Angelicum, see Sciascia

Appaloosa, see IREC.

Apple, see EMI

Archiv, see PolyGram

Arcophon, see Sciascia.

Area, see Studio G.

Argo, see Decca.

Ariete, see Carosello.

Ariston S.r.L. (IFPI), Via Massimo Gorki 21, Strada Zivido, 20098 San Givignano
 (Milan), Tel: (02) 984.6974, Telex 321466. Pres.: Alfredo Rossi; Admin.
 Mgr. Giovanni Costa. Sales Mgr. Riccardo Benini; Int'l Mgr.: Graham
 Johnson

Branch: 00195 Rome, Via Cantore 17, Tel (06) 386.259. Telex 614509.
 Labels: (Owned) Ariston, Auditorio Classico, Cultura Popolare, Jazz Story,
 Dxford, (licensed foreign) Affinity (UK), Charly (UK), Cherry Red (UK),
 Graduate (UK), Ice (UK), KR (UK), PVK (UK), Safari (UK), Secret (UK),
 Shelter (USA).

Int'l reps.: Argentina (Interdisc), Australia (Colossal), Austria (Teldec),
 Canada (Global), Colombia (Fuentes), Germany (Teldec), Greece (Music
 Box), Switzerland (Musikvertrieb)

Ars Nova, see Sciascia

Ascolto, see CGD

Asylum, see WEA

Atco, see WEA.

Atlantic, see WEA.

Atlas Recs. (IFPI), Corso Buenos Aires 10, 20124 Milan, Tel: (02) 271.5972,
 273.163. Telex: 333414. Pres. & Gen. Mgr.: Alessandro Coppola; Int'l
 Mgr.: Ron Hanson; Press & Promo. Mgr.: Daniela Festari; P.R. Claudio
 Meroni

Labels: (Owned) Atlas, Clover.

Int'l reps.: Argentina (Musdisc, Sicamercana), Colombia (Codiscos),
 Spain (Columbia)

Audio Analog S.r.L., Via Sempione 15, 21010 Arsago Seprio.

Audiogram SpA, Via Valiosa 38, 25050 Passirano (Brescia) Tel (030) 657 360 Telex 300850 Owner & Mng Dir Edoardo Cattaneo, Gen Mgr Francesco Nervi, Sales Mgrs Italo Capolineri, Romano De Scalzi
Labels: (Owned) Audioson

Audioson, see Audiogram

Auditorio Classico, see Ariston

Avventura, see RCA

B B B, see RCA

Baby Recs Srl (IFPI), Via Timavo 34 20124 Milan Tel (02) 606 1474/1266 Cable BABYRECORDS Telex 313502 Pres Freddy Naggari, Sales Mgr Giancarlo Donzelli
Labels: (Owned) Baby, For Sale

Int'l reps.: Austria (EMI Columbia), Belgium (Inelco), Brazil (Som), Colombia (Codiscos), Ecuador (IFESA), France (Carrere), Germany (EMI Electrica), Netherlands (Inelco), Peru (FTA) Portugal (Radio Trunfo), Spain (CBS), Switzerland (Musikvertrieb)

Ballo, see Belmusic

Base Rec, Via Collamanni 26, 40138 Bologna Tel (051) 534 697 Telex 511483 Pres Giuseppe Nannucci, Gen Mgr Alberto Caroli, Sales Mgrs Antonio Foresti, Antonella Mazzanti
Labels: (Owned) Agenda, Base, (licensed foreign) Alternative Tentacles (UK), Armageddon (UK), Cherry Red (UK), Les Disques Du Crepuscule (Belgium), ESP (USA), Factory (UK), Gull (UK), Munnycroft (UK), Neat (UK), Red (UK), Red Lightnin' (UK), Rough Trade (UK) Spoon (Germany), Statik (UK), Unteleidis (France), Y (UK)
Int'l reps.: Netherlands (Nuis), UK (Cadillac)

Belcanto, see Sciascia

Belmusic Srl, Via Tolmezzo 18 20132 Milan Tel (02) 282 8905 Gen Mgr Severino Pecchenni, Sales Mgr Domizia Gandolfi
Labels: (Owned) Ballo, Belmusic, Gemini, Piggy Snap

Best Sound, see RCA

Birba, see Ricordi

Black Saint, see IREC

Bongiovanni Recs, Via Rizzoli 28 E, 40125 Bologna Tel (051) 225722 Gen Mgr Giancarlo Bongiovanni
Labels: (Owned) Bongiovanni, Il mito dell'opera, (licensed) Carillon (Spain)
Int'l reps.: UK (Parnote), USA (International Book & Rec)

Broadway, see Ducale

Bubble Rec, Via Romeo Romei 15, 00136 Rome Tel (06) 311 280/870 Gen Mgr Carlo Bixio, Sales Mgr Renzo Benini

C A M (Creazioni Artistiche Musicali) SpA, Via Virgilio 8, 00193 Rome Tel (06) 352 350, 359 5101 Cable CAMUSIC Telex 611374 Pres Giuseppe Campi, Gen Mgr Giuseppe Magnanelli, Sales Mgr Mimma Adenari

C B D Recs, Via Bocca di Leone 6, 00187 Rome Tel (06) 679 9664 Public Telex 610110 Pres Corrado Bacchelli, Gen Mgr Tommy White.
Home office: USA
Int'l reps.: Austria (Teldec), Benelux (Carrere), France (Carrere), Germany (Teldec), Japan (RCA), Scandinavia (Sonet), South America (CBS), Spain (CBS), Switzerland (Teldec)

C B S Dischi SpA (IFPI), Via Amedeo 9, 20123 Milan Tel (02) 809 521 Telex 33286 Mng Dir Piero La Falce, Controller David J. Kinsley, Mktg Mgr Franco Cabrini, Sales Mgrs Franco Paradiso, Local A&R Mgr Fabrizio Intra, Dpns Dir. Franco Negri, Bus Affairs M.E. Kleckner, Distribution center: Via Lombardia 32, Sesto Uteriano Tel 988.0685
Labels: (Owned) CBS, Epic, Masterworks, Portrait, (licensed) A&M (USA), ARC (USA), Bang (USA), Blue Sky (USA), Caribou (USA), Full Moon (USA), GTO (UK), Geffen (USA), Kirschner (USA), Monument (USA), Nemperor (USA), Philadelphia Int'l (USA), TK (USA), Tappan Zee (USA), Unlimited Gold (USA)

C G D-Messaggerie Musicali SpA (IFPI), Via Quintilano 40, 20138 Milan Tel (02) 50 84, Cable CIGIDISC Telex 321063 Pres Piero Sugar, Mng Dir. Franco Crepas, Gen. Mgr. Sandro Delor, Financial Mgr Cesare Vajani, Mktg Mgr. Roberto Guarruzzi, Sales Mgr. Romano Razzini, Promo Mgr. Johnny Porta; A&R Dir. Alfredo Cerruti; Artistic Prod'n Mgr Gianni Dal Dello; Planning Mgr. Cesare Brunelli, Pressing Plant Mgr Luciano Zernigiani, Bus. Affairs Mgr Silvana Pervili, Personnel Mgr Alberto Ferrari; Int'l Prod. Mgr. Maurizio Cannic; Int'l Licensing & Promo. Mgr Adelfo Forni, Rome Office: Magda Reggiani
Branches: Bologna, Catania, Florence, Naples, Padua, Rome
Labels: (Owned) Ascolto, CGD, CGD Classica, CGD Come il Vento, CGD Paradiso, CGD Turbo, CGD Vanilla, Clan, Derby, Energy, Record Bazaar, Rockland, VIP; (licensed) AVI/Derby (USA), Arabella (France), Arcade (UK), Anola (Germany), Arista (Germany), Buena Vista (USA), CTI (USA), Charlie Brown (USA), Cream (USA), DJM (UK), Disneyland (USA), Eurodisc (Germany), Ibs (USA), Kudu (USA), LA 5 (USA), Mute (UK), Prelude (USA), Savoy (USA), West End/Derby (USA)
Int'l reps.: CGD—worldwide (CBS Int'l), excluding Austria, Germany, Netherlands & Switzerland (all Anola), Japan (King), Canada, UK, USA, Dan—worldwide (Anola)

C L S Recs, SaS, Viale Sabotino 2, Milan Tel (02) 871 370 Pres Dello Mariano, Gen Mgr. Lina De Sutti, Sales Mgr. Silvio De Sutti
Labels: (Owned) CLS, Camaleo, Love

C & M Discografica di Cavalieri & C, Ed. Musicali Srl, Via Isonzo 206, Bari Tel (080) 224 610 Gen. Dir. Lino Cavalieri, PR Giuseppe Accettura (Licensed to RCA)
Int'l rep.: North & South America (Panarecord)

Cabaret, see Ricordi

Cadis, see Phonotype

California, see Ricordi

Camaleo, see CLS

Canopo (Gruppo Ed.), Via A Riboty 22, 00195 Rome Tel (06) 315 615
Labels: (Owned) Canopo, Deneb, Flirt, Flower, Folkmusic, Octopus, (represented) MP 2000 (France)

Capitol, see EMI

Carosello CEMED Srl (IFPI), Galleria del Corso 4, 20122 Milan Tel (02) 793.008, Cable CURCIMUSIC Telex 332683 Pres Giuseppe Gramitto Ricci, Gen. Mgr. Mario Rapallo
Labels: (Owned) Ariete, Carosello, Costanza, Curci, Frog, Mustang; (licensed) All Platinum, Buddha, Cadet, Checker, Chess, De-Lite, Jubilee, Pacific Arts, Pyramid, Rolin, Rock, Roulette, Stang, Sugar Hill, Sutra, Turbo, Vibration (all USA), Big Bear (UK), Rockhouse (Netherlands)
Int'l reps.: Austria, Germany, Switzerland (all Metronome) Belgium (Anola)

Caru Dischi, PO Box 503, Piazza Garibaldi 6B, 21013 Gallarate, Tel (0331) 792.508, Telex 314617 (Distributor/Importer/Exporter)

Casablanca, see PolyGram

Centolre, see IOS

Cetra, see Font-Cetra

Charter Line, see WEA

Ciao, see Ricordi

Cicala, see Durium

Cicogna, see Font-Cetra

Cielo Video (Ed. Musicali), Galleria del Corso 2, 20122 Milan Tel (02) 705 231 Pres Virgilio Panzuti, Gen Mgr Dante Panzuti, Sales Mgrs Dante & Virgilio Panzuti
Labels: (Owned) Play, VIP, Video
Int'l reps.: France (A. Lutereau & Storzando), Germany (Selected Sound)

Cinevox Recs SpA (IFPI), Via Romeo Romei 15, Rome Tel (06) 311 280, 311 870 Telex 616241 Pres Carlo Bixio, Sales Mgr Benini Renzo
Labels: (Owned) Cinevox, Rang, Zip

Clan, see CGD

Classic For Pleasure, see EMI

Classica, see CGD

Clover, see Atlas

College, see Ri Fi

Columbia, see EMI

Come Il Vento Srl (Ed. Musicali & Discografiche), Via Montenapoleone 29, 20121 Milan Tel (02) 700.725, 791.665 Gen Mgr Michele del Vecchio

Corsari, see Sciascia

Costanza, see Carosello

Cultura Popolare, see Ariston

Curci, see Carosello

D D D, see La Drogueria Di Drugolo & RCA

Dany, see Pinciana

Das Alte Werk, see Decca

Decca Cime, see Decca

Decca Dischi Italia SpA (IFPI), Via Brisa 3, 20123 Milan Tel (02) 809 136, Cable DECCITAL Mng Dir Romano Bacchini, A&R Mgr Paolo Tosi, Sales Mgr Luigi Negro
Home office: UK
Labels: (Owned) Ace of Clubs, Ace of Diamonds, Argo, Das Alte Werk, Decca, Decca Crime, Deram, Eclipse, Grifphon, London, L'Diseau Lyre, Storyville, Strand, Teletunken, Threshold

Delta Srl, Corso Buenos Aires 10, Milan Tel (02) 271.5972, 273 163 Telex 333414 Gen Mgr Alessandro Coppola, Sales Mgr Claudio Meroni

Deneb, see Canopo

Deram, see Decca

Derby, see CGD

Deutsche Grammophon, see PolyGram

Devil, see Saar

Diapasons, see Ecolina

The Dig It Int'l Recs Srl (IFPI), Corso Vittorio Emanuele 22, Milan Tel (02) 780 778 Gen Mgr Pippo La Rosa
Labels: (Represented) Key (USA), Trema (France), Yona (France)
Int'l reps.: France (Eurodisc, Trema), Germany (Teldec), UK (Creole), USA (Cigolo)

Dimar Dischi, Corso D'Augusto 49, 47037 Rimini Tel (0541) 5 42 98 Telex 550398, Owner Bruno Focchi

Dire, see Panarecord

Dischi Noi, see Noi

Disco Piu Srl, Via Ascario Sforza 41, Milan Tel (02) 839 1810/4385 Telex 315413, Mng Dir Maria Cantadore, Gen. Mgr Gian Piero Simon tacci

La Drogueria Di Drugolo, Viale Bianca Maria 8, Milan Tel (02) 781 728, 701 963, Telex 321223 Chief Exec. Lando Lanni Della Quara, Gen Mgr. Roberto Galanti
Labels: (Owned) DDD

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese), Tel (0332) 770 784/189 Telex 380231 Pres & Gen. Mgr. Davide Matalon
Labels: (Owned) Broadway, Ducale, EDM, Italdisc, (licensed) Arion (France), Barnbridge (USA)

Ducretel Thomson, see EMI

Durium SpA (IFPI), Via Manzoni 40/42, 20121 Milan Tel (02) 796 251, Cable DURIMUM Telex: 333564, Pres. & Gen. Mgr. Kriskor Mintangian; A&R Mgr. Aurelio Ajroldi, Sales Mgr.: Amieto Silvestri; Int'l Dept Mgr. Eisabel Mintangian.
Labels: (Owned) Cicala, Durium, Sprint, Start, (licensed) Boardwalk (USA), Frank Farfan Prod'n (Germany), Handshake (USA), Hansa (Germany), Jive (UK), Magnet (UK), Match, RKM (Belgium), X 16
Int'l reps.: Argentina (Sicamericana), Bolivia (Lauro), Brazil (Fermata), France (SPI), Germany (Deutsche Oversea, Hansa), Greece (Music Box), Japan (Cosdel), Kuwait (Kanawati), Lebanon (Societe Libanaise du Disque), Mexico (MUSART), South Africa (Teal), Switzerland (Phonag), Syria (Kanawati), Turkey (Turkuola Yilmaz Asocai)

Dynamic, see Panarecord

E D M, see Ducale

E M G Discografica, Via S. Sebastiano 16, 80134 Naples, Tel (081) 452 597 Pres Pasquale Liguori

E M I Italiana SpA, Via Bergamo 315, 21042 Caronno Pertusella (Varese) Tel (02) 965 0701, Cable EMITAL SARONNO, Telex 312679 Mng Dir Alexis Rotelli, A&R Mgr. Gianpiero Scussel, Comm'l Mgr. Roberto Magrini, Financial Controller Alberto Vignati, Promo Mgr. Michele Di Lerna, Factory Mgr. Pierantonio Boghini
Labels: (Owned) Angel, Apple, Capitol, Classic For Pleasure, Columbia, Ducretel Thomson, EMI, EMI America, EMI Discoteca Classica, EMI Int'l, EMI Studio, Electrola, Emdisc, Harvest, His Master's Voice, MPL, Music For Pleasure, Odeon, Parlophone, Pathe, Purple, Regal, Regal Zonophone, Seraphim, Sidewalk, Die Stimme Seines Herrn, T Rex, La Voce del Padrone, (licensed) Liberty/UA (UK, USA), Melodia (USSR), Motown (USA), Prodigal (USA), RAK (UK), Rolling Stones (UK), Sunburst (UK)

Eclipse, see Decca

Ecolina Srl (IFPI), Via Leopardi 8, 20123 Milan Tel (02) 86 90 121, 806.125 Chief Exec. Mourad Sabet, Factory Technical Mgr Roberto Roccella
Factory: Milan, Via Monviso 21, Tel (02) 314 766
Labels: (Owned) Diapasons, Ecolina

Edig/Galletti, see RCA

Electrola, see EMI

Elektra, see WEA

Eleven Music Co. Srl (IFPI), Via Rossini 8, 20090 Cesano Boscone Tel (02) 349.8107, 450.1984 Cable PAGANMUSIC Pres & Gen Mgr. Aldo Paganani
Labels: (Owned) Eleven, Elevegreen, Ivore, On the Rocks, Elevegreen, see Eleven

Emanuela Disc, see RCA

Emdisc, see EMI

Energy, see CGD

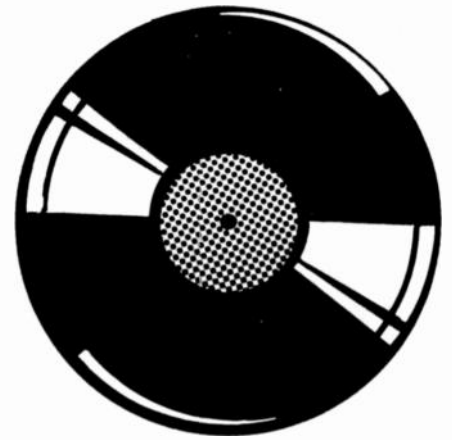
Epic, see CBS

Euro Int'l, see Ricordi

F M A Srl (Ed. Musicali & Discografiche), Galleria del Corso 2, 20122 Milan Tel (02) 796 823, 796 266 Mng Dir Federico Monti Ardum.

F1 Team, see Panarecord

Fans, see Phonotype



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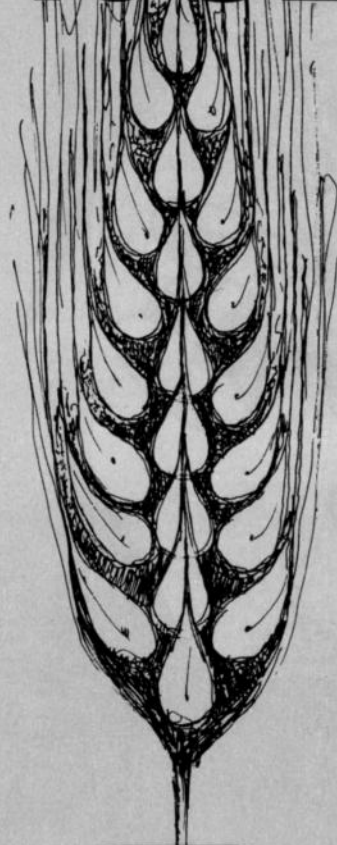
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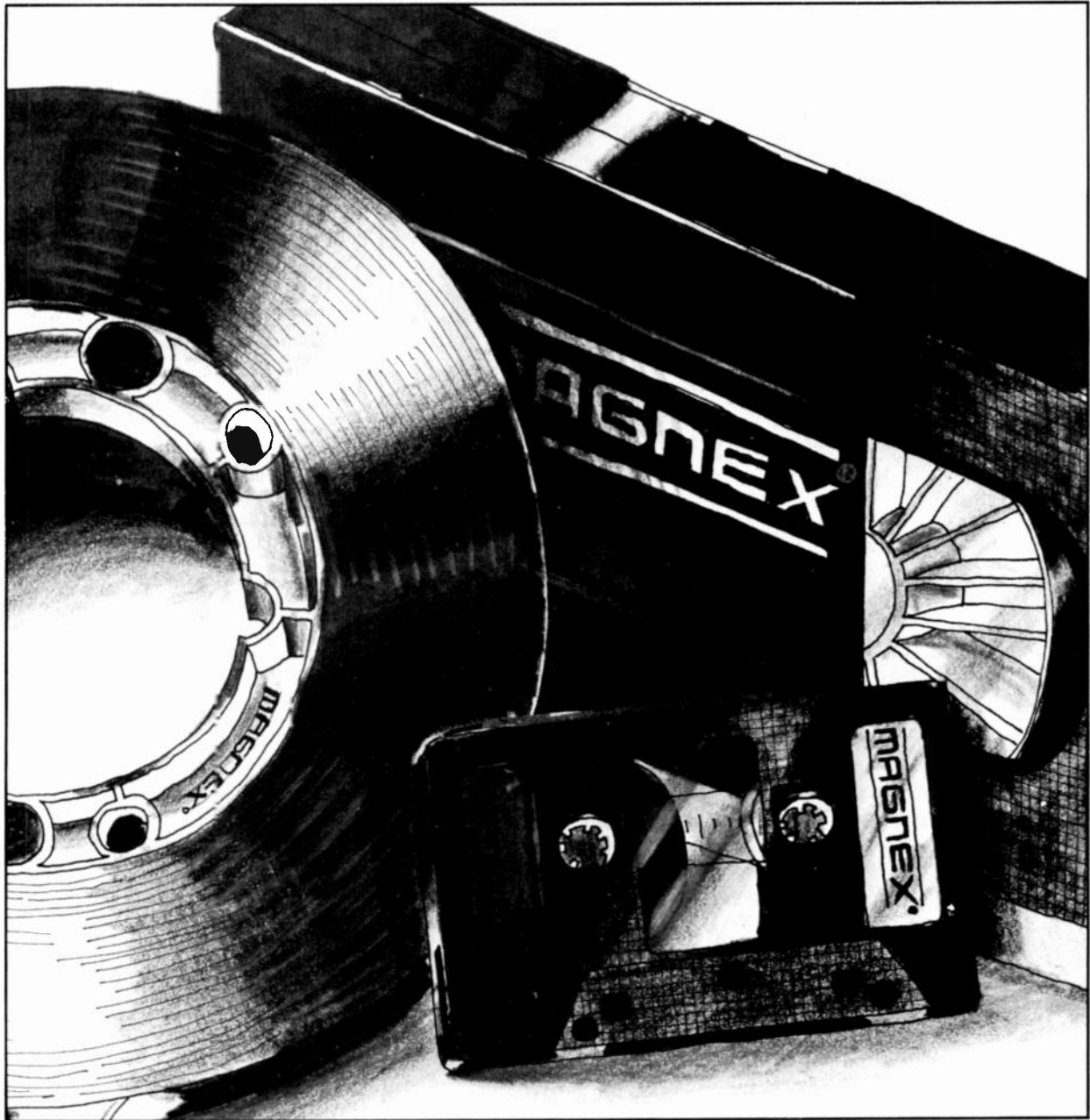
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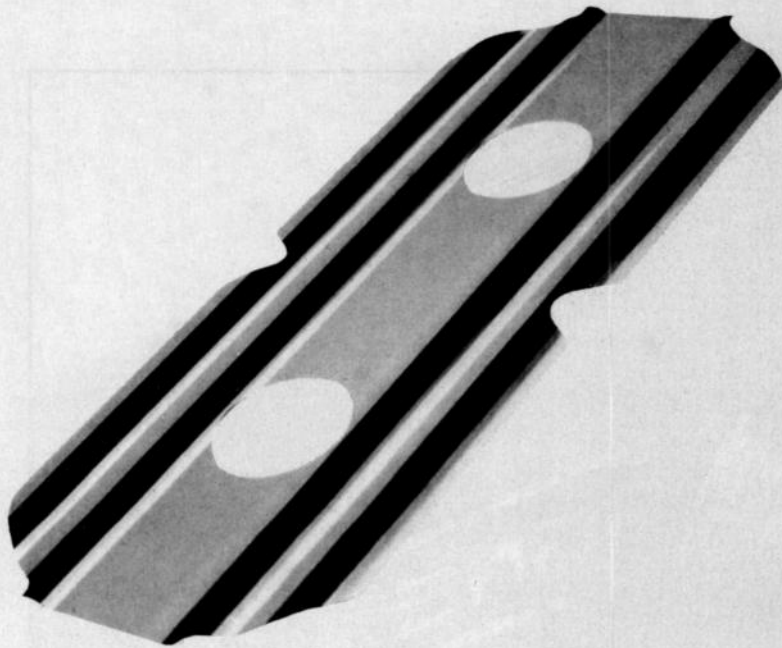
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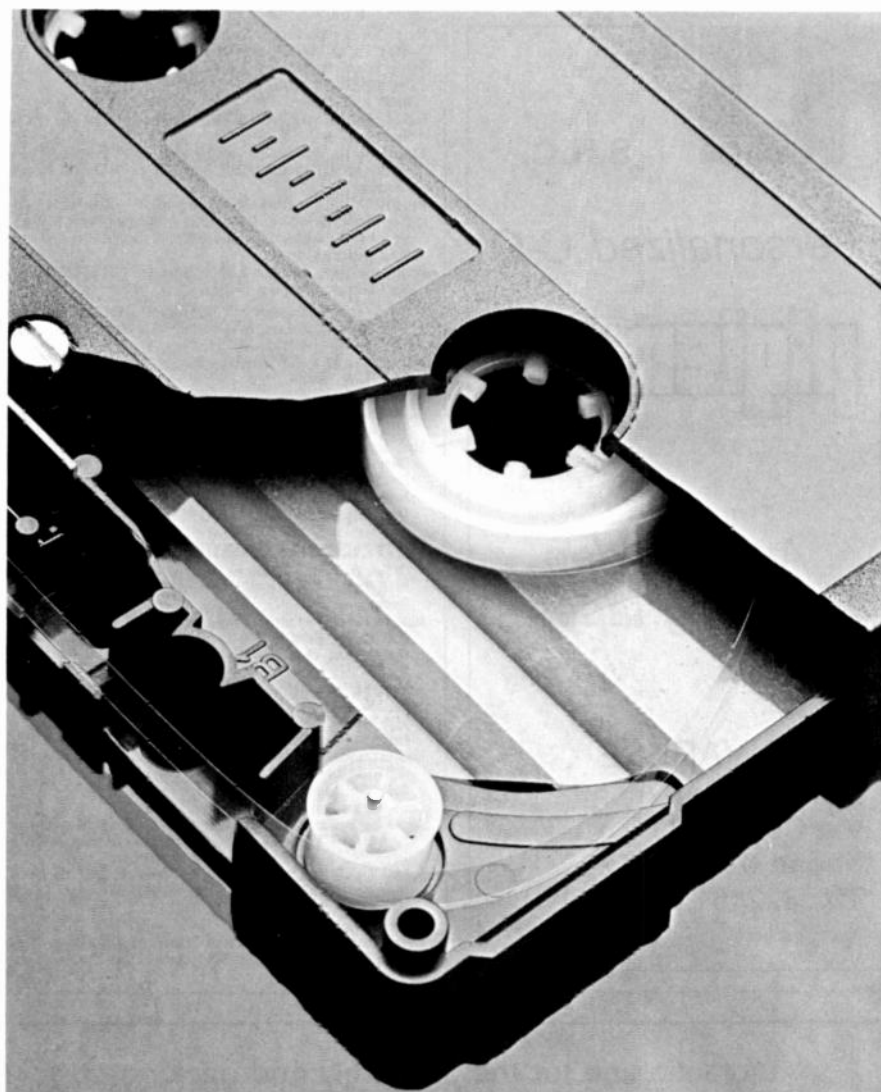
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F I L P (Fabbrica Isolanti & Laminati Plastici) SpA, Piazza Giotto 8, 20133
Milan, Tel: (02) 235.330, 230.982. Cable: FILP. Telex: 316383. Pres.:
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Fraem (Società Individuale di Gaetani Cesare), Via Niccodemi 5, 20154 Milan. Tel: (02) 367.693. Gen. Mgr.: Cesare Gaetani.
Genca (General Cassette) SaS, Don Minzoni 16, 20061 Carugate (Milan) Tel: (02) 904-8815. Telex 31371. 37607
Audio: Hubs & rollers.
G S. Ghelli, Via Alberti 8, 20149 Milan. Tel: (02) 38.14.18. Ger Mgr Paolo Ghelli.
International Compact Cassette SnC, Via Larga, 25024 Porzano di Leno, Brescia. Tel: (030) 906.484/7196. Telex 301247 Owner Pier Antonio Cavagnoli.
Italyplast SnC, Via Pezzotta 6, Albino (Bergamo) Tel (035) 752 141 Co Pres: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti, Mktg Mgr.: Franco Galimberti; Gen. Affairs Mgr.: Attilio Balduzzi; Technical Mgr.: Giuseppe Mismetti.
Pelle Lampugnani, Via Mincio 2, 20139 Milan. Tel (02) 539 1103. Gen Mgr.: Raffaele Lampugnani. (Audio only)
M D A Srl, Via San Giuseppe 137, 21047 Saronno. Tel (02) 962-0914 Telex 380426. Chief Exec.: Roberto Macchi. Gen. Mgr.: Pnuccia Grassi; Sales Mgr.: Eugenia Maffizzoni.
Music Box, Via Adua, 25005 Passirano (Brescia) Tel: (030) 65.73.68. Gen. Mgr.: Franco Rossetti
Nuova SIAT (Società Italiana Articoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960-7485/7450. Cable NSIAT. Telex 335884. Mng. Dir.: Edoardo Benetton.
Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508.701 Cable: START. Telex: 312080. Pres.: Mario Colombo; Gen Mgr.: Dario De Benedetti; Sales Mgr.: Luigi Cane.
Audio: COMP-RAY, TECHNO-RAY 8-tr., cassette.
Techno-Ray, see Start.

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A T B SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan) Tel: (02) 998-9976. Cable: ATBISEBAGO Telex: 334457. Mng. Dir.: Abramo Bordignon.
Audiogram SpA, Via Fratelli Kennedy N. 2/4, 25050 Passirano (BS). Tel: (030) 657.360. Telex 300850. Owner & Mng. Dir.: Edoardo Cattaneo. Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.
Audio: 8-tr., cassette.
Avelca SpA, V. Kennedy 80/A, Caronno Pertusella. Tel: (32) 965-7198/9851. Telex. 335884. Pres.: Giuseppe Zoni; Sales Mgr.: Sergio Moretti.
Audio: 8-tr., cassette
Bresolin Corrado, Via XXV Aprile 205, 20092 Cusello Balsamo (Milan). Tel: (02) 618-8064. Pres.: Corrado Bresolin.
Audio: 8-tr., cassette.
Comp-Ray, see Start.
Ducalca Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 380231 Pres. & Gen. Mgr.: Davide Matalon.
Europa Compact Cassette SnC, Via Martiri Libertà 53, 25035 Ospitaletto (Brescia). Tel: (030) 640.134. Telex: 300260 Sales Mgr. Rinaldo Bianchi.
Audio: Cassette.
Fraem (Società Individuale di Gaetani Cesare), Via Niccodemi 5, 20154 Milan. Tel: (02) 367.693. Gen. Mgr.: Cesare Gaetani.

G T E (General Tape Equip.) Srl, Via Ragusa 8, 20125 Milan. Tel: (02) 689-8065 Telex: 333046 Gen. Mgr. Ottaviano Clerici; Bagozzi
Audio: 8-tr., cassette
Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan) Tel: (02) 904-8815 Telex 31371. 37607
Audio: KING SOUND cassette
G S. Ghelli, Via Alberti 8, 20149 Milan Tel: (02) 38 14 48 Gen Mgr. Paolo Ghelli.
Audio: Cassette.
International Compact Cassette SnC, Via Larga, 25024 Porzano di Leno, Brescia. Tel: (030) 906.484/7196. Telex 301247 Owner Pier Antonio Cavagnoli.
Italyplast SnC, Via Pezzotta 6, Albino (Bergamo) Tel (035) 752 141 Co Pres: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti, Mktg Mgr: Franco Galimberti, Gen Affairs Mgr: Attilio Balduzzi; Technical Mgr: Giuseppe Mismetti
King Sound, see Genca
Pelle Lampugnani, Via Mincio 2, 20139 Milan Tel (02) 539 1103. Gen Mgr. Raffaele Lampugnani
Audio: Cassette
Lear Jet, see Start
M D A Srl, Via San Giuseppe 137, 21047 Saronno. Tel (02) 962 0914 Telex: 380426. Chief Exec. Roberto Macchi. Gen. Mgr Pnuccia Grassi. Sales Mgr Eugenia Maffizzoni.
Audio: 8-tr., cassette
M I P (Music Ind. Prod'ns) Srl, Via San Luca 10, Milan Tel (02) 837 0908 Mng. Dir. Marlene Matalon, Gen. Mgr. David Matalon, Int'l Mgr. Daniela & Manuela Matalon
Audio: Cassettes.
Music Box, Via Adua, 25005 Passirano (Brescia). Tel (030) 65 73 68. Gen Mgr.: Franco Rossetti
Nuova SIAT (Società Italiana Articoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese) Tel (02) 960-7485/7450 Cable NSIAT. Telex 335884. Mng. Dir. Edoardo Benetton
Audio: SIAT 8-tr cartridge, cassette & reels, boxes
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Polimek Srl, Via Pace 64, 20017 Rho (Milan) Tel (02) 930 1742/9484 Telex: 330501 Pres & Sales Mgr. Rosario Mandina
Audio: Cassette
S I A T, see Nuova.
Scotch, see 3M
Start Inc. Corso Garibaldi 120, 20030 Seveso (Milan) Tel (0362) 508.701 Cable START Telex 312080 Pres. Mario Colombo, Gen Mgr Dario De Benedetti; Sales Mgr Luigi Cane.
Audio: LEAR JET, COMP-RAY & TECHNO-RAY 8-tr. cassette
Techno-Ray, see Start.
3 M Italia SpA, San Felice Segrate (Milan) Tel (02) 75 451. Mng Dir T S. Skoog; Sales & Mktg. Mgr. G. Marano.
Audio: SCOTCH reels.
Ve-Ma, Viale Dell'Industria 57, 20037 Paderno Dugnano (Milan) Tel (02) 918.2713. Sales Mgr. Gino Tonelli.
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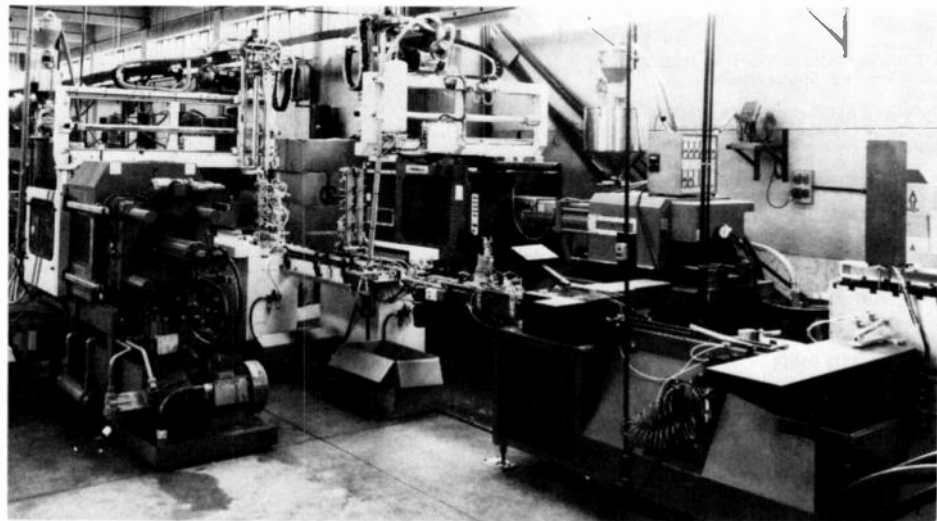
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Product: Magnetic film

Musical Instruments, Via Como 19, 22065 Mariano Comense (Como) Tel (031) 749 212

Audio: Cassette boxes

Polimek Srl, Via Pace 64, 20017 Rho (Milan) Tel (02) 930 1742/9484

Telex 330501 Pres. & Sales Mgr Rosario Mandina.

Audio: Cassette boxes.

Triulzi, Via Vialba 56, 20026 Novate Milanese (Milan) Tel (02) 354.1661/1785

Audio: Plastic shelves for cassettes

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Ducale Ind Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770.784/189 Cable DUCALEMUSIC BREBBIA (VARESE) Telex 380231 Pres & Gen Mgr Davide Matalon. (Importer)

I O R A SpA, Via Trumplina 13, 25100 Brescia Tel (030) 30.36.61.

39 33.71. Telex 300034. Pres.: Giuseppe Pasotti; Sales Mgr.: Menicalli Marcello.

Product: Record presses

M I R SpA, Via Sondrio 30, 25100 Brescia Tel: (030) 347.361. Cable MIRITALY Telex. 300396. Chief Exec. Piero Bonfadina.

Product: Injection molding machines for thermoplastics, thermosets & rubber.

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Audio: Blank—2", 1" & 1/4" open reel, cassette; raw—1/4" cassette.

Video: Blank—1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette.

Ampex Italiana SpA, Via Riccardo Gigante 4, 00143 Rome. Tel: (06) 546 991 Cable: AMPEX. Telex: 610492. Pres.: Riccardo Crippa; Sales Mgr.: Lutz Leyser.

Home office: USA

Audio: Blank—2", 1" & 1/4" open reel, 8-tr., cassette; raw—1/4" open reel, 1/4" 8-tr., 1/4" cassette

Video: Blank—2" & 1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette, raw—1/4" cassette, 1/4" CVC cassette.

Audiogramm SpA, Via Fratelli Kennedy N. 2/4, 25050 Passirano (BS) Tel: (030) 657.360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.

Audio: 8-tr., cassette, open reel

Video: 1/2" VHS cassette.

Aveica SpA, V Kennedy 80/A, Caronno Pertusella. Tel: (02) 965-7198/9851. Telex. 335884. Pres.: Giuseppe Zoni; Sales Mgr.: Sergio Moretti.

Audio: 8-tr., cassette.

Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 618-8064. Pres.: Corrado Bresolin. (Blank only)

Audio: 8-tr., cassette.

Diamond, see Start.

Diplomatic Srl, Via Pietra Della Valle 20, 20132 Milan. Tel: (02) 256.4770 Gen. Mgr.: Guido Mezzadra; Sales Mgr. Enrico Mezzadra

Audio: Cassette, open reel.

Fraem (Societa Individuale di Gaetano Cesare), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen Mgr Cesare Gaetani (Blank only)

Audio: 8-tr., cassette, open reel.

G T E (General Tape Equip.) Srl, Via Ragusa 8, 20125 Milan Tel: 689-8065 Telex: 333046. Gen. Mgr. Ottaviano Clerici Bagozzi (Blank only)

Audio: 8-tr., cassette

Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex 31371, 37607 (Blank only)

Audio: 8-tr., cassette.

Italyplast Snc, Via Pezzotta 6, Albino (Bergamo). Tel (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti; Mktg. Mgr.: Franco Galimberti; Gen. Affairs Mgr. Attilio Balduzzi; Technical Mgr.: Giuseppe Mismetti.

Audio: Cassette.

M D A Cassettes Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962 0914. Chief Exec.: Roberto Macchi, Gen. Mgr.: Pnuccia Grassi, Sales Mgr. Eugenia Maffezzoni.

Audio: 8-tr., cassette.

Magneto Plast (Diplomagnetic), Via Leida 8, Verona. Tel: (045) 504491 Telex: 480481. Pres. Giuseppe Zanardo; Sales Mgr.: Arnaldo Basso. (Blank only)

Audio: 8-tr., cassette.

Magnex SpA, Via G.B. Grassi 97, 20157 Milan. Tel: (02) 355.5146, 357.0946. Telex: 331269. Pres.: Dr. Luigi Lang; Gen. Mgr.: Dr. Roberto Sanzone; Mktg. Mgr.: Giorgio Seitun. (Blank only)

Audio: Cassette.

Video: 1/2" VHS cassette.

Musical Instruments, Via Como 19, 22065 Mariano Comense (Como) Tel (031) 749.212

Audio: Cassette

Music Box, Via Adua, 25005 Passirano (Brescia). Tel: (030) 65.73.68. Gen Mgr.: Franco Rossetti. (Blank only)

Audio: Cassette.

Nuova SIAT (Societa Italiana Articolati Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese). Tel (02) 960-7485/7450. Cable. NSIAT. Telex 335884. Mng. Dir. Edoardo Benetton. (Blank only)

Audio: 8-tr., cassette

Permaton, see Videosuono.

Polimek Srl, Via Pace 64, 20017 Rho (Milan) Tel: (02) 930.1742/9484 Telex: 330501. Pres. & Sales Mgr.: Rosario Mandina (Bulk only)

Audio: Cassette.

Racal, see Roje.

Roje Telecomunicazioni SpA, Via Sant'Anatone 15, 20147 Milan. Tel (02) 415.4141 Cable TELERDIE MILANO Telex: 330202. Co-Pres. Ezio Tunesi, Camillo Roje; Sales Mgr.: Alberto Albertini.

Audio: RACAL cassette, open reel.



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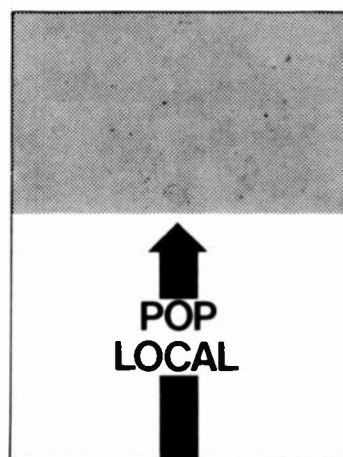
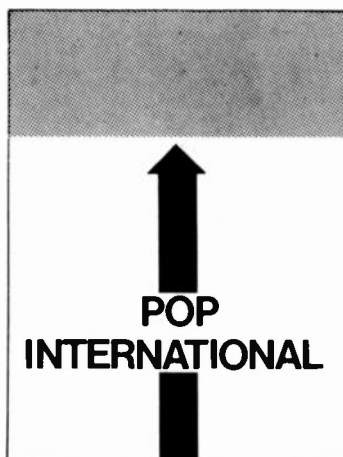
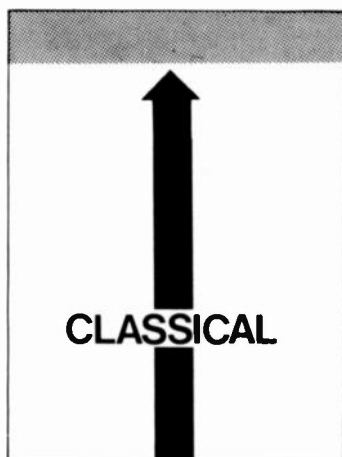
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Audio: 8 tr. cassette, open reel
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Cable: START. Telex. 312080 Pres. Mario Colombo, Gen. Mgr., Dario De Benedetti, Sales Mgr Luigi Cane. (Blank only)
Audio: DIAMANTE cassette
 3 M Italia SpA, San Felice Segrate (Milan) Tel (02) 75.451 Telex 31275. 31159 Mng Dir. T S Skoog, Sales & Mktg Mgr G Mariano.
Audio: SCOTCH 8-tr., cassette, open reel
Video: SCOTCH 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
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 Ducale Ind Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770 784/189 Cable DUCALEMUSIC BREBBIA (VARESE). Telex 380231 Pres & Gen Mgr Davide Matalon (Audio only)
 Europa Studio Tape, Via Ponte Nuovo 2, Milan, Tel (02) 256.7655 Pres. Samele Giovambattista, Sales Mgr Pecchenini Severino.
Audio: GAUSS, KING duplicators
 Fraem (Societa Individuale di Gaetano Cesare), Via Niccodemi 5, 20156 Milan Tel (02) 367.693 Gen Mgr Cesare Gaetano
Audio: Assembling & winding equip
 G T E (General Tape Equip) Srl, Via Ragusa 8, 20125 Milan Tel 689 8065 Telex 333046 Gen Mgr Ottaviano Clerici Bogazzo
Audio: Automatic, semi automatic & manual tape winders, high speed duplicators, automatic cassette assemblers & automatic cassette screw-driver, Ampex compatible slaves
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 King, see Europa Studio Tape
 M D A Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962 0914 Chief Exec. Roberto Macchi, Gen Mgr Pinuccia Grassi, Sales Mgr. Eugenia Maffizzoni (Audio only)
Audio: Processing equip
 Roje Telecomunicazioni SpA, Via Sant'Anatolone 15, 20147 Milan Tel (02) 415 4141 Cable TELEROJE MILANO. Telex 330202 Co Pres Ezio Tunesi, Camillo Roje, Sales Mgr Alberto Albertini
Audio: AUAVIS ASDNA duplicating equip
 Sumat Srl, Via San Giuseppe 137, Saronno (Varese) Tel (02) 962 0915 Gen Mgr Roberto Macchi. (Manufacturer/Importer)
Audio: Automatic cassette winders, tools.
 T T L (Tape Technology Lab) di Rizza Attilio, Via Pirandello 4/A, 20144 Milan Tel (02) 469 5213, 498 4371 Pres Attilio Rizza
Audio: Cassette winders
 Tapematic, Via Unione 13, 20050 Mezzago (Milan) Tel (039) 692 359.

Telex 340233 Dir Luciano Perego, Technical Mgr Giovanni Brignani
Audio: Tailoring machines w/loaders
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Product: Fully automatic C O assembling system
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Product: Automatic cassette labeling & boxing machines
 I D R A SpA, Via Trunpina 13, 25100 Brescia. Tel (030) 30 36 61. 39 33 71 Telex 300034 Pres.: Giuseppe Pasotti, Sales Mgr Menicalli Marcello
Product: Cassette "shelving" machinery
 M D A Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962 0914 Telex 380426. Chief Exec. Roberto Macchi, Gen Mgr Pinuccia Grassi, Sales Mgr Eugenia Maffizzoni
 D G E Srl, Via Mecenate 30/26, Milan Tel (02) 50 61281 Cable GU MANTEL Telex 311297 Pres Enzo Mantelli
Product: Semi automatic & automatic tape box wrapping machines
 S T M (System Transfer Matic), Via Lombardia, 20060 Vignate (Milan) Tel (02) 958-0227
Product: Cassette assembly & packaging equip
 Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan) Tel (0362) 508 701 Cable START. Telex 312080 Pres. Mario Colombo, Gen Mgr Dario De Benedetti, Sales Mgr Luigi Cane
 Sumat Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962 0915 Gen Mgr Roberto Macchi (Manufacturer/Importer)
Product: Cassette & cartridge plastic shelves pressing machines, boxes pressing machines, cassettes into-boxes automatic injectors
 Tapematic, Via Unione 13, 20050 Mezzago (Milan) Tel (039) 692 359 Telex 340233 Dir Luciano Perego Technical Mgr Giovanni Brignani (Audio only)
Product: Boxing & labeling machines
• accessories
 Agfa Gevaert SpA, Viale de Gasperi/via Grosio 10/4, 20151 Milan Tel (02) 3074 11 Telex 331182 Pres & Mng Dir Benito Chucchini, Sales Mgr Giorgio Dordoni, Mktg. Giorgio Regorda
Product: Tape-carrying & storage cases, head cleaners, leader tape, splicing tape & equip (all audio), head cleaners (video)
 Audiogram SpA, Via Fratelli Kennedy N 2/4, 25050 Passirano (BS) Tel (030) 657 360. Telex 300850 Owner & Mng Dir Edoardo Cattaneo; Gen Mgr Francesco Nervi, Sales Mgrs. Italo Capolferri, Romano De Scalzi
Product: Tape-head cleaners, leader tape
 Avecla SpA, V Kennedy 80/A, Caronno Pertusella Tel (02) 965 7198/9851. Telex 335884 Pres. Giuseppe Zoni, Sales Mgr. Sergio Moretti
Product: Record-record care prods.
 Bresolin Corrado, Via XV Aprile 205, 20092 Cinsello Balsamo (Milan) Tel (02) 618-8064 Pres. Corrado Bresolin
Product: Tape-carrying & storage cases, head cleaners, demagnetizers.
 Ducale Ind Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770 784/189 Telex: 382031 Pres & Gen Mgr. Dawide Matalon
Product: Tape-leader & splicing tape
 Duplomatic Srl, Via Pietro Della Valle 20, 20132 Milan Tel (02) 256 4770 Gen Mgr. Guido Mezzadra, Sales Mgr Enrico Mezzadra
Product: Tape-leader & splicing tape
 Ecolina Srl, Via Leopardi 8, 20123 Milan Tel (02) 806 125, 869 0121 Chief Exec. Mourad Sabat, Factory Technical Mgr. Roberto Roccabella.
Product: Tape-carrying & storage cases, head cleaners, demagnetizers (all audio)
 International Compact Cassette SnC, Via Larga, 25024 Porzano di Lenò, Brescia Tel. (030) 906 484/7196. Telex 301247 Owner Pier Antonio Cavagnoli
Product: Tape-head cleaners, demagnetizers, leader tape.
 Italyplast SnC, Via Pezzotta 6, Albino (Bergamo) Tel. (035) 752.141. Co Pres. Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti, Mktg Mgr Franco Galimberti, Gen Affairs Mgr Attilio Balduzzi, Technical Mgr Giuseppe Mismetti
Product: Tape-head cleaners, demagnetizers.
 M D A Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962 0914 Telex 380426 Chief Exec. Roberto Macchi, Gen Mgr Pinuccia Grassi, Sales Mgr Eugenia Maffizzoni
Product: Tape-head cleaners, demagnetizers, cassette testers, cassette tools & moulds, tape certifiers
 M I P (Music Ind Prod'ns) Srl, Via San Luca 10, Milan Tel (02) 837 0908 Mng Dir Marlene Matalon; Gen Mgr David Matalon, Int'l Mgrs Dan eta & Manuela Matalon
Product: Record-carrying & storage cases, Tape-leader tape
 Magnex SpA, Via G.B. Grassi 97, 20157 Milan Tel (02) 355 5146, 357 0946 Telex 331269 Pres Dr Luigi Lang, Gen Mgr Dr Roberto Sanzone, Mktg Mgr Giorgio Setton
Product: Tape-head cleaners, demagnetizers, leader tape.
 New Hobby in Style, Via Gabriele d'Annunzio 15, 20052 Monza Tel (039) 74 51.02. Cable NEWHOBBY. Chief Exec. Rosella Sangalli, Gen & Sales Mgr. Stefano Nocera; Foreign Dept. Giancarlo Zanini
Product: Record-carrying & storage cases, record care prods. 45 RPM adaptors, replacement styli, Tape-carrying & storage cases, head cleaners, demagnetizers, splicing tape
 Roje Telecomunicazioni SpA, Via Sant'Anatolone 15, 20147 Milan Tel (02) 415 4141 Cable TELEROJE MILANO. Telex 330202 Co Pres Ezio Tunesi, Camillo Roje, Sales Mgr Alberto Albertini
Product: Tape-leader tape
 Sciascia (Ed.), Via Brodolini, 20089 Rozzano (Milan) Tel (02) 825.8041 Pres & Gen Mgr Armando Sciascia; Sales Mgr Sergio Sciascia
Product: Record & Tape-carrying & storage cases
 Siemens SpA (Societa Italiana Telecomunicazione), Via A Canova 19/A, Milan Tel (02) 43 88 (importer)
Product: Record-STANTON replacement styli
 Sonorex Tape SpA, Via Bonfadina 14, Cazzago San Martino (Brescia). Tel (030) 725 382 Telex 300826. Adm'n Dir Antonio Magni, Sales Execs I Capolferri, R Descalzi
Product: Tape-head cleaners, demagnetizers, leader tape
 Stanton, see Siemens
 Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan) Tel (0362) 508 701 Cable START Telex 312080 Pres. Mario Colombo, Gen Mgr Dario De Benedetti, Sales Mgr. Luigi Cane
Product: Tape-head cleaners, demagnetizers
 Sumat Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0915 Telex 380426 Gen Mgr. Roberto Macchi
Product: Tape-head cleaners, demagnetizers

3 M Italia SpA, San Felice Segrate (Milan) Tel (02) 75 451 Telex 31275. 31159 Mng Dir T S Skoog, Sales & Mktg Mgr G Mariano
Product: Tape-carrying & storage cases, head cleaners, demagnetizers leader & splicing tape
 Universal Plastics, Via G Di Vittorio 2, Inzago (Milan) Tel (02) 95 40 79 / 47 55 Telex 321615
Product: Record-storage modules (45 & LP)
 Videosuoni di Maurizio Calari, Via Beato Angelico 21, 20133 Milan Tel (02) 717.051/351 Owner & Pres Calari Maurizio
Product: Record-carrying & storage cases, record care prods turntable mats, 45 RPM adaptors, Tape-carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio)

• promotional merchandising aids

Souffinder Int'l Rec. Imports di Carola Mirabelli, Via G B Vico 12, 20123 Milan. Tel (02) 431 319 Telex 311250 Gen & Sales Mgr Carola Mira belli
Product: Posters, patches, jackets, mirror albums

• store fixtures

Dimar Dischi, Corso D'Augusto 49, 47037 Rimini Tel (0541) 5 42 98 Telex 550398. Owner Bruno Focchi
Product: Record-brower boxes (audio); Tape-display racks (audio)
 New Hobby in Style, Via Gabriele d'Annunzio 15, 20052 Monza Tel (039) 74 51.02 Cable. NEWHOBBY. Chief Exec. Rosella Sangalli Gen & Sales Mgr. Stefano Nocera; Foreign Dept Giancarlo Zanini
Product: Brower boxes, display racks
 Saar Srl, Viale di Porta Vercellina 14, 20123 Milan Tel 469 6251 Pres Walter Gurtler, Sales Mgr. Sergio Balloni
Product: Brower boxes, display racks

IVORY COAST, REPUBLIC OF

Population: 8,210,000
 Rate of exchange: \$1 (US) = 263 CFA francs.
 Per capita income: \$1066
 Holidays: January 1, Easter Monday, May 1, Ascension Day, August 15 (Assumption), November 1, December 7, 25 & traditional Muslim holidays (2 days variable).

• record & tape manufacturers / distributors / importers

Abidjan Import, PD Box 788, Abidjan 12.
 Kibaru, see Societe Ivoirienne du Disque.
 S I D, see Societe Ivoirienne du Disque
 Societe Ivoirienne du Disque (IFPI), 10 BP 503, Abidjan 10 Tel 36 10 25 Cable: SID. Telex: 3193. Pres & Gen. Mgr. Catherine Oro (Manufacturer/Distributor/Importer)
Labels: (Owned) Kibaru, SID, Sound Explosion, (licensed) Amour (Canada), Decca (West Africa), EMI (UK), Gallo (South Africa), Mal's (USA), Namaco (Nigeria), United Africa Artists (UK), Virgin (UK); AIT, Africa, Ba Ba, Bana Beru, Do-7, King Kong, Loilwe, Moto Moto, Muziki du Zaire, Nyang Omaki, Owang Jaber, POK, Sungura (all Kenya)
 Sound Explosion, see Societe Ivoirienne du Disque
 W E A West Africa, BP 4335 Poste D'Abidjan, Plateau D'Abidjan Tel 361 577/268 Mng Dir Guy Gluck
Home office: USA.

• services

TAPE CUSTOM DUPLICATORS
 Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10, Tel 36 10 25 Cable SID. Telex 3193. Pres. & Gen Mgr.: Catherine Oro

• supplies

JACKETS & SLEEVES
LABELS, DISK
POLYETHYLENE BAGS
 Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10, Tel 36 10 25 Cable SID. Telex 3193. Pres. & Gen. Mgr.: Catherine Oro

• accessories

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10 Tel 36 10 25 Cable SID. Telex: 3193. Pres & Gen Mgr. Catherine Oro
Product: Record-carrying cases.

JAMAICA

Population: 2,193,000
 Rate of exchange: \$1 (US) = 1.78 Jamaican dollars
 Per capita income: \$1610
 Holidays: January 1, Ash Wednesday, Good Friday, Easter Monday, May 23 (Labor Day), August 4 (Independence Day), October 20 (National Heroes Day), December 25, 26 (Boxing Day).

• record & tape manufacturers / distributors / importers

Blank, see Record Specialists.
 Carifa, see Record Specialists.
 Champion, see Record Specialists.
 Dynamic, see Dynamic Sounds.
 Dynamic Sounds Rec'g Co. Ltd. (IFPI), 15 Bell Rd., Kingston 11 Tel: 933-9138/9168. Cable: DYNASOUND. Telex: 2296. Pres: Byron A Lee. VP & Comptroller: Cecil Warren; Gen. Mgr.: Michel Khouri; Sales Mgr.: L Gray

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 telex: 270620 PP SRM I

JAPAN

Labels: (Owned) Dynamic, Jaguar, Lion, Melrose, Panther, Tiger, Tyssott, Wede Bete; (Licensed) Archiv (Germany), Ariola America (USA), Atlantic (USA), Bang (USA), CTI (USA), Casablanca (USA), Creole (UK), H&L (USA), Polar (Sweden), Polydor (Germany), Ramwood (USA), Salsoul (USA), Springboard (USA), State (UK), TK (USA).

Int'l reps: Africa (WEA), South Africa (EMI), UK (Creole, State).

Federal Rec. Mfg. Co. Ltd. (IFPI), 220 Marcus Garvey Dr., Kingston 11. Tel: 923-9978/7375. Telex: 2294. Cable: FEDERREC.

Labels: (Owned) Federal, LTD, Wildflower; (Licensed) Buddha (USA), CBS (UK, USA), Columbia (UK, USA), Epic (USA), Hi (UK, USA), Marlin (USA), Philadelphia Int'l (USA), Portrait (USA), RCA (USA), T-Neck (USA), TSOP (USA).

G S's Rec. Mfg. Ltd., 1-3 Torrington Rd., Kingston Tel. (809) 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Mng. Dir.: Alvin Ranglin; Gen. Mgr.: Patrick Muir; Sales Mgr.: Leon Hyatt.

Labels: GG, Grimm Ben, Hit Label, Typhoon, Volcano.

Int'l reps: Canada (Rap Rose), UK (GG), USA (Benson, Disneyland/Vista, GG, Majestic, Motown).

Gorgon, see Sonic Sounds.

Grimm Ben, see GG's.

Hit Label, see GG's.

Jaguar, see Dynamic Sounds.

L T D, see Federal.

Lion, see Dynamic Sounds.

Melrose, see Dynamic Sounds.

Multitapes Ltd., 15 Bell Rd., Kingston 11 Tel. (92) 39130. Telex: 2296.

Panther, see Dynamic Sounds.

Record Specialists Ltd. (IFPI), 1-3 Torrington Rd., Kingston Tel. (809) 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Exec. Dir.: George Benson; Dir. & Sec'y: Marjory Benson; Sales Mgr.: Delroy Morrison.

Labels: (Owned) Blank, Carifia, Champion, Saturn, Star, Venus; (Licensed foreign) Disneyland-Vista (USA), MCA-tapes (USA), Majestic (USA), Motown (USA), Salsoul (USA), Universal (USA), Word (UK).

Saturn, see Record Specialists.

Snapper, see Sonic Sounds.

Sonic Sounds Rec. Mfg. Co. Ltd., 14 Retirement Rd., Kingston 5 Tel. 926-2036/1204. Cable: VIBES. Mng. Dir.: Neville O. Lee; Gen. Mgr.: Minah Ramharrack; Sales Mgr.: Stephen Lee.

Labels: (Owned) Gorgon, Snapper, Sonic, Thunderbolt, Tuna, Volcano; (Licensed foreign) Arisia (USA), Capitol (USA), EMI (UK), United Artists (USA), WIRL (Barbados).

Star, see Record Specialists.

Thunderbolt, see Sonic Sounds.

Tiger, see Dynamic Sounds.

Tuna, see Sonic Sounds.

Typhoon, see GG's.

Tyssott, see Dynamic Sounds.

Venus, see Record Specialists.

Volcano, see GG's.

Volcano, see Sonic Sounds.

Wede Bete, see Dynamic Sounds.

Wildflower, see Federal.

• music publishers

Par-Lay-Voo Music Ltd., see Woodwater.

Record Specialists Ltd., 1 Torrington Rd., Kingston, WI. Tel. 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Exec. Dir.: George Benson; Dir. & Sec'y: Marjory Benson; Sales Mgr.: Delroy Morrison.

Sheila Music Corp. Ltd. (BMI), 15 Bell Rd., Kingston 11. Tel: 933-9138/9130. Cable: DYNASOUND. Mng. Dir.: Sheila Lee.

Woodwater Music Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-8817. Cable: FEDERREC. Telex: 2294.

• services

PLATING, PROCESSING & PRESSING PLANTS RECORD PROMOTION

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-7375. Cable: FEDERREC. Telex: 2294.

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.

TAPE CUSTOM ORDERERS

X-9 Electronics & Rec'd Tapes Ltd., PO Box 306, 14 Northside Plaza, Kingston 6. Tel: 927-0939, 937-0212. Gen. Mgr.: Suelan Chung.

Home office: USA, Aries Int'l.

Audio: 8-tr., cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS

EMPTY CARTRIDGES, CASSETTES & REELS

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 933-9168.

Pres.: Byron Lee; Sales Mgr.: Junior Gray.

Brand name: DYNASETTE.

JACKETS & SLEEVES

LABELS, DISK

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 933-9168.

Pres.: Byron Lee; Sales Mgr.: Junior Gray.

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-8817. Cable: FEDERREC. Telex: 2294.

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray. (Sleeves only)

PROFESSIONAL TAPE SUPPLIES

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.

Audio: Cassette labels.

TAPE, BLANK LOADED

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.

Audio: 2", 1", 8-tr., open reel.

X-9 Electronics & Rec'd Tape Co. Ltd., PO Box 306, 14 Northside Plaza, Kingston 6. Tel: 927-0939. Gen. Mgr.: Suelan Chung.

Home office: USA, Aries Int'l.

Audio: 8-tr., cassette.

POPULATION: 117,057,485.

Date of exchange: \$1 (US) = 255 yen.

Per capita income: \$8,426.

Holidays: January 1, January 15 (Adult's Day), February 11 (Founding Day), Vernal Equinox Day, April 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), September 15 (Respect for Aged Day), Autumnal Equinox Day, October 10 (Athletics Day), November 3 (Culture Day), November 23 (Labor Thanksgiving Day). (If a holiday falls on a Sunday, it is celebrated on Monday).

RECORDS & TAPES:

Record production: Singles & LP's 1981—166,370,000 units, \$685,000,000; 1980—194,900,000 units, \$888,430,000.

Tape production: 1981—86,780,000 units, \$469,000,000; 1980—79,970,000 units, \$547,100,000.

Records imported: 1980—\$23,650,000.

Records exported: 1980—\$6,700,000.

Record club sales: 10% of total.

Discounting: Rare

Type of distribution: Manufacturer-to-retailer. "Contracted stores," record retailers who are directly connected with record manufacturers, constitute the core of the distribution system. This distribution system is supplemented by wholesalers who have their own distribution route made up of "non-contractors." Major mass merchandise discount chains and students' cooperative stores also handle records. Some retailers specialize in handling imported records. The number of disk rental shops is increasing rapidly.

Type of promotion: Radio and discotheques for international music and TV for domestic music are the most important means of promotion. There are several fan magazines which cover both the domestic and international music scenes extensively.

RADIO STATIONS:

No. of commercial: 48 AM, 4 FM; **no. of government:** 2 AM, 1 FM.

TELEVISION STATIONS:

No. of government channels: 2, **commercial channels:** 88 (all color).

• record & tape manufacturers / distributors / importers

A N Z Inc., 27-13 Hgashiyama-cho, Itabashi-ku, Tokyo 174. Tel: (03) 972-1369. Cable: ANZKEEPS. Pres.: Terukazu Arita. (Importer)

Labels (Owned) Alligator Jazz Club.

Aardvark, see Canyon.

Abeno-Meiyo-Do, 4-13-19 Abenosuji, Abeno-ku, Osaka 545. Tel: (06) 622-0373. (Distributor).

Agharta, see Canyon.

Alfa Recs. Inc., 3-5-39 Shibaura, Minato-ku, Tokyo 108. Tel: (03) 455-1791. Cable: ALASSOCIA. Telex: 2424537. Pres.: Kunihiko Murai; Alfa (Japan)/Yen Label Mgr.: Junichi Gotoh; A&M/Alfa (USA) Label Mgr.: Kazuo Ikeda; Int'l Dir.: Edward Leaman. (Distributed by Victor)

Labels: (Owned) Alfa, Yen; (Licensed foreign) A&M (USA), Alfa (USA), Horizon (USA).

Int'l reps: USA (Alfa), worldwide except Japan & USA (CBS Int'l).

Alligator Jazz Club, see ANZ

Alty, see Apollon.

Americana Recs., 6-15-23 Yawata, Ichikawa-shi, Chiba-ken 273. Tel: (0473) 35-8403. (Distributor/importer)

Apollon Music Ind'l Corp. (IFPI), 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 353-0191. Pres.: Misa Watanabe; Gen. Mgr.: Hideki Hayashi; Sales Mgr.: Ruyjiro Uchida. (Tape only).

Labels: (Owned) Alty, Apollon.

Archiv, see Polydor.

Artisco, see Canyon.

Asahi Music Servs. Inc., c/o Asahi Broadcasting Corp., 2-2-48 Ohyodo-Minami, Ohyodo-ku, Osaka 531. Tel: (06) 458-5321. Pres.: Kunkichi Kanbara; Gen. Mgr.: Kazuyuki Yagi; Sales Mgr.: Shuzo Asai.

Labels: (Owned) Asahi Musapak.

Branch: Tokyo, 2-6-3 Shiba Park, Minato-ku. Zone: 105. Tel: (03) 436-5771. Cable: ASAHIMSDO TOKYO.

Asahi Musapak, see Asahi Music Servs.

Asylum, see Warner-Pioneer.

Athene Rec. Ind. Co. Ltd., 3-4-9 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 542-6651. Cable: ATHENCORO. Pres.: Hiroshi Hirano.

Atlantic, see Warner-Pioneer.

Atras, see Yupiteru Ind.

B O M Serv. Ltd., 6-5-18 Kawama, Takarazuka, Hyogo 665. Tel: (0797) 87-0561. Pres.: Toshio Watanabe; VP: Saburo Watanabe.

Labels: (Owned) Red Clay; (Licensed) American Heritage, Bay, County, Flying Fish, Grassound, Old Homestead, Outlet, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shiloh, Sonyatone, Sugar Hill (all USA).

Baybridge, see Teichiku.

Better Days, see Nippon Columbia.

Black, see Teichiku.

Black Hawk & Co., 2-18-3 Dogenzaka, Shibuya-ku, Tokyo. Contact: Yoshinori Mizukami. (Distributor).

Blow Up, see Nippon Columbia.

Bluegrass Ents., Tokyo, Kasai Bldg., 6-15-1 Honkomagome, Bunkyo-ku, Tokyo 113. Tel: (03) 946-4663. (Distributor).

Blues Interactions Inc., Sun-East Bldg. 402, 3-24-9 Higashi, Shibuya-ku, Tokyo 150. Tel: (03) 400-1688. Cable: PEAVINE. Pres.: Yasufumi Higurashi; Gen. Mgr.: Akira Kochi.

Labels: (Owned) P-Vine Special; (Licensed foreign) Alligator (USA), Denmark (USA), Jewel (USA), Joliet (USA), Joromi (Nigeria), One-Derful (USA), Paula (USA), Ronn (USA), Rotel (USA), 3A (France).

Bourbon, see Tokuma.

C B S/Sony Inc. (IFPI), PO Box 17, Tokyo Int'l Airport, Tokyo 149; 1-4 Ichigaya-Tamachi, Shinjuku-ku, Tokyo 162. Tel: (03) 266-5803. Cable: CBSOSSONRECORD. Telex: 24766. Pres.: Toshio Ozawa; Int'l Mgr.: Yoshiyuki Isomura; Sales Mgr.: Yoshikatsu Inoue.

Labels: (Owned) CBS/Sony, Futago Mo Monchichi, Kaori, Little Gang, Niagara, Openskye, People, Silverland, Tee, UMI; (Licensed foreign) ARC, Ambient Sound, Bang, Bearsville, Believe In A Dream, Blue Sky, Boardwalk, Caribou, Chicago Int'l, Coast to Coast, Columbia, Curb, De-Lite, Geffen, IRS, Jet, Johnston, Kat Family, Kirshner, Lorimar, Lynx, Monument, Nempor, Odyssey, Pasha, Pavilion, Philadelphia Int'l, TK, T, Neck, Tabu, Tappan Zee, Uncle Jam, Unlimited Gold (all USA); Ricordi (Italy).

Int'l reps.: Worldwide (CBS), Hong Kong (CBS/Sony), Korea (Jigu), Canyon Recs. Inc. (IFPI), 4-3-31 Kudan Kita, Chiyoda-ku, Tokyo 102. Tel: (03) 265-4161. Telex: 2324208. Pres.: Shigeaki Hazama; Exec. Mng. Dir.: Akira Ijichi; Sales Mgr.: Eisei Imamura.

Int'l branch: USA

Labels: (Owned) Aardvark, Agharta, Artisco, Canyon, Canyon Int'l, Cine-Disc, F, NAV, SDH, See Saw; (Licensed foreign) Scotti Bros. (USA).

Casablanca, see Polystar.

Cine-Disc, see Canyon.

Climax, see Tokuma.

Columbia, see Nippon Columbia.

Continental, see Teichiku.

Cosdel (Japan) Ltd., Hibiya Park Bldg., Rm. 923, 1-8-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 271-5861. Cable: COSDEL. Pres.: Kenneth L. Cole. (Distributor).

Labels: (Licensed) Durium (Italy).

Crown Rec. Co. Ltd., 2-10-8 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 582-4741. Pres.: Masanori Itoh; Gen. Mgr.: Noboru Saito; Sales Mgr.: Kazu-shige Tsuyuki.

D G, see Polydor.

Dan, see Tokuma.

Denon, see Nippon Columbia.

Disc Center Co. Ltd., CPO Box 874, Osaka 530-91. Tel: (06) 323-6350. Cable: DISCAREA. Telex: 64488. Pres.: Yasutoshi Gotoh; Gen. Mgr.: Kaoru Umeda. (Distributor/importer/Exporter)

Discomate Recs. Co. Ltd. (IFPI), Akasaka Makabe Bldg., 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-9111. Telex: 2425228. Pres.: Takayasu Yoshioka; Exec. VP: Toshio Hoshino; Sales Mgr.: Ikuo Kagasaka. (Distributed by Victor)

Labels: (Owned) Discomate; (Licensed) Polar (Sweden).

Desk Union Co. Ltd., 2-13-1 Hidabashi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7930. Cable: DISURUNION. Telex: 25425. Pres.: Teruchi Hirohata; Mng. Dir.: Kazuo Fukuda. (Distributor/importer/Exporter)

Doughnut, see Toshiba-EMI.

East Wind, see Nippon Phonogram.

Eastern Works, 2-A Hasegawa Bldg., 1-37-4 Yoyogi, Shibuya-ku, Tokyo 151. Tel: (03) 370-8658. Gen. Mgr.: Hideaki Utsumi; Sales Mgr.: Masanori Akashi. (Distributor/importer).

Elektra, see Warner-Pioneer.

Epic/Sony Inc., 8F Shin-Aoyama Bldg. Nishi, 1-1-1 Minami Aoyama, Minato-ku, Tokyo 107. Tel: (03) 475-2640. Cable: EPIC SONY. Telex: 2424132. Exec. Mng. Dir.: Shugo Matsuo; Gen. Mgr.: Terry Tsutsumi; Sales Mgr.: Kazutomo Enomoto.

Labels: (Owned) Epic/Sony, Sweet Donuts; (Licensed foreign) CBS (worldwide except USA), Epic (worldwide), Portrait (USA).

Express, see Toshiba-EMI.

F, see Canyon.

Flying Disc, see Victor.

Flying Dog, see Victor.

For Life Recs. Inc., 10F Odakyu Minamioyama Bldg. 7-8-1, Minato-ku, Tokyo. Tel: (03) 406-6955.

Frasco, see Nippon Phonogram.

Free Flight, see Warner-Pioneer.

Fullhouse, see Trio.

Fungatti Inds., Kaiyo Bldg., 6th fl., Rm. 2, 99 Motomachi-Dori, Ikuta-ku, Kobe. Tel: (078) 331-3132. Telex: 781-78996. (Distributor)

Futago Mo Monchichi, see CBS/Sony.

G & G Sounds Corp., 3-15-15 Izumi, Higashi-ku, Nagoya, Aichi 461. Tel: (052) 971-5030. Pres.: Yoshio Tanahashi. (Distributor/importer)

Globe, see Victor.

Hara Int'l Inc., 1-2-5 Shirokanedaya, Minato-ku, Tokyo 108. Tel: (03) 445-4545. Cable: HARAINT TOKYO. Chm. & Gen. Mgr.: R.N. Uehara; Office Mgr.: N. Yunoiki.

Harmony House Recs., 3-1 Kanda Surugadai, Chiyoda-ku 101, Tokyo.

Harvest, see Tokuma.

Herald Music Inc., 2-20-15 Shimbashi, Minato-ku, Tokyo. Tel: (03) 573-1287. Cable: HERALDPICTURE. (Distributor/ Importer)

Invitation, see Victor.

J V C, see Victor.

Japan Cardinals Corp., Kono Bldg. 2F, 41-23 Udagawacho, Shibuya-ku, Tokyo 150. Tel: (03) 463-9661. Cable: JICARDT. Telex: 2422497. Chm.: Akiyo Takaoka; Pres.: Eiji Miki. (Importer/Exporter)

Japan Pub'n's Trading Co. Ltd., 1-2-1 Sarugaku-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 292-3751. Cable: SHUTSUUBO. Telex: 27161. Pres.: Toshio Murayama; Export Mgr.: M. Kokubo. (Distributor/Exporter)

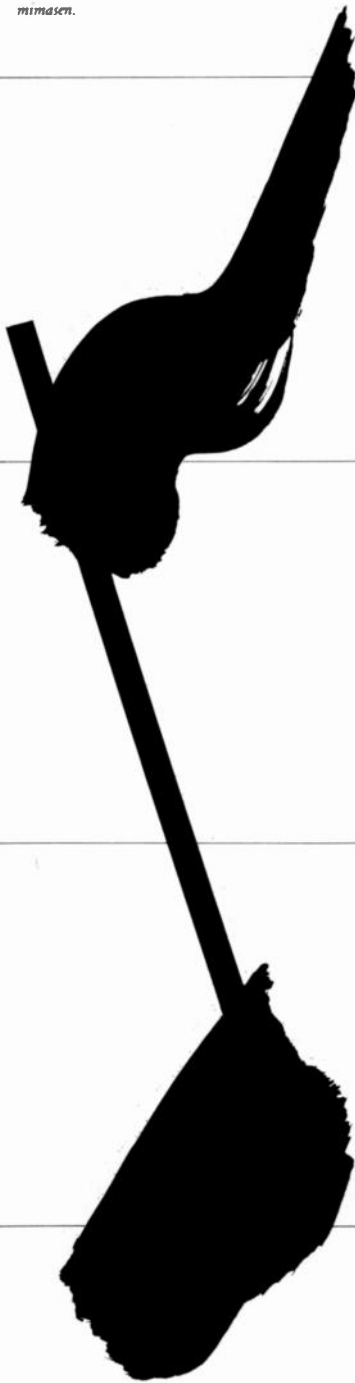
Japan Rec. Trading Co. Ltd., Daichi Honan Bldg., 2-8-17 Minami Ikebukuro, Toshima-ku, Tokyo 171. Tel: (03) 984-1587. Telex: 2722447. Pres.: S.igeru Ouchi; Dir.: Shunji Obata. (Importer).

Japan Soul Agency, 1-5-11 Sakurajyosui, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRCO. Telex: 2424586. Chief Exec.: Kazuo Akimoto; Gen. Mgr.: Nobuhiro Sindo; Sales Mgr.: Eiko Yamaguchi. (Distributor/ Importer)

Southern Music Publishing Co. (Japan) Ltd. Tokyo, Japan

DoMo,

DoMo [dɔ:mo] *slang. functional word.* (1) hello; *Domo!* (2) thank you; *Domo arigatoh gozaimasu.* (3) *sorry*; *Domo sumimasen.*



Jujiya Gakki, 3-21 Meshiki-cho, Manda, Chiyoda-ku, Tokyo 100. Tel: (03) 293-4671.

K-tel Int'l (Japan) Ltd., 1-2-8 Nishimbashi, Chuo-ku, Tokyo 103. Tel: (03) 274-4391. Telex: 2222337. Pres.: Tetsuro Iida; Exec. VP: Raymond Kives; Gen. Mgr.: Shogo Ishii.
Home office: USA

Kaori, see CBS/Sony.

Kenwood, see Trio.

Kikka Trading Co. Inc., 1-7-9 Asagaya Minami, Sugiyama-ku, Tokyo 166. Tel: (03) 583-5476, 311-1682. Cable: KIKKAINC. Telex: 02422797. Mng. Dir.: Arata Yamamoto, (Exporter).

Labels: (Exported) Major jazz & rock labels & soundtracks.

King Rec. Co. Ltd. (IFPI), 2-12-13 Otowa, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2131. Telex: 24963. Pres.: Shin Tomoda; Gen. Mgr.: Goh Makino; Sales Mgr.: Yoshiaki Kajiyama; Int'l Pops Repertoire Mgr.: Kazuo Takeda.

Labels: (Owned) King, Paddle Wheel, Seven Seas, Windmill; (licensed) Argo, Ariston, Artists House, Barclay, Butterfly, CGD, CTI, Contemporary, Disneyland, Font-Cetra, Hungaroton, London, Ri-Fi, Telefunken, United Artists, Vanguard.

Int'l reps.: Australia (Festival), Brazil (Altaplay), France (Compagnie Phonographique Francaise, Societe Francaise du Son), Hong Kong (Hong Kong King Yoko), UK (London), USA (Vanguard).

Kitty Ents. Inc., Nobayashi Bldg., 7th fl., 1-14-11 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-4711. Telex: 2425338. Pres.: Harumi Ogawa, Promo. Mgr.: Yutaka Tanaka; Int'l Mgr.: Kazuo Munakata. (Also see Polydor)

Kyushu-Ongaku-Sangyo, Ishii Bldg., 3-16-13 Hakataekimae, Hakata-Ku, Fukuoka-shi 812. Tel: (092) 29-0117. (Distributor).

Little Gang, see CBS/Sony.

Lost City Co. Ltd., 3-5-10 San Nomiya-cho, Kobe 650. Tel: (078) 331-3770. Chief Exec.: Mochiro Nozaki; Gen. Mgr.: Mamoru Okutani; Sales Mgr.: Kazuki Yamana. (Distributor/Importer).

Lucky Shokai, 2-4-1 Iwamoto-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 861-7134. (Distributor).

Ma Ma, see Tokuma.

Max, see Super Stop.

Mercury, see Nippon Phonogram & Nihon Mercury.

Minorophone, see Tokuma.

Muse Trading Co. Inc., New Atago Bldg., 2-4-9 Atago, Minato-ku, Tokyo 105. Tel: (03) 438-2525. Cable: MUSETTA. Telex 27353. Gen. Mgr.: Kazuo Kumagai; Sales Mgr.: Michinori Takahashi. (Distributor/Importer).

Music Minus One Japan, 3-25 Azabu Jikura, Minato-ku, Tokyo 106. (Distributor).

Home office: USA

Music Shop Kunihara, 8 Nijo, Asahikawa, Hokkaido. Tel: (0166) 23-5266. (Distributor).

N A V, see Canyon.

Nadja, see Trio.

Niagara, see CBS/Sony.

Nihon Mercury Rec. Ltd., 2-7-3 Yamato-cho, Nakano-ku, Tokyo 165. Tel: (03) 337-8970.

Label: (Owned) Mercury.

Nippon Columbia Co. Ltd. (IFPI), 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Chm.: Takami Shobochi; Pres.: Nobutaka Matsumura; Rec. Div. Dir.: Kazuo Mochi-

izuki; A&R Dir.: Toshio Nemoto; Int'l Repertoire Gen. Mgr.: Toshimune Ono; Licensing Mgr.: Hajime Saito; Export Mgr.: Teichi Fukui.

Labels: (Owned) Better Days, Blow Up, Columbia, Denon; (licensed) Accent (Belgium), Ariola-Eurodisc (Germany) Baerenreiter-Musicaphor (Germany), Cantate (Germany), Chandos (UK), Claudis (Germany), Da Camera (Germany), Desmar (USA), Disney (USA), Everest (USA), Ex Libris (Switzerland), Folkways (USA), MK (USSR), Mouloudji (France), Muscaliter (Germany), Muza (Poland), Nobody's Business (UK), PPA (Netherlands), Phonag (Switzerland), PolyGram (Italy), Preiser (Austria), Protone (USA), Public Image (UK), Rocco (Canada), Roulette (USA), Seeco (USA), Supraphon (Czechoslovakia), Symphony Tone (Switzerland), Turicaphon (Switzerland), Bruno Walter Society (USA), Xanadu (USA).

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Nippon Gakki Co. Ltd., 7-9-18 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 572-3111. Cable: YAMAHAPIANO. Telex: 252-2824. (Distributor/Importer)

Nippon Gakki Shibuya-Ten, 2-10-7 Dogenzaka, Shibuya-ku, Tokyo.

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Nippon Phonogram Co. Ltd. (IFPI), Wako Bldg., 4-8-5 Roppongi, Minato-ku Tokyo 106. Tel: (03) 479-3711. Cable: NIPHILDISC. Telex: 2423224. Pres.: Nobuya Itoh; Sales Mgr.: Ryuzo Tajima; Int'l Mgr.: Tadao Sekiguchi.

Labels: (Owned) East Wind, Frasco, Mercury, Philips, Vertigo; (licensed) Arista (USA), Shelter (USA).

Nonesuch, see Warner-Pioneer.

Openskye, see CBS/Sony.

Overseas, see Teichiku.

P-Vine Special, see Blues Interactions.

Paddle Wheel, see King.

People, see CBS/Sony.

Phenix Trading, Central PO Box 631, Osaka 530-91. Tel: (06) 363-7106, 365-5521. Telex: 64219. Pres.: Kikuo Tarumoto; Gen. Mgr.: Morio Nakatsu; Sales Mgr.: Toshio Hashioka; Ass't Mgr.: Yutaka Matsumura. (Distributor/Importer).

Philips, see Nippon Phonogram.

Pioneer, see Warner-Pioneer.

Pirates, see World Rec.

Polydor KK (IFPI), 1-8-4 Otshiri, Meguro-ku, Tokyo 153. Tel: (03) 462-5131. Cable: GRAMMOCORD. Telex: 2422033. Pres.: Seiichiro Koh; Mng. Dir.: Atsutaka Torio, Hideo Murakami; Sales Mgr.: Sozo Fujita; A&R Mgr.: Nobuya Itoh; Special Project Mgr.: Yasuo Fujisawa.

Labels: (Owned) Archiv, DG, Kitty Polydor, Time, Verve; (licensed) Claves (Switzerland), Dreamland (USA), Handshake (USA), MGM (USA) Pablo (USA), RSO (USA), Seon (Germany).

Polystar Co. Ltd., Elise Bldg., 8th fl., 5-1-2 Minami-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 406-8161. Telex: 27746. Pres.: J.D. Bliersbach; Gen. Mgr.: Akio Onodera; Sales Mgr.: Yasuo Morimoto. (Distributor).

Labels: (Owned) Casablanca, (licensed) Brain (Germany), Metronome (Germany).

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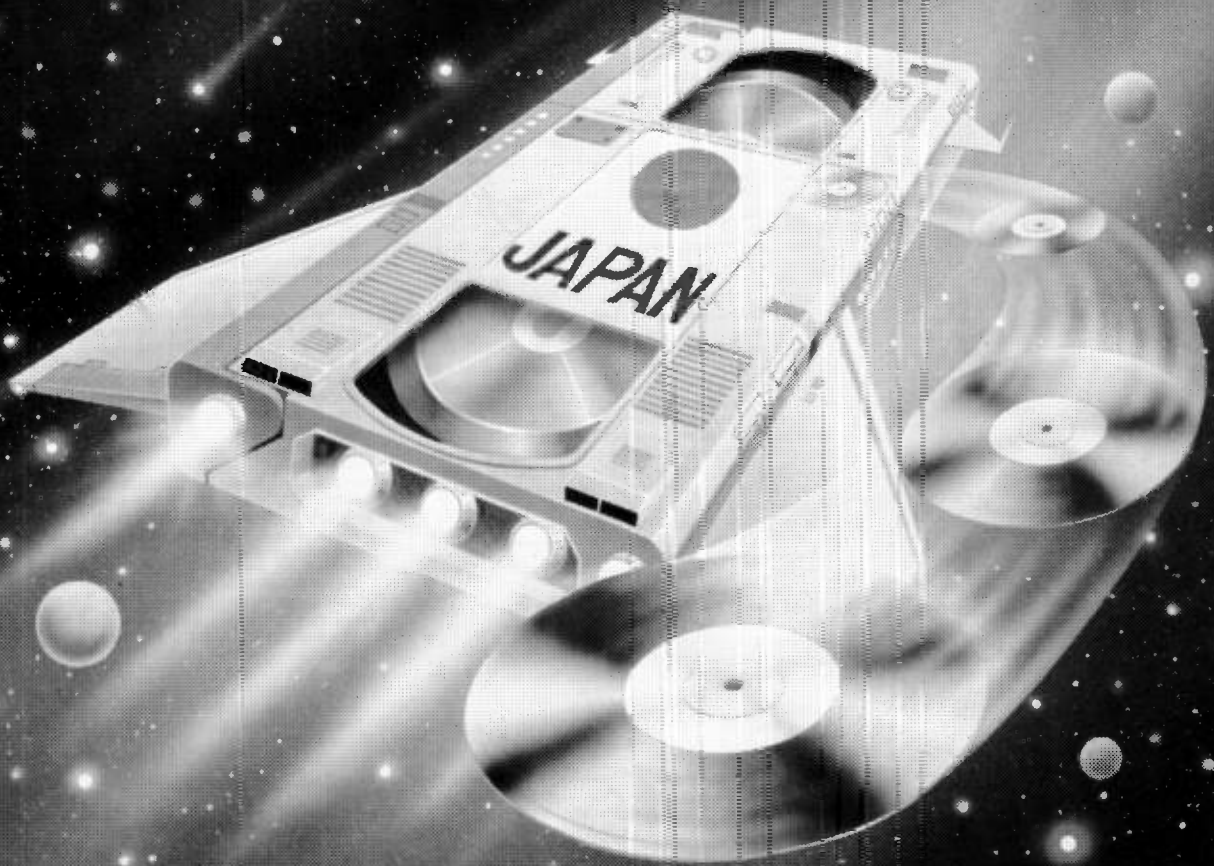
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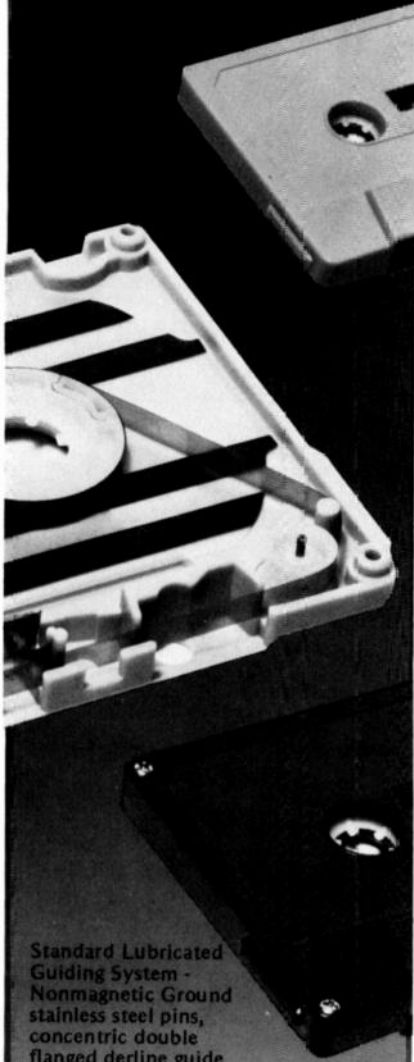
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R V C Corp., 1-7-8 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-3311.
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Labels: (Licensed) Erato (France), RCA (USA).
Radio City Rec. Ltd., 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 357-2511. (Distributed by Victor)
Rainbow Recs., Xerox Corner, Taiseido 8F, 1-22-4 Jinnan, Shibuya-ku, Tokyo 150. Tel: (03) 464-6038. Chief Exec.: Satoshi Sasaki; Gen. Mgr.: Midori Ochiai; Sales Mgr.: Naoya Yamauchi. (One Stop/Distributor/Importer)
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The Reader's Digest of Japan Ltd., Palace Side Bldg., 1-1-1 Hitotsubashi, Chiyoda-ku, Tokyo 100. Tel: (03) 284-4141. (Distributor).
Recommended Recs. Japan, 2-A Hasegawa Bldg., 1-37-4 Yoyog, Shibuya-ku, Tokyo 151. Tel: (03) 370-8658. Gen. Mgr.: Hideaki Utsumi; Sales Mgr.: Masanori Akashi.
Home office: England.
Label (Owned): Recommended.
Red Clay, see BOM.
Reprise, see Warner-Pioneer.
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S M S, see Sound Mktg.
S O H, see Canyon.
See Saw, see Canyon.
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Seven Seas, see King.
Shinjuku Rec. Co. Inc., Daikan Plaza 2F, 7-5-6 Nishi-shinjuku, Shinjuku-ku, Tokyo. Tel: (03) 363-3669. Gen. Mgr.: M. Fujiwara. (Importer)
Label: (Notrepresented) Sierra/Biar (USA).
Shinseido Co. Ltd., 1-23-17 Kamogi, Suginami-ku, Tokyo 167. Tel: (03) 393-5151. Telex: 23585. Pres.: Masamori Miyazaki; Mng. Dir.: Jiro Oh-take; Sales Mgr.: Takashi Ishiwatari; Import/Export Mgr.: Mamoru Suzuki. (Distributor/Importer/Exporter).
Shinsei Serv. Co. Ltd., 3-51 Andojibahidori, Minami-ku, Osaka 542. Tel: (06) 245-6061. Cable: SALWELL. Telex: 63753. Dir.: Ryoushin Sakata; Gen. Mgr.: Susumu Irie; Sales Mgr.: Shinichi Nakajima. (Importer)
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Silverland, see CBS/Sony.
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Sweet Donuts, see Epic/Sony.
T K R, see Takara.
Takara Mfg. Co. Ltd., 2-29-12 Tamagawa, Ohta-ku, Tokyo 144. Tel: (03) 759-3151.
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Tee, see CBS/Sony.
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Time, see Polydor.
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Int'l branches: Brazil, Italy, Hong Kong, USA.
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Int'l rep.: Worldwide (Island).
Tokyo Denka Co. Ltd., 577 Hamasaki, Asaka-shi, Saritama-ken 351. Tel: (0484) 71-2456. Cable: TEDECO. Mng. Dir.: Akihiko Ogawa.
Toshiba-EMI Ltd., 2-2-17 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-1111. Cable: TOSHIBAEMI LTD. Telex: 2422112. Pres.: Noboru Takahama; Dir.: S. Murao, Y. Machida, T. Yoshimoto, I. Kato, M. Kinoshita.
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Trash, see Trio.
Trio Recs./Trio Kenwood Corp. (IFPI), 5-2-1 Roppongi, Minato-ku, Tokyo

106. Tel: (03) 404-4391. Cable: TRIODISC. Telex: 2426776. Exec. Dir.: Makoto Oka; Gen. Mgr.: Taizo Fujii; ECM Label Mgr.: Kenny Inaoka; Sales Mgr.: Akharu Tashiro; Copyright & Licensing: Yoichi Maeda.
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Whynot, see Trio.
Windmill, see King.
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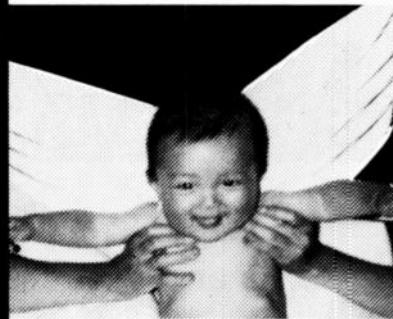


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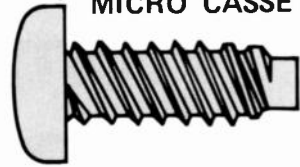
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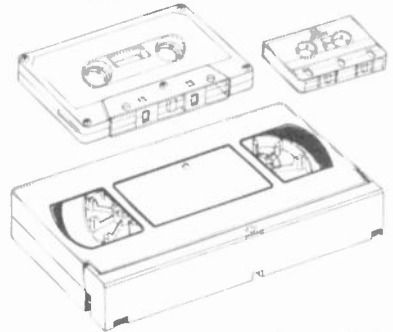
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Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161.
 Int'l branches: Germany, Hong Kong, USA.

LICENSING ORGANIZATION, MUSIC

J A S R A C (Japanese Society for Rights of Authors, Composers & Publ'rs) JASRAC House, 1-7-13 Nishishimbashi, Minato-ku, Tokyo 105. Tel: (03) 502-6551. Cable: JASRAC. Bd. Chm.: Yasushi Akutagawa; Pres.: Ryoichi Hattori; Mng. Dir.: Harumi Ishii; Int'l Dept. Mgr.: Hiroaki Miyazawa.

LICENSORS, RECORD & TAPE

Saturn Music Publ'g Co. Ltd., 3-15-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 586-0114. Cable: SATMUZIK. Telex: 28621. Pres.: Toyoyu Yokoyama; Gen. Mgr.: Rikio Numazawa.
 Teichiku Recs. Co. Ltd., Toranomon NN Bldg., 1-21-17 Toranomon, Minato-ku, Tokyo. Tel: (03) 502-7244. Cable: TEICHIKU. Telex: 2224237. Pres.: Shigeji Nanko; Int'l Div. Gen. Mgr.: Ichiro Kinoue.

PLATING, PROCESSING & PRESSING PLANTS

Athene Rec. Ind'l Co. Ltd., 3-4-9 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 542-6651. Cable: ATHENCORP. Pres.: Hiroshi Hirano.
 C B S/Sony Recs. Inc., 1561-2 Akawa, Ohigawa-cho, Shida-gun, Shizuoka-ken 421-02. Tel: (05462) 2-1321. Cable: CBSSONY. Pres.: Toshio Ozawa; Gen. Mgr.: Tokio Sasaki.
 Japan Muscology Co. Ltd., Higashi-Ueno 6-19-17, Daiicho-ku, Tokyo 110. Tel: (03) 845-3231. Telex: 23419. Pres.: Yoshio Tamura; Gen. Mgr.: Shigehiro Ashida. (Pressing of standard & picture disks only).
 King Rec. Co. Ltd., 2-12-13 Otowa, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2131. Telex: 24963. Vice Chm.: Kazumitsu Machijiri; Pres.: Shin Tomoda; Gen. Mgr.: Goh Makino; Sales Mgr.: Yoshiaki Kajiyama.
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.
 PolyGram Rec. Serv. KK., 1000 Kamisukahara, Showa-cho, Yamanashi pref. 409-38. Tel: (0552) 75-4411. Chm.: Dieter Biersbach; Vice Chm.: Sei-ichiro Koh; Pres.: Takao Yanagimoto.
 Teichiku Recs. Co. Ltd., Toranomon NN Bldg., 1-21-17 Toranomon, Minato-ku, Tokyo 105. Tel: (03) 502-7244. Telex: 2224237. Pres.: Shigeji Nanko; Int'l Div. Gen. Mgr.: Ichiro Kinoue. (Pressing only).
 Toyo Kasei Co. Ltd., 2-5-5 Hirakawa-cho, Chiyoda-ku, Tokyo 102. Tel: (03) 264-3041.
 Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPOR. Telex: 26222.
 Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA (all JVC).

RECORD PROMOTION

(including Public Relations & Publicity)

Aoyama Music Promo. Co. Ltd., Horaya Bldg., 7th fl., 5-2-1 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 404-9111. Telex: 2423715. Cable: AOYAMAMUSICPRO. Pres.: Yoshio Aoyama; Gen. Mgr.: Masanobu Ono.
 Asahi Music Servs. Inc., c/o Asahi Broadcasting Corp., 2-2-48 Ohyojo-Minami, Ohyojo-ku, Osaka 531. Tel: (06) 458-5321. Cable: ASAHIHOSO OSAKA. Telex: 63680.
 Bronck: Tokiya, 2-6-3 Shiba Park, Minato-ku, Zone: 105. Tel: (03) 436-5771. Cable: ASAHIHOSO TOKYO.
 Ishii Music Promo., Fugetsudo Bldg., 6-6-1 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 572-0351.
 Japan Soul Agency, 1-5-11 Sakurajoyasu, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRCO. Telex: 2424586.
 Kitty Ent's. Inc., Kobayashi Bldg., 7th fl., 1-14-11 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-4711. Telex: 2425338.
 Kyodo Tokyo Inc., Kyodo Bldg., 3-6-18 Kita-Aoyama, Minato-ku, Tokyo 112. Tel: (03) 407-8131. Cable: KYODOTYO.
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.
 Saturn Music Publ'g Co. Ltd., 3-15-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 586-0114. Cable: SATMUZIK. Telex: 28621. Pres.: Toyoyu Yokoyama; Gen. Mgr.: Rikio Numazawa.
 Sprit Ent. Inc., BS Bldg., 3-14-13 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 402-9191. Cable: SPIRITENTER. Telex: 23419. Pres.: Akio Tamura.
 T P O (Tokyo Promotion Office), Mochizuki Bldg., 4th fl., 1-3 Yotsuya, Shinjuku-ku, Tokyo 160. Tel: (03) 357-3101. Telex: 32381. Pres.: Hiroshi Takarada.
 Udo Artists Inc., Mya-chu Bldg., Suite 2, 3-8-37 Minami-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 402-7281. Cable: UDOARTISTSPRO. Telex: 26552.
 Universal Orient Promos. Inc., Oshoro Bldg., 3-15-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-3045. Cable: KAJIPROMOTE. Telex: 28621. Pres.: Toyoyu Yokoyama; Sales Mgr.: Midori Okumura.
 Victor Artists Corp. of Japan, 4-26-18 Jingumae, Shibuya-ku, Tokyo 150. Tel: (03) 402-8181.
 Int'l branches: Canada, England, USA (all JVC).
 Young Japan Inc., Aoyama Miyahiro Bldg., 3-5-15 Kita-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 470-3641. Telex: 26512. Pres.: Ken Hosokawa.

TAPE CUSTOM DUPLICATORS
 TAPE PACKAGING & LABELING

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Audio: 8-tr., cassette.
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591 Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto. (PWG)
Audio: 8-tr., cassette, open reel.
 PolyGram Rec. Serv. KK, 1000 Kamisukihara, Showa-cho, Yamanashi pref 409-38. Tel: (0552) 75-4411. Chm.: J. Dieter Bliersbach, Vice Chm.: Senchiro Koh; Pres.: Takao Yanagimolo.
Audio: Cassette.
 Spirit Ent. Inc., BS Bldg., 3-14-13 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 402-9191. Cable: SPIRITENTER. Telex: 23419. Pres.: Akio Tamura
Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" Beta & VHS cassette.
 T B S Serv. Co. Ltd., 5-3-50 Akasaka, Minato-ku, Tokyo 107 Tel (03) 582-7351.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
 T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 278-5111. Cable: TOKCORE. Pres.: Fukujiro Sono; Gen. Mgr.: Shohachi Ohiyama.
Audio: 8-tr., cassette, open reel.
Video: 1/2" U-matic cassette, 1/2" VHS & Beta cassette
 Teichiku Recs. Co. Ltd., Toranomon NN Bldg., 1-21-17 Toranomon Minato-ku, Tokyo. Tel: (03) 502-7244. Cable: TEICHIKU. Telex: 2224237. Pres. Shigen Nanko; Int'l Div. Gen. Mgr.: Ichiro Kinoue.
Audio: 8-tr., cassette.
 Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPOR. Telex: 26222.
Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA (all JVC).
Audio: Cassette (standard & metal), open reel.
Video: 1/2" U-matic cassette, 1/2" VHS cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Denon/Columbia, see Nippon Columbia.
 I M S, see Nagaoka.
 Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335.
Home office: USA
 Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr.: Fujio Ina, Ass't Int'l Div. Mgr. Yoshiyuki Harada
Audio: IMS, NAGAOKA parts.
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.
Audio: DENON/COLUMBIA parts.
 Rockwood Corp., 2-12-26 Konari, Minato-ku, Tokyo.
Audio & Video: Parts, screws for audio, video & micro.

EMPTY CARTRIDGES, CASSETTES & REELS

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335.

Home office: USA.
Audio: 8-tr.
 Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCORP. Telex: 22262, 24666
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA.
Audio & Video: Reels.

ENVELOPES & MAILERS JACKETS & SLEEVES LABELS, DISK

POLYETHYLENE BAGS & SHRINKWRAP
 Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335. (Sleeves & shrinkwrap only)
Home office: USA
 Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170 Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr. Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada. (Sleeves only-LP only)
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111 Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto. (Envelopes & Mailers-LP, Jackets & Sleeves, Labels, Polybags)

PROFESSIONAL TAPE SUPPLIES

B A S F Japan Ltd., Tozan Bldg., 4-9 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 270-1461. Telex: 222130. Pres.: Dr. Cantzler; Gen. Mgr. H. Kreutl, Sales Mgr. K. Suzuki.
Audio: D.I.N. calibration tapes.
 Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123. Tel: (03) 919-0101. Cable: NAMIKI Telex: 2722288. Pres.: Kazu Namiki, VP. Nobuhiro Namiki, Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.
Int'l branch: USA.
Product: Magnetic tape heads.
 Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103 Tel (03) 241-7811. Cable: VICTOREXPOR. Telex: 26222
Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA (all JVC).
Audio: JVC test tape, heads, splicing & editing equip.

RECORD MANUFACTURING EQUIPMENT

Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123 Tel (03) 919-0101. Cable: NAMIKI Telex: 2722288. Pres.: Kazu Namiki, VP. Nobuhiro Namiki, Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.
Int'l branch: USA
Chief product: Cutting stylus
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.
Chief product: DENON PCM equip.

TAPE, BLANK LOADED & BULK RAW

Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Nijmachi, Chiyoda-ku, Tokyo 102 Tel: (03) 264-7331. Cable: VIDEOTAPE.

Audio: 2", 1", cassette, open reel.
Video: 2", 1", 1/2", 1/4", 1/8" Beta & VHS.
 B A S F Japan Ltd., Tozan Bldg., 4-9 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 270-1461. Telex: 222130. Pres.: Dr. Cantzler; Gen. Mgr.: H. Kreutl; Sales Mgr.: K. Suzuki.
Audio: Cassette, open reel.
Video: Blank-1" open reel, 1/2" U-matic cassette, 1/2" cassette, raw-1/2" U-matic cassette.
 Fuji Photo Film Co. Ltd., 2-26-30, Nishi-Azabu, Minato-ku, Tokyo 106. Tel: (03) 406-2409. Cable: FUJIFILM. Telex: 24306. Pres.: Minoru Ohnishi, Sales Mgr.: Juntaro Suzuki, Hiroshi Ashizawa. (Blank only)
Int'l branches: Australia, Brazil, Canada, England, Germany, Hong Kong, Korea, Philippines, Singapore, Taiwan, Thailand, USA.
Audio: Cassette
Video: 2" quad, 1" open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
 Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Telex: 26391. Int'l Dept. Dir.: Ken Kakuraz; Sales Mgr. Tom Inoue; Ass't Sales Mgr. Bob Fujiwara. (Blank only)
Int'l branches: Germany, Hong Kong, Kuwait, Singapore, USA.
Audio: MAXELL 8-tr. cassette, open reel.
Video: MAXELL 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
 J V C, see Victor

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335. (Blank only)
Home office: USA
Audio: 8-tr
 Matsushita Electric Ind'l Co. Ltd., 1006 Oaza Kadoma, Kadoma city, Osaka 571. Tel: (06) 908-1121. Cable: MATSUDEN MORIGUCHI Telex: 63426. Pres. Toshihiko Yamashita. (Blank only)
Int'l branches: Germany, USA.
Audio: NATIONAL/PANASONIC, TECHNICS cassette, open reel
Video: NATIONAL/PANASONIC, TECHNICS 1/2" U-matic cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" VHS cassette, 1/2" VX.
 Maxell, see Hitachi.
 Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170 Tel (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr. Fujio Ina; Ass't Int'l Div. Mgr. Yoshiyuki Harada (Blank only)
Audio: Cassette
 National/Panasonic, see Matsushita
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107 Tel (03) 584-8111 Cable: NIPPONCOLUMBIA Telex: 22591 Pres. Nobutaka Matsumura, Dir. Mitsugu Kumamoto
Audio: Blank-cassette, open reel; raw-1/2" cassette
 Scotch, see Sumotomo.
 Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111 Cable: SONYCORP Telex: 22262, 24666 (Blank only)
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette
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T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103 Tel: (03) 278 5111. Cable: TDKCORE. Pres. Fukujiro Sono, Gen. Mgr. Shohachi Dkyama.
Int'l branches: Germany, UK, USA
Audio: 8-tr. cassette, open reel
Video: 1/2" U-matic cassette, 1/2" VHS & Beta cassette
Technics, see Matsushita
Victor Co. of Japan Ltd., 4-1 Nihonbashi Honcho, Chuo-ku, Tokyo 103 Tel: (03) 241 7811. Cable: VICTOREXPOR. Telex: 26222. (Blank only)
Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA (all JVC)
Audio: JVC cassette
Video: JVC 1/2" U-matic cassette, 1/2" VHS cassette

TAPE DUPLICATING & PROCESSING EQUIPMENT

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583 8335
Home office: USA
Audio: 8-tr. duplicating equip

Matsushita Electric Ind'l Co. Ltd., 1006 Daza Kadoma, Kadoma-city, Osaka 571. Tel: (06) 908-1121. Cable: MATSUDEN MDRIGUCHI. Telex: 63426. Pres. Toshihiko Yamashita.
Int'l branches: Germany, USA

Video: NATIDNAL/PANASONIC duplicators
Dtari Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167 Tel: (03) 333-9631. Cable: DTARIDENKI. Telex: 26604. Pres. Masayuki Hosoda; Sales & Adv. Mgr. Takao Aoki.
Audio: Tape loaders (8-tr. cassette)
Video: Tape loaders (Beta, VHS, V 2000, U-matic)

Sony Corp., PO Box 10, Airport PD, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SDNYCDPR. Telex: 22262, 24666

Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA
Audio & Video: Duplicators

TAPE PACKAGING & LABELING EQUIPMENT

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335
Home office: USA
Product: Shrink packaging

• accessories

Akai Electric Co. Ltd., 2-12-14 Higashi-Kojima, Dhta-ku, Tokyo 144. Tel: (03) 742-5111
Product: Tape—head cleaners, demagnetizers
Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Kojimachi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7331. Cable: VIDEOTAPE
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)
Claron Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161
Int'l branches: Germany, Hong Kong, USA
Product: Carrying & storage cases

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Int'l Dept. Dir. Ken Kakurai; Sales Mgr.: Tom Inoue; Ass't Sales Mgr.: Bob Fujiwara.
Int'l branches: Germany, Hong Kong, Kuwait, Singapore, USA
Product: Tape—cassette head cleaners (audio & video)
Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335
Home office: USA
Product: Record—record care prods., Tape—storage cases, splicing tape

Nagao & Co. Ltd., 3-16-3 Kita-Dituka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGADKAMARI. Telex: 02723443. Pres.: Eiichi Nagaoaka; Sales Mgr.: Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada.
Audio: Record—carrying & storage cases, record care prods.; cleaners, turntable mats, 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, splicing tape & equip. (all audio)
Namiki Precision Jewel Co. Ltd., 3-22-8 Acachi-ku, Shinden, Tokyo 123. Tel: (03) 919-0101. Cable: NAMIKI. Telex: 2722288. Pres.: Kazu Namiki; VP: Nobushiro Namiki; Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.
Int'l branch: USA
Product: Record—replacement styli

Nippon Chikushin, 3-9-35 Tozuka-cho, Shinjuku-ku, Tokyo 160.
Product: Record—replacement styli
Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto
Product: Record—turntable mats, 45 rpm adaptors, replacement styli
Ogura Jewel Ind. Co. Ltd., 5-7-12 Dmori Kita, Dta-ku, Tokyo 143. Tel: (03) 763-3111. Telex: 02466048
Product: Record—replacement styli

Sony Corp., PD Box 10, Airport PD, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCORP. Telex: 22262, 24666
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA
Product: Record—replacement styli; Tape—head cleaners, demagnetizers, splicing tape

Sumotomo 3M Co. Ltd., 3M Bldg., 2-33-1 Tamagawa-dai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8480
Product: Tape—leader & splicing tape (audio)
T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 278-5111. Cable: TDKCORE. Pres. Fukujiro Sono; Gen. Mgr.: Shohachi Dkyama.
Int'l branches: Germany, UK, USA
Product: Tape—head cleaners, demagnetizers, leader & splicing tape
Tamura, see Tamura
Tamura Sasakiusho Co. Ltd., Han-Ei Daichi Bldg., 1-10-3 Shinjuku, Shinjuku-ku, Tokyo 166. Tel: (03) 356-7211
Product: Tape—bulk erasers (audio)

Teac Corp., 3-7-3 Naka-cho, Musashino-shi, Tokyo 180. Tel: (0422) 53-1111. Cable: TEAC MITAKA. Telex: 2822551. Pres.: Noboru Yanase; Audio Div. Gen. Mgr.: Ichihiko Heshida; Int'l Dept. Gen. Mgr.: Masao Morita.
Int'l branches: Australia, USA
Product: Tape—head cleaners, bulk erasers, demagnetizers (all audio)

Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241 7811. Cable: VICTOREXPOR. Telex: 26222
Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA
Product: Record—replacement styli

• promotional merchandising aids

Japan Soul Agency, 1-5-11 Sakurayosui, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRICO. Telex: 2424586
Product: Posters

• store fixtures

Claron Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161
Int'l branches: Germany, Hong Kong, USA
Product: Browser boxes, display racks
Young Japan Ent. Inc., Aoyama Miyahiro Bldg., 3-5-15 Kita-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 470-3641. Pres. Ken Hosokawa

KENYA

Population: 15,811,000
Rate of exchange: \$1 (US) = 8.3 shillings.
Per capita income: \$288
Holidays: January 1, Good Friday, Easter Monday, May 1 (Labor Day), June 1 (Madaraka Day), Idh Uffitru, October 20 (Kenya's Day), December 12 (Independence Day), 25 (Christmas), 26 (Boxing Day)

RECORDS:

Record sales certification awards: Silver single—30,000 units; gold single—60,000 units; platinum single—100,000 units. Silver LP—5,000 units; gold LP—10,000 units; platinum LP—25,000 units.
Records sold domestically: LP's 1980—150,000 units. Singles 1980—2,500,000 units.
Records exported to countries other than USA: 1980—200,000 units.
Average retail price per record: LP's—\$9.60, singles—\$1.70.
Discounting: Frequent

Type of distribution: One manufacturer supplies the major licensees/distributors who sell direct to retail outlets. Sales are channeled from Nairobi to Mombasa, Kisumu and Nakuru primarily, with redistribution to the villages. The market is small, and there is no need for widespread coverage.
Type of promotion: Radio is the primary vehicle. There also is some advertising in magazines and newspapers.
Jobboxes: 120

TAPE:

Pre-recorded tape sold domestically: Cassette 1980—80,000 units.
Average retail price per tape: Cassette—\$11.50

RADIO STATIONS:

No. of government 3.
Comment: The three radio stations, subsidiaries of the Voice of Kenya, broadcast in three languages and feature news and information, with about 40% of air time going to music.

TELEVISION STATIONS:

No. of government channels 1.
Comment: Television programming features educational & imported programs. About 2% of the programming time is devoted to music.

IMPORT/EXPORT REGULATIONS:

The government has banned record and tape imports, and imported raw materials must be licensed.

• record & tape manufacturers / distributors / importers

A I T Recs. (Kenya) Ltd. (IFPI), PO Box 41152, Nairobi. Tel: 24725, 26732, 334-127. Cable: DREWSCOD. Telex: 22684. Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews
Labels: (Owned) AIT, Africa, Ba-Ba, Bana Beru, Do-7, King Kong, Lolwe, Makassy, Masantula, Mazembe, Moto Moto, Musiku du Zaire, Nyang Omaki, Owang Jaber, POK, Sungura; (Licensed domestic) Kung Fu; (Licensed foreign) Capitol (USA), EMI (UK), Fantasy (USA), MCA (USA), RCA (USA), Stax (USA), United Artists (USA)

A S L, see PolyGram
Africa, see AIT
African Beat, see PolyGram
Apollo, see PolyGram
Ba-Ba, see AIT
Bana Beru, see AIT
C B S Recs. Kenya Ltd., PD Box 60299, Nairobi
Do-7, see AIT
King Kong, see AIT
Kung Fu, see AIT
Lolwe, see AIT
Makassy, see AIT
Masantula, see AIT
Mazembe, see AIT
Mercury, see PolyGram
Moto Moto, see AIT
Musiku du Zaire, see AIT
Nyang Omaki, see AIT
Owang Jaber, see AIT
P A, see PolyGram
P D K, see AIT
Phonogram, see PolyGram
PolyGram Recs. Ltd. (IFPI), PO Box 43695, Nairobi. Tel: 557558. Cable: PHONREC. Telex: 22847. Mng. Dir.: Dr. J.H. Kinzi; Comm'l Mgr.: J. Costabr; Financial Admin'r: F. Schnebel
Labels: (Owned) ASL, African Beat, Apollo, Mercury, PA, Phonogram group, Polydor group, Vibaco; (Licensed) African, De-Lite, Hansa, Isa, Motown, Pye (UK), RSD
Int'l rep.: Worldwide (PolyGram)
Polydor, see PolyGram
Sungura, see AIT
Vibaco, see PolyGram

• music publisher

E I T Publ'g, PO Box 41152, Nairobi. Tel: 24725, 26732. Cable: DREWSCOD. Telex: 22864. Mng. Dir.: M.R. Andrews

• services

PLATING, PROCESSING & PRESSING PLANTS
East African Recs. Ltd., PO Box 30256, Nairobi. Cable: PHONREC. Telex: 22847. Mng. Dir.: J.H. Kinzi; Factory Mgr.: J. van Dostveen; Sales Mgr.: J. Costabr.
TAPE CUSTOM DUPLICATOR
East African Recs. Ltd., PO Box 30256, Nairobi. Cable: PHONREC. Telex: 22847. Mng. Dir.: J.H. Kinzi; Factory Mgr.: J. van Dostveen; Sales Mgr.: J. Costabr.
Audio: Cassette

• accessories

A I T Recs. (Kenya) Ltd., PO Box 41152, Nairobi. Tel: 24725, 26732, 334127. Cable: DREWSCOD. Telex: 22684. Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews. (Importer)
Product: Record—record care prods., 45 rpm adaptors; Tape—head cleaners & demagnetizers, leader & splicing tape

KOREA, SOUTH

Population: 38,800,000
Rate of exchange: \$1 (US) = 679 won.
Per capita income: \$1,000
Holidays: January 1-3 (New Year's Days), March 1 (Independence Movement Day), March 10 (Labor Day), April 5 (Arbor Day), May 5 (Children's Day), May 21 (Lord Buddha's Birthday), June 6 (Memorial Day), July 7 (Constitution Day), August 15 (Liberation Day), September 23 (Moon Festival Day), October 1 (Armed Forces Day), October 3 (National Foundation Day), October 9 (Korean Alphabet Day), December 25

• record & tape manufacturers / distributors / importers

Arts Int'l, Haeyong Bldg., 148 Anuk-Dong, Chongro-ku, Seoul. Tel: (02) 722-8468. Telex: 24369. Mgr.: Won-Sub Bang; Sales Mgr.: Ik-Chan Chang
Labels: (Licensed foreign) Cream (USA), Soundalike (USA), Deutsche Klassische (USA)
Han Kook Rec. Ltd. (IFPI), CPO Box 9714, Seoul. Tel: 555-1833. Cable: HKRECDRD. Pres.: Lee Choon Hee; Sales Mgr.: Sa Meang Suk; Int'l Mgr.: Cho Nam Won
Labels: (Owned) Han Kook; (licensed) Atoll (France), Jupiter (Germany), Salsoul (USA), Teichiku (Japan), Trema (France), Victor (Japan)
Jigu Recs. Corp. (IFPI), 233 Daeja-Ri, Byokje-Eup, Koyang-Kun, Kyongki-Do 120-66. Tel: (02) 387-3111. Cable: JILIM. Pres.: Jeongsoo Lim; Gen. Mgr.: Jaewoo Lim; Sales Mgr.: Kwanchol Lee
Labels: (Owned) Jigu; (licensed) CBS/Sony (Japan), RCA (USA)
Int'l repa.: Japan (CBS/Sony), USA (RCA)
Dasis Rec. Co. (IFPI), 196-18 Anyang 7 Dong, Anyang 171. Tel: (1343) 2-1761. Cable: DAFISI. Pres.: Jin Seok Sohn; Gen. Mgr.: P.M. Kim; Sales Mgr.: K.I. Suk
Labels: (Owned) Dasis; (licensed) EMI (UK), WEA (USA)
S E M, see Sung Eum
Sung Eum Ltd. (IFPI), CPO Box 1234, Seoul. Tel: (02) 445-0141. Cable: SEMGRAMD. Telex: 23395. Pres.: Lee Sung Hee; Gen. Mgr.: Chae Young Wha; Sales Mgr.: Lee Han Woo
Labels: (Owned) SEM; (licensed foreign) A&M (USA), Archiv (Germany), Barclay (France), Casablanca (USA), Decca/London (UK, USA), Hansa (Germany), MGM (USA), Pergola (Netherlands), Philips/Fonitona (Netherlands), Polydor/DG (Germany), RSD (USA), Rocket (Netherlands)
Tae Kwang Rec. Co. Ltd., 250-10 An Yang 7 Dong, An Yang, Kyung Gi Do. Tel: (1343) 3-4448, 2-3744. Pres.: Tae Bong Lee; Gen. Mgr.: Pyong Hwan Lee
Labels: (Owned) TKR; (licensed) King (Japan), Seven Seas (Japan), Vanguard (USA)

• music publisher

Sam Ho Music Publ'g Co., Won Hyo Ro 2 Gta 92-2, Seoul. Tel: 713-2388. Prof. Mgr.: Kim Jung Tae

• services

TAPE CUSTOM DUPLICATOR
Tae Kwang Rec. Co. Ltd., 250-10 An Yang 7 Dong, An Yang, Kyung Gi Do. Tel: (1343) 3-4448, 2-3744. Pres.: Tae Bong Lee; Gen. Mgr.: Pyong Hwan Lee
Audio: 8-tr.

MALAYSIA

Population: 13,717,744
Population by age groups: 0-14 (16%); 15-24 (22%); 25-49 (43%); 50+ (19%)
Number of family units: 2,457,000
Rate of exchange: \$1 (US) = 2.35 ringgits.
Per capita income: \$1172
Holidays: January 1, Chinese New Year (2 days), Prophet Muhammad's Birthday, Labor Day, Vesak Day (Buddhist festival), King's Birthday, National Day, Hari Raya Puasa (Malay Fasting festival) (2 days), Deepavali (Hindu festival), Awal Muharram (Malay religious holiday), Hari Raya Haji (Malay New Year), Christmas

RECORDS

Record sales certification awards: Silver LP—15,000 units, Gold LP—25,000 units; platinum LP—50,000 units.
Records sold domestically including imports: LP's 1979—2,100,000 units
Records imported from USA: 1979—130,000 units
Records imported from countries other than USA: 1979—6,235 units

Records exported to countries other than USA: 1979—1,430 units.
Average retail price per record: Int'l LP's pressed locally—\$6.98.

TV merchandising: 28% of total sales.

Discounting: Frequent.

Type of distribution: The manufacturer-to-retailer distribution trend continues to be predominant although the manufacturer-to-wholesaler-to-retailer system has gained prominence and now controls 30% of total sales. Most of the privately owned retail outlets account for 85% of business while manufacturer-owned outlets control 9%, with the remainder going directly from the manufacturer to the consumer.

Type of promotion: Radio and television, which allocate 42% to MOR material, are the most important means. Newspaper and magazine reviews also rate highly although press advertisements, which have proved successful before, are rarely featured. Videotape screenings have declined in promotions, perhaps due to high import taxes. Live performances and concerts remain a major form of promotion.

Jukeboxes: 50.

TAPE

Pre-recorded tape sold domestically including imports: 8-tr. 1979—750,000 units. Cassette 1979—3,200,000 units.

Average retail price per tape: 8-tr.—\$6.50; cassette—\$5.60.

CONSUMER ELECTRONICS

Percentage of homes with: Radios (94%), AM only (73%), AM/FM (21%); television sets (86%); color (31%); b&w (55%); phonographs (66%); audio tape recorders (84%); video tape recorders (.3%).

RADIO STATIONS

No. of government 1 (AM/FM).

Comment: Music accounts for about 70% of the airtime; news, sports commentaries, features and documentaries make up the remainder. FM, which is restricted to Kuala Lumpur & selected areas, is 100% music. Popular and MOR music predominates, of which 40% is local repertoire. Classical, country and jazz figure strongly, too. Live shows are featured daily on FM.

TELEVISION STATIONS

No. of government channels 2; 2% color (PAL).

Comment: About 30% of the programs are locally produced, including news, documentaries, sports, plays and musicals. Imported music shows are limited to the MOR format.

IMPORT/EXPORT REGULATIONS

All imports are subject to a tax duty of 45% + 5% + 5%. Despite this high rate, imports of tapes, hi equipment and records have registered a steady upward trend. Tax duty for exports, conversely, is very much less and is encouraged.

• record & tape manufacturers / distributors / importers

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.

Angel, see EMI.

Baal Recs., 5115 Wisma Central, Jalan Ampang, Kuala Lumpur. Tel: 209-836.

Labels: (Owned) Baal, Best of Everything, (Licensed) ABC, H&L (both USA).

Best of Everything, see Baal.

B C S (M) Sdn. Bhd., 97/97A Jalan Jelaka 9, Taman Maluri, Batu 3, Jalan Cheras, Kuala Lumpur. Tel: 431875. Mng. Dir.: Michael Chong.

Capitol, see EMI.

Columbia, see EMI.

D G G, see PolyGram.

D J M, see EMI.

Double Up, see EMI.

E M I (Malaysia) Sdn. Bhd. (IFPI), 8 Jalan Murai Dua, Batu Complex, off Jalan Ipoh, Kuala Lumpur. Cable: EMITRON. Telex: 30568. Mng. Dir.: Beh Suat Pheng; Mktg. & Sales Mgr. Ronald Cheong; Int'l A&R Mgr. Connie Cheong.

Home office: England

Labels: (Owned) Angel, Capitol, Columbia, OJM, Double Up, EMI, HMV, Harvest, Liberty, One Up, Parlophone, Pathe, Regal, Sounds Superb, Starline; (Licensed) Arista (USA), Bronze (UK), Disneyland (USA), Dyna (Philippines), Four Seas (Taiwan), Motown (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Synco (Taiwan).

Int'l rep.: Worldwide (EMI)

Elastic, see Musico.

Fontana, see PolyGram.

H M V, see EMI.

Harvest, see EMI.

Hup Hup Sdn. Bhd. (IFPI), 66-68 Jalan Raja Chulan, Kuala Lumpur. Tel: (03) 207-904/524. Cable: DISCKING. Mng. Dir.: Ng Cheong Hock; Gen. Mgr.: Ng Ay Na.

Label: (Owned) Life.

King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.

Liberty, see EMI.

Life, see Hup Hup.

Malaysia Recs. Sdn. Bhd., Lot 8244, Lorong 51A/222B, Kawasan Miel, Petaling Jaya, Selangor. Tel: (03) 773-685, 773-604. Cable: MAYREC. Chm.: M.C. Brown; Factory Mgr.: Heng Yok Hong.

Mercury, see PolyGram.

Musico (Malaysia) Sdn. Bhd., China Insurance Bldg., Rm. 301, 174 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 924-959. Mgr. Khor Jin Seong.

Labels: (Owned) Elastic; (Licensed) Barclay (USA), Fantasy (USA), JVC (Japan), Jupiter (USA), King (Japan), MCA (USA), TGO (USA), Vogue (USA).

One Up, see EMI.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see PolyGram.

Polydor, see PolyGram.

PolyGram Recs. Sdn. Bhd., Jalan Bukit Bintang, 1st & 2nd fl., No. 20, Kuala Lumpur. Tel: 422-747, 429-395.

Regional headquarters: Singapore.

Labels: (Owned) DGG, Fontana, Mercury, Philips, Polydor, RSO, Vertigo; (represented) A&M (USA), Archiv (Germany), BBC (UK), Capricorn (USA), Casablanca (USA), Charisma (UK), Chelsea (UK), Capricorn Dureco (Netherlands), Ensign (UK), GTO (UK), London, MGM, Monument, Pablo (Germany), Ring-O (UK), Rocket (USA).

R S O, see PolyGram.

Regal, see EMI.

Sounds Superb, see EMI.

Starline, see EMI.

Vertigo, see PolyGram.

W E A Recs. Sdn. Bhd. (IFPI), Lot 8-24 Sun Complex, Jalan Bukit Bintang, Kuala Lumpur 06-24. Tel: 422-551. Telex: 30754. Mng. Dir.: Frankie Cheah; Sales Mgr.: Eddie Goh.

Home office: USA

• music publishers

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.

Pustaka Muzik EMI (Malaysia) Sdn. Bhd., 8 Jalan Murai Dua, Batu Complex, off Jalan Ipoh, Kuala Lumpur. Cable: EMITRON. Telex: 30568. Mng. Dir.: Beh Suat Pheng; Publ'g Mgr.: Lim Cheng Hoo.

• services

PLATING, PROCESSING & PRESSING PLANTS

King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.

Malaysia Recs. Sdn. Bhd., Lot 8244, Lorong 51A/222B, Kawasan Miel, Petaling Jaya, Selangor. Tel: (03) 773-685, 773-604. Cable: MAYREC. Chm.: M.C. Brown; Factory Mgr.: Heng Yok Hong. (Pressing only)

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

TAPE CUSTOM DUPLICATORS

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.

E M I (Malaysia) Sdn. Bhd., 8 Jalan Murai Dua, Batu Complex, off Jalan Ipoh, Kuala Lumpur. Cable: EMITRON. Telex: 30568. Mng. Dir.: Beh Suat Pheng.

Audiotape: 8-tr., cassette.

King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

• supplies

CARTRIDGE & CASSETTE PARTS

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

EMPTY CARTRIDGES, CASSETTES & REELS

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.

Panda Inds. Sendiran Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.

Int'l branch: USA, Spectrotape.

Audiotape: Cassette

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

Brand name: UNI-EL MAR.

JACKETS & SLEEVES

LABELS, DISK

King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh. (Labels only)

RECORD MANUFACTURING EQUIPMENT

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

Chief product: FINEBILT presses.

TAPE, BLANK LOADED & BULK RAW

Agla, see East Asiatic

Amper, see Eastland

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.

E M I (Malaysia) Sdn. Bhd., 8 Jalan Murai Dua, Batu Complex, off Jalan Ipoh, Kuala Lumpur. Cable: EMITRON. Telex: 30568. Mng. Dir.: Beh Suat Pheng. (Blank only)

Audiotape: 8-tr., cassette

East Asiatic Co. Ltd., PO Box 354, 84 Jalan Ampang, Kuala Lumpur. Tel: 25121. Telex: 246.

Audiotape: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.

Video: AGFA cassette, open reel.

Eastland Trading Co., 301 Jalan Pehkeling, Kuala Lumpur 17-01. Tel: (03) 416-789. Cable: EASTLAND. Mgr.: Wong Boon Sam. (Importer/Exporter)

Audiotape: AMPEX audio & video.

Panda Inds. Sendiran Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE. (Blank only)

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

Audiotape: 8-tr., cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading Co., 301 Jalan Pehkeling, Kuala Lumpur 17-01. Tel: (03) 416-789. Cable: EASTLAND. Sales Mgr.: Wong Boon Sam. (Importer/Exporter)

Audiotape: PENTAGON Duplicators

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

TAPE PACKAGING & LABELING EQUIPMENT

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

• accessories

Golden Voice Musical Inds. Sendiran Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.

Product: Carrying & storage cases.

Panda Inds. Sendiran Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.

Product: Tape—head cleaners.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

Product: Record—record car products, Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

• store fixtures

Panda Inds. Sendiran Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.

Product: Tape display racks.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

Product: Tape display racks.

MEXICO

Population: 70,000,000.

Rate of exchange: \$1 (US)—47.50 pesos (floating)

Per capita income: \$2000.

Holidays: January 1, February 5 (Promulgation of the Constitution), March 21 (Birth of Benito Juarez), May 1 (Labor Day), May 5 (Cinco de Mayo), September 15 & 16 (Independence Day), October 12 (Columbus Day), November 20 (Anniversary of the Revolution), December 25.

RECORDS & TAPE:

Records & Pre-recorded tape sold domestically (retail value): 1981—\$400,000,000.

RECORDS:

Records sold domestically including imports: LP's 1979—30,000,000 units. EP's 1979—9,016,800 units. Singles 1979—33,439,200 units.

Average retail price per record: LP's—\$3.80 \$5.60. EP's—\$1.40-\$1.98, singles—\$1.55.

Type of distribution: Manufacturer-to-retailer system predominates.

Type of promotion: Radio & tv concerts are the most important.

Jukeboxes: 27,000.

TAPE:

Pre-recorded tape sold domestically including imports: 8-tr. 1979—1,080,000 units. Cassette 1979—5,700,000 units.

Average retail price per tape: 8-tr.—\$4.70; cassette—\$5.00-\$12.70.

TELEVISION STATIONS:

No. of channels 25. 100% in color.

MARKET ANALYSIS

Since the devaluation of February 1982 (when the peso sunk from around 26 to 38 to the dollar and has been sliding ever since) a pall of austerity has turned a rocketing record and tape marketplace into one of "stop and go," with most companies reducing promotion and possibly production.

In mid year, despite an overall price increase of 20% to 25%, there was a drop in sales of about 40% over the corresponding period in 1981. Catalog items were the hardest hit. But when a hit emerged, it sold big. Musart's "Jueguemos A Cantar," a compilation of pre-teenage artists promoted via a tv contest, was the big winner with more than 500,000 units sold. Near the same mark were RCA's Emmanuel, Gamma's Yur, CBS' Vikki Carr, Ariola's Jose Jose and Camilo Sesto, and Capitol's Luis Miguel, among others.

In the final analysis the course of the peso—and the tempering of inflation—will be the significant factors as to the amount of discretionary cash the public will have available to buy, perhaps in the astronomical amounts that it did before the crises clouded the picture. **Mary Fisher**

• record & tape manufacturers / distributors / importers

A C (Discos) (Central de Grabaciones), Mayorazgo 83, Col. General Anaya, Mexico, 13, D.F. Tel: (905) 534-3370. Dir. Gen.: Carlos Gomez Barrera. Gen. Mgr. Jose Antonio Zavala; Sales Mgr.: Rolando Iglesias, Adm. Dir. Horacio Calderon.

Labels: (Owned) Clasica, Especial, Kabah, Palenque, Tulum.

A M S Recs. SA (Fabrica de Discos), Jerico 64, Mexico, D.F. Tel: (905) 760-3441.

Acapulco, see Musart.

Accion, see Coro.

Alegria SA (Discos), Xochcalco 242-2, Mexico 12, D.F. Tel: (905) 543-2470.

Int'l rep.: USA (Fama)

America (Producciones de Discos) SA, Av. Chapultepec 57, 2nd fl., Mexico 7, D.F. Tel: (905) 578-8018. Pres. Alejandro Quintero Ramirez. Gen. Mgr.: Javier T. Salas Pares.

Labels: America, Telediscos.

Int'l rep.: El Salvador (Discosa), USA (America, Profono), Venezuela (Sonografica).

Angel, see EMI/Capitol.

Archiv, see PolyGram.

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Guitarra (Eds. Musicales), Nilo 50, Mexico 16, D.F. Tel: (905) 527-9163. Dir.: Luis Alberto San Martin; Gen. Mgr.: Enrique Marquez

Inter-Mol (SACM), Luz Savinon 1707, Colonia Narvarte, Mexico 13, D.F. Tel: (905) 590-2889. Owner & Mgr.: Marco Antonio Lugo

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Camara Nacional de la Industria de Radio & Television, Av. Horacio, No. 1013, Col. Polanco, Mexico 5, D.F. Tel: (5) 250-2577, 545-6767. Cable: CAMINRA. Pres.: Luis Ignacio Santibanez F.; Gen. Mgr.: Emilio Velasco Diaz; Information & Investigation Center Mgr.: Maria Ofelia Garcia y Baragan

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Audio: 8-tr., cassette, open reel.

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Audio: 8-tr., cassette, open reel.

Audio: 8-tr., cassette, open reel.

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Industrias Nacionales de Sonido SA, Apdo. 22036, Calz. Mexico-Xochimilco 4861, Mexico 10, D.F. Tel: (905) 573-2413. Cable: ASTRDINSSA. Telex: (017) 74282. Local branch: La Feria SA, Rep. de Chile 7, Mexico 1, D.F. Tel: (905) 585-1311.

Brand name: Rockola.

Manufacturadora de Sinfonolas SA, Av. Jardin 330, Col. del Gas, Mexico 15, D.F. Tel: (905) 355-3199.

Sonata SA (Corp.), PO Box 22036, Mexico 22. Tel: (905) 573-2413. Pres.: David L. Romero Sr.; Gen. Mgr.: Raul C. Romero; Sales Mgr.: J. LaraValle.

NETHERLANDS

Population: 14,100,000.
Rate of exchange: \$1 (US) = 2.50 guilders.
Per capita income: \$8,260.

Holidays: New Year's Day, Easter Monday, April 30 (Queen's Birthday), May 5 (Liberation Day), Ascension Day, Whitsunday, Whitmonday, December 25 & 26.

RECORDS:

Record sales certification awards: Gold single—100,000 units, platinum single—150,000 units. Gold LP—50,000 units, platinum LP—100,000 units.

Records sold domestically including imports (retail value): LP's 1981—24,000,000 units, \$156,000,000; 1980—27,000,000 units. Singles 1981—12,000,000 units, \$30,000,000; 1980—14,000,000 units.

Records imported from USA (factory value, CIF): 1981—4,625,617 units, \$6,551,600.

Records imported from countries other than USA (factory value, CIF): 1981—32,065,682 units, \$37,694,400.

Average retail price per record: LP's—\$6.50; singles—\$2.46.
TV merchandising: 10% to 15% of total.

Record club sales: 7.5% of total.

Type of distribution: Manufacturer-to-retailer is the traditional main-line of distribution. Because of parallel imports, which created rather important wholesale companies, manufacturer-to-wholesaler-to-retailer is rising strongly. Rack jobbing is decreasing and is only marginal economically.

Type of promotion: Radio and television are the most prominent promotion channels. Records are also being promoted by pirate radio stations, though this is illegal.

Jukeboxes: 6,000.

TAPE:

Market: Audio—Musicassette sales decreased by 500,000 units in 1981 compared with 1980. The \$26 million turnover, however, remained in line with 1980 due to retail price increases. Video—Unit sales of blank cassettes in 1981 were 1.4 million, with that number expected to increase to 2.5 million in 1982 and 3 million in 1983. It is estimated that the number of cassette recorders in use is approaching 250,000 and will top 400,000 by the end of 1982. Retail prices on pre-recorded cassettes range from \$40 to \$80 while two-hour blank cassettes cost \$14 to \$16.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—4,000,000 units, \$26,000,000; 1980—4,500,000 units.



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Pre-recorded tape imported from the USA (factory value, CIF): 1981-225,518 units, \$1,102,000.

Pre-recorded tape exported to USA (factory value, FOB): 1981-339,610 units, \$555,200.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 5,118,594 units, \$11,445,600.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1981-13,052,045 units, \$18,839,200.

Average retail price per tape: Cassette-\$6.00.

RAIO STATIONS:

No. of government: 4 (AM/FM).

Comment: Hilversum 1 and Hilversum 2 have the most varied recorded and live music and programming. Hilversum 3 is pop oriented and Hilversum 4 classical. Dutch language productions are now receiving better airplay primarily because of pirate radio stations. Commercial records via radio are slowly losing their impact.

TELEVISION STATIONS

No. of channels: 2 government, 100% color.

Comment: Programming is split among nine companies. In most cases the background of these companies is political or religious. Veronica (VOD) is the Netherlands youngest broadcasting company, now about four years old. The size of a company depends upon the number of subscribers, with TROS the biggest.

Almost all Dutch television companies keep abreast of the types of music being played in the Netherlands and other countries. Pop music is presented on a regular basis by Veronica ("Countdown"), TROS ("Starclub") and AVRO ("Top Pop"). The last mentioned program was trimmed to 25 minutes in the fall of 1981 because AVRO management has the impression that pop music is losing its impact in the Netherlands. On the other hand, MOR and Dutch language music are getting more play on the various programs.

Pirate stations, which are transmitting their programs via cable systems, are becoming a big threat to the entire Dutch broadcasting system. In Amsterdam alone, there are more than 10 of these stations. According to a statement by Mrs. Neelie Smit-Kroes, the Dutch Under-Minister of Communications, it is hard to stop these stations, mainly because the law is still not far-reaching enough.

IMPORT/EXPORT REGULATIONS:

The European Community desires a flow of goods between the member states, which means that import and export regulations are kept to a minimum.

MARKET ANALYSIS:

The Dutch record industry is still in a far from blossoming situation mainly due to the economic recession. Other reasons are the phenomenon of home taping and piracy and the fact that records have lost quite some appeal as leisure time products.

The video business is rather booming. It is expected that the penetration of video recorders will be about 7% by the end of 1982 and that this figure will increase to about 30% in the mid 1980's. Most Dutch record companies are thoroughly pro video, with multinationals like EMI, PolyGram and WEA having their own video subsidiaries. CNR has started its own video department and Arcade, Ariola and Dureco will also be moving into video. The CBS/MGM and RCA/Columbia video programs will be on the market in 1983, and Sound Products has established its own video department to distribute a catalog which includes some product licensed from the BBC.

A new phenomenon in 1981 was the Record Event, a ten-day promotion whose aim was to create an interest in records for the "man-in-the-street." This event, which was organized by the NVPI (Dutch branch of the IFPI) and the authors and copyright organizations of BUMA and STEMRA, was not supported in its initial year by WEA, Ariola and Sound Products primarily because of financial reasons. These companies were involved with the 1982 Record Event, which was held in the spring and in the fall.

Discussions on fighting home taping continued. The NVPI started a lobby to get the government involved in the fight. The conventions of Rome and Geneva still have not been signed by the Dutch government but it is likely that the Geneva convention will be signed by the end of 1982.

NVPI launched a new award—the Silver Phonograph—which is a prize to honor people and organizations who have benefited the Dutch record industry. The first copy of the award was presented to Wim Brandsteder, the former managing director of the independent record company Inelco. NVPI and other Dutch organizations made a strong plea to the government to establish a national sounds archive.

The production company ITR folded in early 1982, mainly because of the death of Bart van der Laar, one of its two managing directors. The company had been founded two years ago with the financial help of WEA, Benelux and RCA-Germany.

Dutch producer Jaap Eggmont created an international trend with his "Stars on 45" record projects. He was awarded Billboard's Trendsetter Award at the 1982 IMIC conference.

Willem Hoos

• record & tape manufacturers / distributors / Importers

A A P Recs. BV, PO Box 37, Antilopepoort 238, Maarssen. Tel: (03465) 6-22-76 Pres. Joop Gerrits. Sales Mgr.: Jochem van Rensse.
Labels: (Owned) AAP, Armada, De Zilvervloot; (Licensed foreign) Lach-arette (France).

Int'l rep.: France (Lacharette).

A G B, see Swingmaster.

A R S I S, Steegstr. 16, 6041 EA Roermond. Tel: (04750) 3-36-98 Dir. L.P.M. Lindeman. (Record Distributor)

Adam, see Roadrunner.

Adventure, see Arcade.

Agram BV, Arnhemseweg 10, 6731 BS Otterlo. Tel: (08382) 631 Dir. Henk Coops

Agram-Blues, see Nus Bedrijven

Albersen & Co. BV (Muziekhandel), Gr Hertoginnelaan 182, 2517 EV The Hague. Tel: (070) 45-60-00. Chief Execs.: J.B.M. & H.E.A.M. Albersen (Distributor/Importer)

Labels: (Licensed foreign) Italia (Italy), Schwann (Germany), Wergo (Germany).

Alladin Music BV, Gasthuisstr. 3, 5171 GC Kaatsheuvel.

All Rock, see Collector.

Amor Sound Prod'n, Hendrikade Pr. 121, Amsterdam. Tel: (020) 26-65-21. Alex Arend Agency, Vrieslein C de 49A, Rotterdam. Tel: (010) 25-44-61

Applause, see Arcade

Arcade Nederland BV, Industrieweg 11, Postbus 172, 4131 EU Vianen. Tel: (03473) 7-21-84. Telex: 40420 Mng Dir. Herman Heinsbroek; Mktg Mgr. Peter Bushoff, Financial Mgr. A de Liefde; Sales Mgr. Rien van Hooydonck; Mng. Dir Ass't M. I. Noteboom

Home office: England.

Labels: Adventure, Arcade, Crown, Diamond, Pearl, Trent, Villa; (li- censed) Applause.

Archiv, see Polydor.

Ariola Benelux BV (IFPI), Kenastr. 1-3, 2011 MV Haarlem. Tel: (023) 31-92-90. Telex: 41385. Mng. Dir. Martin Kleinjan, Comm'l Dir. Nico Gen- sebroek; Sales Mgr. Sief Scholte.

Home office: Germany.

Labels: (Owned) Ariola, Arista, Eurodisc; (licensed foreign) Bronze (UK), Chrysalis (UK), Hansa (Germany, UK), Island (UK), MCA (USA) Virgin (UK)

Arista, see Ariola.

Armada, see AAP.

Arrival, see K-tel.

Artist & Rec. Co., Kenastr. 3, Haarlem. Tel: (023) 32-27-25.

Asylum, see WEA.

Atco, see WEA.

Allantic, see WEA.

Audio Import BV, Herengracht 28, 1015 BL Amsterdam. Tel: (020) 25-65-12. Telex: 41605. Chief Exec. Frans de Vries. (Record Importer)

Label: (Represented) dbx (USA).

Audio Recs. BV, Rozenpad 2, 6862 BR Oosterbeek. Tel: (085) 33-44-20. Automatic, see WEA.

B E L Sound, Buursterstraat 356, Enschede. Tel: (053) 76-30-22

B M G Grammofoonplaten, Molenvliedsdijk, 23-25, 4691 HS Tholen. Tel: (01660) 3226.

B M R, see Best Music.

B P M, see Mamicha.

Herman Batalean Prod'n, Moerbeigaarde 112, Zoetermeer. Tel: (079) 31-36-37. Gen. Mgr., Herman Batalean; Sales Mgr., Verona Vanessa

Labels: (Owned) Chapter 2, Esart.

De Bazuin, Rossinrode 19, 2717 GN Zoetermeer. Tel: (079) 21-53-00 Pres Nana Leroy; Gen. Mgr. Ger Leroy. (Licensed to Vista)

Labels: (Owned) de Bazuin, Paviljoen.

Bebopop, see Mamicha.

BeGe, see Wim Berkers.

Benelux Music Inds., see Telstar.

Benson Music Co., Paradijsweg 28, 7607 TT Almelo. Tel: (05490) 1-19-30. Chief Exec.: John Philip Benson; Gen. Mgr., Daphne Benson.

Labels: (Licensed) Crystal, Shawnee, WIM (all USA).

Wim Berkers Prod'n, PO Box 32, Harmoniestr. 1, Deurne. Tel: (04930) 1-25-43. Gen. Mgr.: Wim Berkers.

Label: BeGe.

Bertus Distribute BV, Industrieweg 45-B, 2651 BC Berkel en Rodenrijs. Tel: (01891) 57-22. Telex: 26385 BETS. Dir.: Jan van der Linden; Gen. Mgr. Almer Apon; Sales Mgr. Michiel de Ruiter; Buyer: Bram Apon (Distributor)

Best Music, Crispynstr. 9, 5171 CH Kaatsheuvel. Tel: (04167) 7-32-70. Mng. Dir. Peter van Best.

Label: (Owned) BMR.

Blazer Recs. BV, Antwerpseweg 9-007, 2803 PB Gouda. Tel: (01820) 1-47-66. Telex: 20736. Mng. Dir. Huub Hermus (Distributor/Importer/Ex- porter)

Carol Bloom, Overtoom 11, 1054 HA Amsterdam.

Label: (Represented) Redwood (USA).

Blossom Recs., Valkenboslaan 180, The Hague. Tel: (070) 45-13-79

Blue Note, see EMI Recs.

Born Free Prod'n, Albertus Perkstr 35, Hilversum. Tel: (035) 4-77-49. Johan van den Boschardet, Winkelsteede 246, The Hague. Tel: (070) 67-03-07

E Bos, Gen. V. Dedemlaan 45, 5623 GE Eindhoven

Booshek Grammofoonplaten (IFPI), PO Box 53, Aerdenhout. Tel: (035) 1-27-61. Owner Willem Booshek; Gen. Mgr. H.R. Booshek v.d. Laan

Labels: (Owned) Kritos, Nevofoon, Dnyx, Target, Traffic, (represented) Alvorada (Portugal), Boosey & Hawkes (UK), Caroca (Portugal), Clave (Portugal), Copacabana (Portugal), Estudio (Portugal), Intersound (Ger- many), Orfeu (Portugal), Rapsodia (Portugal), Roda (Portugal), Selected Sound (Germany), Sonoton (Germany), Telemusic (France) Unidisc (France)

Ted Bouwens Prod'n, Herik 1, Huizen. Tel: (03451) 43-48

Bulldog Produktes, Velduistr. 2, Leerdam. Tel: (03451) 43-48

Bvhaast Grammofoonplaten, Prinseneiland 99, 1013 LN Amsterdam. Tel: (020) 23-97-99

C & A Prod'n, Hubertusdonk 15, Roosendaal. Tel: (01650) 4-16-11

C B S Grammofoonplaten BV (IFPI), Postbus 6175, Stationsplein 82-84, Haarlem. Tel: (023) 31-94-10. Telex: 41051. Dir.: Kees de Vreeze; Sales Mgr.: Wil Nagel; Press & Promo.: Dick Pieren.

Home office: USA, CBS Int'l

C B S Int'l Mgt. & Serv. Center, Postbus 6336, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 3194-10. Gen. Mgr.: P. Bouwens; Ass't Gen. Mgr.: H. van Luit, Sales Mgr.: W.F. Ariens.

C N R (BV Grammofoonplaten Maatschappij) (IFPI), Gouwezeest. 1-3, 1380 AE Weesp. Tel: (02940) 1-52-44. Cable CENER. Telex: 12523. Mng. Dir. Kees Baas; Sales Mgr. Henk Opstelten; Financial Mgr. Kees Nihorst.

Labels: (Owned) CNR, Injection; (licensed) AVI (USA), Barclay (France), Beggar's Banquet (UK), Brain (Germany), Carrere (France), DJM (UK), Delphine (UK), Don't Fall Off the Mountain (UK), Ensign (UK), 4AD (UK), Intercord (Germany), Juve (UK), Melodia (USSR), Meltrone (Germany), RKM (Belgium), Situation Two (UK)

Int'l rep.: Belgium (Carrere), Denmark (Phonogram), Finland (Le Baron), Germany (Meltrone), Italy (Atlas), Norway (Marann), Portugal (Edsm), South Africa (Phonogram Int'l), South America (Phonogram Int'l), Spain (Phonogram), Sweden (Marann).

Cantilena BV, Kerkhoflaan bij 52, 1160 AB Zwamenburg. Tel: (02907) 25-93, 44-58. Dir.: George L. de Vries; Ass't: Ariana de Vries-van Wichem.

Canto di Vangelo, see Vista

Capitol, see EMI Recs

Capri, see Dureco

Capriola, see Dureco.

Carrere Holland BV, Gouwezeest. 1-3, 1380 AE Weesp. Tel: (02940) 1-52-44. Cable CENER. Telex: 12523. Gen. Mgr. Willem Jan van de Wetering, Sales Mgr. Henk Opstelten (Licensed to CNR)

Casablanca, see Phonogram BV & Phonogram Int'l BV.

Chanowski Prod. MM BV, Prinsengracht 856, Amsterdam. Tel: (020) 24-55-80. Telex: 13415.

Chapter 2, see Herman Batalean.

Charles Music ST, Pettelaarseweg 25, Den Bosch. Tel: (073) 21-41-50. Telex: 41605. Pres.: Bart Vermeulen; Gen. Mgr.: Marijke Robberst; Sales Mgr. Cees Vermeulen.

Cinefoon Produktes, Postbus 95, Epe. Tel: (05782) 23-04

Cinerec, Supraphon-Holland NV, Frans Halslaan 2, Hilversum. Tel: (02150) 1-53-53, 4-94-38. Telex: 43232

Label: (Licensed) Supraphon (Czechoslovakia)

Circle, see Rotonde

Collector Recs., PO Box 2296, 3000 CG Rotterdam. Tel: (010) 22-48-89 Gen. Mgr. Cees Klop

Labels: (Owned) All Rock, Collector, Down South, Pro Forma, Unknown, White Label

Int'l reps.: Belgium (Monopole), France (Soprodus), Germany (Bear Fan- dy), UK (Swift), USA (J Taylor)

Combidisc BV, Prinsstr. 57, 5623 CB Eindhoven. Tel: (040) 43-93-92. Telex: 59078. Contact: Martin Brouwers (Distributor/Importer)

Commonwealth, see K-tel

Condor, see Mike Vincent.

Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98 21-48-28. Pres. Leen La Riviere; Gen. Mgr. Nico Zwarts, Sales Mgr. Jan Deurlo

Labels: (Owned) Free, (licensed) CS (USA), Catcombs (Canada) Janz Team (Germany)

Corduroy Prod'n, Catherine van Renneslaan 10, Hilversum. Tel: (035) 4-75-41.

Cornemuse, see Sound-Prod

Cotillon, see WEA.

Cross Road Studios, Hescheweg 85a, Oss. Tel: (04120) 2-56-00

Crown, see Arcade

D G, see Polydor

D G R, see Wetton-Wesgram

D S C, see Dutch Swing College

Dance Recs., PO Box 1299, Lindendreef 3, 1200 BG Hilversum. Tel: (035) 23-22-41. Telex: 43639. Co-Pres.: Peter Schoonhoven, Pieter van Bod- egraven, Gen. Mgr. Cor de Keizer

De Bazuin, see under B

De Zilvervloot, see AAP

Dial, see Diwa

Diamond, see Arcade

Disco de Man-DDM Prods BV, Munstr. 20, 1162 EJ Maastricht. Tel: (043) 1-21-17. Gen. Mgr.: Cees de Man.

Labels: (Owned) DDM, Plato, (licensed) Acanta Pop (Germany), Jumbo/ Eap (UK).

Diwa Recs., PO Box 6, 7468 ZG Enter. Tel: (05478) 26-70. Owner: Dick Waanders; Sales Mgr.: Dorothea Waanders.

Labels: (Owned) Diwa, Diwa

Donna, see Polydor

Dominoon, see K-tel.

Down South, see Collector

Duo, see Martin A van Oolderen & Munch

Dureco (Dutch Rec. Co.) BV, Pampuslaan 45, 1380 AA Weesp. Tel: (02940) 1-53-21. Cable: RECMUS. Telex: 14409. Mng. Dir.: A.E. Palmans, Mktg Mgr. M.A.C. de Raaf; A&R Mgr. A van Nijnatten, Int'l Mgr. M. Ruars.

Contract Mgr. Eue Kliffen

Branch: Hilversum, Vaartweg 50A, Tel: (035) 23-49-11

Int'l branch: Belgium

Labels: (Owned) Capri, Capriola, Dureco, Dureco Benelux, Elf Provincien, Fajalobe, Golden Oldies, Omega, Te Deum; (licensed domestic) Goena Goena, Mirasound, Plato, Timeless; (licensed foreign) Audio Fidelity (USA), Creole (UK), ECM (Germany), Japo (Germany), Penny Farthing (UK), Young Blood (UK), Zafiro (Spain).

Dureco Benelux, see Dureco.

Evan Durlacher Audio-Visual Prod'n, Hagtglaslaan 18, Naarden. Tel: (02159) 4-27-60. Amsterdam. Tel: (020) 24-37-81.

Labels: (Owned) Durlaphone, Obelsk, Pop Sound, Veronca

Durlaphone, see Evan Durlacher

Durob Audio, Postbus 109, 5250 AC Vlijmen, Noord-Brabant. Tel: (04108) 25-55. Telex: 41605. Pres. F.H.T.M. van den Dungen-Robben; Gen. Mgr. & Sales Mgr.: H.A.M. van den Dungen. (Distributor/Importer)

Labels: (Licensed foreign) American Gramophone (USA), Audiphile Series (Canada), Century (USA), Coherent Sound (USA), Direct Disk (Japan), EMI-Toshiba (Japan), JVC (Japan), Miller & Kreisel (USA), Mobile Fidelity (USA), Naulius (USA), Dpus (Sweden), Propnus (Sweden), RVC (Japan), Sheffield Lab (USA), Trend (USA).

Dutch Swing College Rec. Prod'n BV (IFPI), Sir Winston Churchilllaan 519, 2287 Ryswyk. Tel: (070) 94-66-57. Cable: ARLI. Chief Exec. & Gen. Mgr. Arie Ligthart.

Label: (Owned) DSC

Int'l reps.: Belgium (Sound Prods.), Germany (Ariola-Eurodisc), Middle & Far East (Phonogram Int'l), USA (Everest).

E & E Recs., PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr., Peter Rensen; Sales Mgr.: John Baka

Labels: (Owned) E&E, Moonbase, West World

E M I-America, see EMI Recs.

E M I-EAR (European A&R & Mktg.), PO Box 739, Bronsteeweg 49, Heems- dede. Tel: (023) 31-93-80. Telex: 41902. Dir.: R. R. Kruize; Gen. Mgr.: Dick van Vliet.

E M I Holland BV, Bronsteeweg 49, Heemstede. Tel: (023) 31-93-80. Telex: 41257. Mng. Dir.: R.R. Kruize, Finance Dir.: J.C. La Grouw; Sales Mgr.: A. Vergers; Int'l Div. Mgr.: W. Hoppenbrouwers.

Note: EMI Holland BV is a holding company for the following firms: EMI Pub'g, EMI Recs. Holland BV, EMI Hi Fi BV, EMI Servs. Benelux BV, Gramophonehouse BV.

E M I Recs. Holland BV (IFPI), Bronsteeweg 49, Heemstede. Tel: (023) 31-93-80. Telex: 41257. Mng. Dir.: Roel Kruize; A&R & Promo. Dir.: Heinz Henn; Sales & Mktg. Dir.: Rob Jongmans

Labels: (Owned) Blue Note, Capitol, EMI, EMI-America, Harvest, Liberty, Odeon, Parlophone, Sunset; (licensed) Fantasy, Magnet, Milestone, RAK, Rolling Stones.

Edifo Laran, de Constant Rebecquestr. 104, The Hague. Tel: (070) 45-89-17. Chief Exec.: Max Hallenleben, Sales Mgr.: C. H. Hallenleben.

Labels: (Owned) Edifo Laran; (licensed to Vista); (licensed domestic) Hallenleben

Int'l rep.: Germany (Mixture).

Elektra, see WEA.

Elf Provincien, see Dureco.

F S V Dists Regentesselaan 64, The Hague (Distributor/Importer)
Label: (Represented) All Ears (USA)

Fajalobie, see Dureco

Festivo, see Vista

Fidelio, see Sound-Pros

Flame Concern, Schippersstr 5, Amsterdam Tel (020) 23-46-92 Gen Mgr Jon Peijters

Fländra, see Limbo Phone

Flying Dutchman, PO Box 170, Iepenlaan 60, 2012 AD Bloemendaal, Tel (023) 26 05-55 Telex 41242 Pres Theo Roos, Gen Mgr Paul R Smith

Fontana, see Phonogram BV & Phonogram Int'l BV

Fountain Sound & Vision BV, Utrechtsestraat 105, Amsterdam Tel (020) 25 96 01 Telex 33796 Mng. Dir Tom Jones (Distributor)

Free, see Continental Sound & GMI

Friends, see Sound-Pros

G M I Recs BV (Gospel Music Int'l), PO Box 210, 6880 AE Velp Tel (085) 64 68-15 Telex 75079 Chief Exec L Pool, Sales & Gen Mgr J Groeneveld

Labels: (Owned) Free, GMI (licensed) Birdwing, Canaan, Day Spring, Grapevine, Greentree, Heartwarming, Impact, Jim Lamb & Lion, Light, Maranatha! Messianic, Myrrh, Pilgrim, Solid Rock, Sparrow, Star Song, Tempo, Word (all USA), Dove (UK), Kingsway (UK), Scripture in Song (Australia)

G T L Prod'ns, Neptunustr 29, 131muideren Tel (02550) 2-08 20

G W Prod'ns, see Rams Horn

Glorysound, Thorbeckstr 7, Veenoord Tel (05915) 1273 (Licensed to Vista)

Gnome, see Telstar

Goena Goena, see Dureco

Golden Age Recs, Stevinstr 14, Alphen a/d Rijn Tel (01720) 7 44-91

Label: (Represented) Mutual Music (USA)

Golden Lion Recs, BV, PO Box 181, Peerikampaan 5, Hilversum Tel (02150) 1-59-53 Chief Exec D De Wilder

Golden Dides, see Dureco

Gorilla Recs BV, Lange Poten 15a, The Hague Tel (070) 64 21-73 Telex 32240

Gospel Music Int'l, see GMI

H D S A T, Benoordenhoutseweg 279, The Hague Tel (070) 24-29-41 Dir H J da Silva, Sales Mgr M de Jong (Distributor/Importer)

Hallensleben, see Editio Laran

Harlekijn Holland BV, Kerkdijk 11, 3615 BA Westbroek Tel (03469) 14 44

Telex: 40220, (Licensed to Polydor)

Harmonigram, see Harmonia Uitgave

Harmonia-Uitgave, Roelthjesweg 23, Hilversum Tel (035) 1-43-18 Gen Mgr, Hans Zylinderlaan, Mgr Frits Ham, Sales Mgr J G Zylinderlaan

Labels: (Owned) Harmonigram.

Harvest, see EMI Recs

Heliodor, see Polydor.

Hep, see K-tel

Hilversum Music BV, Emmastr 13a, 1211 NE Hilversum Tel (035) 23-46-46, Telex 73254, Pres Charly Prick

Int'l reps: Austria, Germany, Switzerland (all Electrola)

Alberto de Hond Music Import-Export BV, Roetersstr 18a, 1018 WD Amsterdam, Tel. (020) 24-12-25, 22 96 23, Telex: 17171, Pres Alberto de Hond; VP Mrs V J de Hond.

Hunky Prod'ns, Machineweg 8, 1394 AV Nederhorst Den Berg Tel: (02945) 17 91.

Idee Sound, Koningsweg 15, Alkmaar Tel: (072) 1-08-19 Gen Mgr J V Doorn, (Distributor/Importer)

Inelco Recs. & Tapes BV (IFPI), Turfstekster 63, 1431 GD Aalsmeer Tel: (02977) 2-88-55, Telex: 14683, Pres P. J. Goemaere, Gen. Mgr., Jan Mascara; Int'l A&R Mgr.: Ric Urmel.

Labels: (Owned) Lark; (Licensed domestic) I-Scream, Keytone, Pierrot, Rockaway, Rockhouse, (licensed foreign) Avatar (UK), Baby (Italy), Cool King (UK), Criminal (UK), Dreyfus (France), Energy (UK), H&L (USA), Hannibal (USA), MAM (UK), Metropole (France), Polish (USA), Shaftesbury (UK), Safari (UK), Sonet (Sweden, UK), Slatik (UK), Stiff (UK), Te larc (USA), Trema (France) Ultraphone (Germany)

Int'l reps: Austria (Teldec), Germany (Teldec), Italy (Baby), Scandinavia (Sonet), Switzerland (Teldec)

Injection, see CNR.

International Rec. Dist'n Amsterdam (IRDA), PO Box 1525, 1000 BM Amsterdam, Tel: (020) 16-32-42, Gen. Mgr., Peter Rensen

Labels: (Owned) E&E, Moonbase, Zen

International Sound Retail, Regentesselaan 64, 2562 CV, The Hague, Tel (070) 45-33-00, Owner: Andre J Fontijn; Gen. Mgr.: Jorita Uuyk.

Irs, see Telstar

I-Scream, see Inelco.

Ivory Tower Recs., Tusveld 55, Bornebroek, Tel. (05408) 718, Dir Fred Rootveld, Gen. Mgr.: Angie Rootveld.

Labels: (Owned) Ivory Tower, NL, SR.

Jop Recs., Herengracht 113, Amsterdam, Tel (020) 23-27-27

Jubal, see Vista.

K M K, see Vista.

K R D Klassek, see Eurosound

K-tel (Holland) BV, Dude Schipholweg 885, 2143 CD Boesinghede Tel: (02505) 683 Telex 41199, Gen. Mgr.: Peter Kloeth; Financial Controller: Ed Gerritsen.

Home office: USA

Labels: (Owned) Arrival, Commonwealth, Dominion, Hep, K-tel.

Karusell, see Polydor.

Kelrec BV, Reguliersbreeste. 3, Amsterdam, Tel: (020) 23-37-50, Pres Hans Kellerman.

Kendari, see Telstar

Keytone, see Inelco.

Killroy, see Telstar.

Klomp, see Xantippe.

J. A. W. Koers, PO Box 1373, 9701 BJ Groningen, Tel: (050) 41-19-67, (Importer)

Kritos, see Bosheck.

Han Kuiper Ents., De Boelelaan 435, 1082 RJ Amsterdam Tel: (020) 42-93-96, Gen. Mgr.: Wim Johan Kuiper.

Ladybird Prod'ns BV, Huizerweg 13, Blaricum Tel (02153) 8-67-30

Lark, see Inelco.

Laudate, see Telstar

Laurens, see Vista

Liberty, see EMI Recs

Limbo, see Limbo Phone

Limbo Phone, Meerssemerweg 313, 6224 AJ Maastricht, Tel: (043) 62-20-18, Dir.: Johnny Bianco; Gen Mgr J. Vriezelaar; Sales Mgr A. Vriezelaar; Essers.

Labels: (Owned) Fländra, Limbo.

Limelight, see Phonogram Int'l.

Lorelei, see Telstar

Lowland Blues, see Martin A van Dideren

M G M, see Polydor

Mamcha Music BV, Pettelaarseweg 25, 5126 BG 's-Hertogenbosch Tel (073) 21 41-50, Telex 41605, Pres: Wilhelm Vermeulen Windsant

Labels: BPM, Bebopop, Mamcha, VVR

Int'l rep.: Worldwide (Mamcha) excluding Belgium (Inelco)

Mammoet Rec Prod'ns, Postbus 450, Westersingel 83, Bergen Dp Zoom, Tel (01640) 3-63-25

MartiniPhone, see Vista

Mavis, see Verschoor.

Mawogram, see Vista

Mercury, see Phonogram BV & Phonogram Int'l BV

Metro, see Polydor

Midi, see WEA.

Miller Int'l Grammofoonplaten BV, Dud Blaricummerweg 25a, Laren NH Tel (02153) 8-30-36.

Mirasound, Budezand 4,7384 CA Wilp Tel (05712) 39-00, Dir: G Voskuylen (Licensed to Dureco)

Labels: (Owned) Mirasound, (licensed foreign) CMS (USA)

Moonbase, see E&E, International Rec Dist'n & West World

Munch Recs BV (IFPI), Albert Schweitzerlaan 9, 6721 AW Bennekom Tel (08389) 67-77 Cable MUREC, Pres J C Zomer, Gen Mgr. Ben Mat hissen, Sales Mgr. Huub Trautwein.

Labels: (Owned) Munch, Stof, (licensed domestic) Dldie Blues, St. Anna

Int'l reps: Belgium (Parsifal), Germany (Bellaphon, Plaene), Switzerland (Pick), UK (Highway), USA (Shanache).

Music House, Postbus 60, Maarn, Tel (03432) 27 90

Musidor BV, Herengracht 566, 1017 CH Amsterdam, Tel: (020) 25-71-60 Telex: 16593 Mng Dirs A J van der Maref, A J D Wilkinson.

Label: (Owned) Rolling Stones.

N L, see Ivory Tower

Nederlandse Boekenclub, Prinsevinckenpark 2, The Hague Tel: (070) 51 43 51 Gen Dir P Schreuder, Gen Mgr.: J Kasander (Distributor/Importer).

Nevofoon, see Bosheck

Nonusuch, see WEA.

Nuus Bedrijven BV, Marijkelaan 21, 2421 CR Nieuwkoop, Tel (01725) 36 72, Cable: DISTRINIUS, Dir: Bert Nus; Gen. Mgr., Dick Roseboom; Sales Mgr: Ton van Boven.

Labels: (Owned) Agram-Blues

Int'l reps: Germany (Bellaphon), Italy (IRD), Sweden (Amigo), UK (Caddiac, Swift), USA (City Hall, Rounder, Shanache)

Dbeisik, see Evan Durlacher

Octopus, Postbus 67, Marterkamp 40, Dnebergen, Tel (03438) 44 08

Ddeon, see EMI Recs

Dje, see Telstar

Martin A. van Dideren Dldie Blues, Blues Rec. Center, Postbus 12538, 1106 NG Amsterdam Tel (020) 96-11-11, Owner & Dir./Prod'r, Martin A. van Dideren (Licensed to Munich)

Labels: (Owned) Duo, Lowland Blues, Dldie Blues.

Int'l reps: Austria (Bellaphon), Germany (Bellaphon), Japan (NAWA Trading), Switzerland (Bellaphon), UK (Swift), USA (Shanney, Chris Strachwitz).

Dldie Blues, see Munich & Martin A. van Dideren.

Omega, see Dureco.

1000 Idioten, see RCA.

Only Yesterday, Jan Henrikstr 72, The Hague Tel (070) 65-41-86, (Importer)

Dnyx, see Bosheck.

Dron, see Polydor.

P C M P Inc., PO Box 469, 3130 AL Vlaardingen Tel (010) 35-71-20

Labels: (Owned) Verschoor.

Papagayo Recs., Emmastr 13a, 1211 NE Hilversum, Tel (035) 23-46-46 Telex 73254, Mng. Dir.: Charly Prick.

Labels: (Owned) Papagayo; (licensed foreign) Baby (Italy)

Int'l reps: Austria (EMI Electrola), Germany (EMI Electrola), Scandinavia (K-tel), Switzerland (EMI Electrola).

Parlophone, see EMI Recs.

Pastor Recs., Barteljorstr. 42, Haarlem Tel (023) 31-08-65 Cable: PAS REC Tel 41642 Dir.: K. Th. Pastor; Gen Mgr. C. Sieckerman; Sales Mgr. M. Koelman, (Distributor/Importer)

Labels: (Represented) Atlas, Bahiaphone, Boussiphone, Carrophone, Casaphone, Dounia, Duniaphone, El Fero, Fran, Koutoubiaphone, Lya, Nubiaphone, Dasis, Dlympic, Sono Carlo, Soutelphan, Viking, Voix du Globe, Voix du Libanon, Voix du Stars.

Paviljoen, see de Bazuin & Vista.

Pearl, see Arcade

Peer Southern Prod'ns (PSP), Lareneweg 159, 1221 CL Hilversum Tel (035) 83-12-14, Cable: SOUTHMUSIC, Telex: 73097 Mng. Dir.: Peter v Epen, Prof. Mgr.: Frank Wisse.

Philips, see Phonogram BV & Phonogram Int'l BV.

Phonogram BV (a PolyGram Co.) (IFPI), Catharina van Renneslaan 10, 1217 CX Hilversum, Tel: (035) 4-75-41, Telex 43302, Mng. Dir. Willem Barents; Admin'r: Adr. Twigt, Nat'l A&R Dir. Ditto Vrienenberg, Pop Prod. Mgr.: Jaap Holtmg; Mktg. Mgr.: Rob Edwards.

Labels: (Owned) Casablanca, Fontana, Mercury, Philips, Vertigo; (licensed foreign) Argo (UK), Charisma (UK), Decca (UK), Decca Beltona (UK), Deram (UK), Durium (Italy), Ensign (UK), Haven (USA), Landsdown (UK), London (UK), Manhattan (USA), Mountain (UK), L'oiseau Lyre (UK), Power Exchange (UK), Threshold (UK), 20th Century (USA), Utopia (UK), Utopia Music (UK).

Phonogram Int'l BV (a PolyGram Co.) (IFPI), PD Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn, Tel: (02154) 1-99-11, Cable: PHNDINT, Telex. 43400, Telex: (02154) 1-64-72, Pres.: Aart Dalhuisen; VP: Ernst Th. van der Vossen.

Labels: (Owned) Casablanca, Fontana, Limelight, Mercury, Philips, Vertigo; (licensed foreign) Charisma (UK), Manhattan (USA), Mountain (UK), Rocket (UK).

Pico Recs., Ganzenhoef 28, Amsterdam Tel: (020) 99-47-36, Dir: Hans Douw, Gen. Mgr.: Kees Kuiper, Sales Mgr.: Atma Ramchalaon (Distributor/Importer)

Pierrot, see Inelco

Platenprod Mij de Goede Hoop, Bakkerstr 1, 6999 BC Hummelo, Tel (08348) 10-60

Plato, see Disco de Man & Dureco

Polydor BV (IFPI), Albertus Perikstr. 35, 1217 NL Hilversum; PO Box 2057, 1200 CB Hilversum, Tel: (035) 23-49-41, Telex: 73352, Mng. Dir.: Nico van Bienen; Nat'l A&R Mgr.: Harry Knipschild; Promo Mgr.: Jan Bakema; Press Mgr. Michael Peterson; Sr. Prod. Mgr.: Tom Steenberg; Prod. Mgrs: Jan Loman, Henk Keur, Richard de Jong.

Labels: (Owned) Archiv, DG, Heliodor, Karussell, MCM, Metro, Dron, Polydor, Triumph, Verve; (licensed domestic) Doina, Harlekijn, (licensed

foreign) Capricorn (USA), Cube (UK), EG (UK), Electric (UK), Energy (UK), Fiction (UK), Dyster (USA), Phi Spector (USA), Polar (Sweden), RSD (UK, USA), Spring (USA), Trach (UK).

PolyGram BV (IFPI), PD Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn, Tel: (02154) 1-99-11, Telex. 43400, Telex: (02154) 1-64-72, Pres. Wolfgang Hin, Exec VP's Dr. Herman Franz, Jan D. Timmer, Dankert Punt, VP's, Dr. Eckart Haas, Dr. Werner Vogelsang, Heinz T. Vogt, PR Dir.: Herbert Winter.

Note: PolyGram is a multi-media enterprise that creates, records, manufactures, markets, and distributes music on records and tapes. Its activities include music publishing, motion picture and television films, home video, instructional programs, direct marketing and trading.

PolyGram Nederland BV (IFPI), PD Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn, Tel: (02154) 1-99-11, Telex. 43400, Telex: (02154) 1-64-72, Pres. Henk Th Hoksbergen, Exec. VP: Robert A.E. Stuyt; VP Roal H Kraefft, PR Dir Jan Rubinstein.

Note: PolyGram Nederland BV co-ordinates all activities of the PolyGram Group in the Netherlands.

PolyGram Rec Dpns The Netherlands, PD Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn Tel (02154) 1-99-11, Telex: 43400, Telex: (02154) 1-64-72, Pres. & Chief Exec Officer: Ton van den Brink

Note: PolyGram Rec Dpns. The Netherlands co-ordinates all music activities of PolyGram in the Netherlands

PolyGram Rec. Serv., PO Box 380, 1115 ZH Duivendrecht; van der Madeweg 12-14, 1099 BT Amsterdam, Tel: (020) 93-48-34, Telex: 12048, Dir.: A.P.J. Roomans

Pop Sound, see Evan Durlacher

Prelude, see Vista

Prima Budget Serv BV, Industrieweg 45-B, 2651 BC Berkel en Rodenrijs Tel: (01891) 6610 Telex: 26385 Dir.: Jan van der Linden; Gen. Mgr. Angelique Jongeneel, Sales Mgr.: Jacques Aelkema

Pro Forma, see Collector.

Purple Eye Prod'ns BV, Floveolaan 41, Naarden, Tel: (02159) 4-62-66 Telex 43191, Dir. J. Brands.

R C A BV (IFPI), Prins Hendriklaan 26, 1075 BD Amsterdam, Tel (020) 64-00-81 Telex. 18063, Mng. Dir.: Cees Wessels, Comm'l Mgr.: Frank Lee man; Controller Ben Haasdyk; Promo Mgr. Jaap Poort.

Labels: (Licensed domestic) 1000 Idioten, (licensed foreign) AZ (France), Ace (UK), BBZ Prod'ns (France), Big Beat (UK), Blue Bird (USA), Chiswick (UK), DRG (USA), EMG (UK), Erato (France), Flying Dutchman (USA), Gem Toby (UK), Gold Mind (USA), Grunt (USA), Gryphon (USA), Mercana (USA), Midsong (USA), Millennium (USA), New York Int'l (USA), Numero Uno (Italy), 1000 Idioten (Netherlands), Dopus Klassiek (Germany), RCA (USA), RCA Camden (USA), RCA Gold Seal (USA), RCA Pure Gold (USA), RCA Red Seal (USA), Safan (UK), Salsoul (USA), Seon (Germany), Solar (USA), 20th Century Fox (USA), White Diamond (USA), Windsong (USA), Wooden Nickel (USA)

Rackstar, see Telstar

Radio Music Nederland, PD Box 338, Bussum, Tel 4-62-66, Dirs Guus Jansen, Hubert Terheggen.

Rams Horn Recs. BV, PO Box 26, 2110 AA Aerdenhout, Tel: (023) 24-91-31 Telex: 41193, Dirs.: Guido & Simone Weyprecht, Sales: Wim van Duyn.

Labels: (Owned) G W Prod'ns, Ramone (licensed), Destiny, Moby Dick, Prelude, Salsoul.

Record Serv Benelux BV, Franse Akker 9, 4824 AL Breda Tel (076) 41-48-00 Telex 54926, Dir. J. Puijpe, Gen. Mgr. P.V. Kuyjeren, Sales Mgr H Ranselaar, (Record Distributor)

Rec Track Nederland BV, PO Box 113, 3600 AC Maarssen Tel (030) 43 11 44, Telex 40354, Dir., Gen. & Sales Mgr. M C Groeneveld, (Manufacturer/Distributor/Importer/Exporter)

Red Bullet Prod'ns, PO Box 231, 1200 AE Hilversum, Tel: (035) 85-78 41

Cable REDBULLET Telex: 43956, Mng. Dir. Willem J van Kooten.

Religioso, see Vista.

Reprise, see WEA

Ring Recs., Dorchdeestr 19a, Hilversum Tel (02150) 4-38-41, Mng Dir Niek Lucas; Gen. Mgr.: Theo de Vos; Prod'n Mgr Nick P. Lucas; Creative Dir. Joop Doderer, Co-ord Mgr Mrs. Rietje Riedijk.

Roadrunner Recs. BV, Willemparkweg 123, 1071 GW Amsterdam Tel (020) 73-60-84, Telex 26385, Dir. Cees Wessels.

Labels: (Owned) Adam, Roadrunner, (licensed) Arena (UK), Attic (Canada), Cherry Red (UK), Human (UK), IC (Germany), KR (UK), Lifesong (USA), Milan (France), SPI (France), Secret (UK).

Rockaway, see Inelco

Rockhouse Recs-de Platenboer BV, Stortenbekerstr 5, 2421 ES Nieuwkoop Tel (01725) 14-32 Telex: 39524 Dir: Bert Rockhuizen, Gen Mgr Frances Rockhuizen; Sales Mgr Cor Sanne, (Licensed to Inelco)

Labels: (Owned) Rockhouse; (licensed foreign) Bomp (USA), Harlem (USA), Nervous (UK), Poko (Finland), Red Lightnig (UK), Solid Smoke (USA)

Int'l reps: Austria (Bellaphon, Master, Teldec), Belgium (Inelco), Canada (Boot), Denmark (Sonet), Finland (Polarvox), France (Disc'AZ), Germany (Bellaphon, Master, Teldec), Ireland (Charly), Italy (Carosello, Cemed), New Zealand (EMI), Norway (Sonet), Spain (Intermusic), Sweden (Sonet), Switzerland (Bellaphon, Master, Teldec), UK (Charly)

Holland Music B.V.
Hilversum, Holland

Rolling Stones, see Musidor.

Rotonde BV, Spaarndamsedijk 410-414, 2022 EA Haarlem. Tel: (023) 25-85-21. Telex: 41062. Gen. Mgr.: Jan van der Peet; Sales Mgr.: Arjen Luyck, Cor Ossewaarde.

Label: (Owmod) Circle.

Int'l rep.: Belgium (Phonogram).

Rubber Recs., NZ Voorburgwal 140, Amsterdam. Tel: (020) 42-59-52.

Rutogram, Van Oostadestr. 284, The Hague. Tel: (070) 33-76-90, 29-34-87.

S P M, Abr. Bloemendijkstr. 6, 3514 VP Utrecht. Tel: (030) 71-91-74. Telex: 73250. Dir.: Henk Kreeftmeijer; Sales Mgr.: John Westdorp.

S R, see Ivory Tower.

St. Anna, see Munich.

Roby Schiff, Buitendijkstr. 6, 1013 GK Amsterdam. Tel: 25-28-58.

Score Recs. BV, Rudonck 16, 4824 AJ Breda. Tel: (076) 41-77-44. Gen. Mgr.: Andre Grootert.

Label: (Owmod) Score.

Second Life Recs., A.J. Ernststr. 9, 1083 GP Amsterdam. Tel: (020) 42-92-88. Cable: SYLVAINSHOW. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.

Skyrocket, see Mike Vincent.

Sonclair, see Vista.

Sonopresse BV, PO Box 751, Stuwadwegstr. 106, Rotterdam. Tel: (010) 84-47-10, 84-86-47. Telex: 28478. Mng. Dir.: Leo Ritmeester.

Sound-Prod's Holland BV (IFPI), Oud Loosdrechtse dijk 16a, Loosdrecht. Tel: (02158) 51-01, 19-58. Telex: 43260. Dir.: Gert Vandermeent; Gen. Mgr.: Marijke Bosch; Sales Mgr.: Paul Karting.

Label: (Owmod) Fidelio. (Licensed domestic) Cornemus. Eurosound/MRO. Friends, Unverse; (Licensed foreign) ASV (Academy) (UK), BBC (UK), Budapest (Hungary), Burning Sounds (Ireland), CRD (UK), Candide (Germany), Chandos (UK), Charly (UK), Cherry Red (UK), Chyme (Ireland), Claddagh (Ireland), Contemporary (USA), Delos (USA), Delta (Germany), Dolphin (Ireland), EMI-Greece (Greece), Ensayo (Spain), Fono (Germany), Good Time Jazz (USA), Graduate (UK), Grosvenor (UK), Hed Aziz (Israel), Hyperion (UK), Hungaroton (Hungary), Mirror (Germany), Muza (Poland), Plaene (Germany), Playa Sound (France), President (UK), Release (Ireland), Scott (Ireland), Sonodisc (France), Tara (Ireland), Top Spin (Ireland), Triskel (Ireland), Turnabout (UK), Unicorn (UK), Y (UK).

Int'l reps.: Germany (Delta), Switzerland (Tudor).

Italy Track, see Xantippe.

Space Prod'n, Finnmark 4, 3831 JG Leusden-C. Tel: (033) 94-18-88. Dir.: John Russell.

Stichting Voor Mekaar, Postbus 4688, Amsterdam. Tel: (020) 23-71-40. Stof, see Munich.

Sunset, see EMI Recs.

Sure Shot Music BV, Lindendreef 5, 1217 JV Hilversum. Tel: (035) 4-02-64. Gen. & Sales Mgr.: R. Peters; A&R Mgr. & Prod'r: T. Peters. (Distributor/Exporter)

Swingmaster, Kruiflaan 21, 9711 TW Groningen. Tel: (050) 12-40-20. Owners & Dirs.: Sem van Gelder, Leo Bruin.

Label: (Owmod) Swingmaster. (Licensed) AGB.

T & L Prod'n, Amersfoortseweg 18, Huis Ter Heide. Tel: (03404) 3-17-28. Target, see Boscheck.

Te Oum, see Dureco.

Telefonisch BV, Koningsinnel 25, 3762 DA Soest. Tel: (02155) 1-07-74. Telex: 43079. Pres.: Jean Wynen; Gen. Mgr.: Jack J. van Dosterhout.

Telstar Recs. BV, PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir. & Nat'l Repertoire Mgr.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: S. Damschid; Press, Promo, & Adv. Mgr.: Bert Salden; Export Mgr.: Joseph Verbeet; Radio & TV Promo: Rude de Raaff, Annie de Reuver; Int'l Repertoire Mgr.: Jean Inemeer.

Label: (Owmod) Gnome, Iris, Kendari, Killroy, Laudate, Lorelei, Ojee, Rackstar, Telstar.

Int'l rep.: Belgium, Luxembourg (both Phonogram).

Timeless, see Wim Wigt & Dureco.

Top Format Prod'n, Parklaan 95, Haarlem. Tel: (023) 32-06-40. Telex: 241538.

Trafic, see Boscheck.

Trent, see Arcade.

Triumph, see Polydor.

Tutor Country, see Mike Vincent.

Unison Prod'n, Oranje Nassaulaan 25, Amsterdam. Tel: (020) 79-70-47.

Universe Prod'n, Spanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seijen. (Licensed to Sound Prods.)

Unvox, Postbus 143, Paterswoldseweg 21A, Groningen. Tel: (050) 12-23-60.

Unknown, see Collector.

V I P Recs. BV (IFPI), PO Box 234, Turfsteckerstr. 61, 1430 AE Aalsmeer. Tel: (02977) 4-10-21. Telex: 11837. Mng. Dir.: Roger Meylemans; Gen. Mgr.: Edo Peek.

Label: (Owmod) VIP. (Licensed foreign) All Platinum (USA), Aishre (USA), Applause (USA), Blueprint (UK), Boardwalk (USA), Buddha (USA), Cadet (USA), Calibre (UK), Checker (USA), Chess (USA), Copacabana (USA), Cream-Hi (USA), De-Lite (USA), GNP-Crescendo (USA), Ibis (France), Kingdom (UK), Klub (UK), Melba (France), Motown (USA), PRT (UK), Precision (UK), Pyramid (France), Rare Earth (USA), Roulette (USA), Sugar Hill (USA), TK (USA), Tania (USA), Vanguard (USA), Vogue (France), WMDT (USA).

V V R, see Mamcha.

Van den Bosch & Van Nieukoop BV/Boni Recs. BV, Lijnbaanstr. 4, Katwijk. Tel: (01718) 2-39-04. Telex: 39010. Co-Pres.: G. van den Bosch, J. van Nieukoop; Sales Mgr.: J. Freur. (Distributor/importer)

Vara (Dmroepvereniging), Postbus 1991, Middenweg 1, 1200 BZ Hilversum. Tel: (035) 71-19-11. Telex: 43212. Dir.: H. Swets; Gen. Mgr.: Th. vander Kolk.

Label: (Owmod) Varagram.

Varagram, see Vara.

Veronica, see Evan Durlacher.

Verschoor, Dr. A. Kuyperstr. 46, 2841 CK Moordrecht. Tel: (01827) 23-57. Chief Exec.: V. Verschoor.

Label: (Owmod) Mavis, Panoramc.

Vertigo, see Phonogram BV & Phonogram Int'l BV.

Verve, see Polydor.

Villa, see Arcade.

Mike Vincent Prod'n BV, Pettelaarseweg 25, Den Bosch. Tel: (073) 21-41-50. Telex: 41605.

Label: (Owmod) Condor, Skyrocket, Tutor Country, Vliegende Hollander.

Visco Prod'n BV, Graafsebaan 40, 5242 JM Rosmalen. Tel: (04192) 91-51. Telex: 50671.

Vista Recs., Flegelstr. 11, 5306 AW Brakel. Tel: (04187) 18-85. Dir.: John A. Vis.

Label: (Owmod) Canto di Vangelo, Laurens, Vista. (Licensed domestic)

Bazuin, Editio Laran, Eurosound, Festivo, Glorysound, Jubal, KMK, Martiniphon, Mawogram, Pavlojeon, Prelude, Religioso, Sonclair.

Int'l rep.: Germany (Mixture).

Vliegende Hollander, see Mike Vincent.

W E A Int'l BV (IFPI), Burg. Lambooylaan 21, 1217 LB Hilversum. Tel: (035) 1-54-53. Cable: WEARC. Telex: 43510. Mng. Dir.: Hans Tonino; Sales Mgr.: Gerv. v. Meys; Financial Controller; Kees de Wildt; Mktg. Dir.: Ruud Lamers; A&R Mgr.: Herman v. Zwan; Promo Mgr.: Imanda Wapenaar; Creative Serv. Mgr.: Rob van Beek.

Home Office: USA, WEA Int'l.

Label: (Owmod) Asylum, Atco, Atlantic, Automatic, Cobillion, Elektra, Mtdi, Nonesuch, Reprise, WEA, WEA Int'l, Warner Bros.; (Licensed) Big Tree (USA), Calliope (France), Dark Horse (USA), DiscReet (USA), Enigma (USA), F-Beat (UK), Finnadar (USA), Flarensac (France), Hexagone (France), Jungle Jam (UK), Korova (USA), Laser (UK), Little David (UK), Maligator (France), Milan (France), Mirage (USA), Paradise (USA), Passport (USA), Planet (USA), Qwest (USA), RFC (USA), Radar (UK), Real (USA), Reprise (USA), Rhinoceros, Riva (USA), She (UK), Sire (USA), Solar (USA), Swan Song (USA), Warner/Curb (USA), Whitfield (USA).

W S P, see Weton-Wesgram.

W S P Select, see Weton-Wesgram.

Warner Bros., see WEA.

Westland Studio's, Industriest. 21, 2671 CT Naaldwijk. Tel: (01740) 2-40-87. Chief Exec.: W.A. Westbroek, P. van der Hout.

West World Recs., PO Box 633, Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

Label: (Owmod) Moonbase, West World.

Weton-Wesgram BV, Veerlaan 84-92, 3072 ZZ Rotterdam. Tel: (010) 86-11-66. Telex: 28798. Chief Exec.: M.A. Eygelshem; Sales Mgr.: Chr. van Duin. (Distributor-Overstocks/Cutouts).

Label: (Owmod) DGR, WSP, WSP Select; (Licensed) Surprise, Wait Disney.

Int'l rep.: Belgium (Phono-Office).

White Label, see Collector.

Wim Wigt Prod'n/Timeless Recs., PO Box 201, Roghorst 303, 6700 AE Wageningen. Tel: (08370) 1-34-40, 1-34-45. Telex: 45991. Dir.: Wim Wigt.

Label: (Owmod) Timeless.

Int'l reps.: Austria (Bellaphon), France (Mica), Germany (Bellaphon), Italy (IRD), Japan (Nippon Phonogram), Switzerland (Bellaphon), UK (Jazz Horizons), USA (Wim Wigt).

Xantippe Prod'n BV, Hazepad 8-b, 4825 AV Breda. Tel: (076) 71-01-05. Dirs.: J.C.M. Cornel, A.J.M. Vermeulen; Gen. & Sales Mgr.: Jacques Cornel.

Label: (Owmod) Energy, Klomp, Sound Track, Xantippe.

Int'l rep.: Belgium, Luxembourg (both Record Serv. Benelux).

Xitovox, Stuydikh 51A, 5715 PO Lierop. Tel: (04920) 4-4C-14.

Zen, see International Rec. Dist'n.

• music publishers

A R S I S, Steegstr. 16, 6041 EA Roermond. Tel: (04750) 3-36-98.

Accordia Music, Jette Elmstr. 11hs, Amsterdam. Tel: (020) 11-22-53.

Acorn Music, Tabaksweg 6, Eist. Tel: (08346) 17-34.

Akela Music (BUMA), see Universal.

Albersen & Co. BV (Muziekhandel), Groot Hertoginnelaan 182, 2517 EV The Hague. Tel: (070) 45-60-00. Chief Exec.: J.B.M. & H.E.A.M. Albersen.

Aico Music Int'l BV, Machneweg 8, 1394 AV Nederhorst den Berg. Tel: (02945) 17-91. Mng. Dir.: Wim Hauser.

All Rock Music Publ'r's, PO Box 2296, 3000 CG Rotterdam. Tel: (010) 22-48-89. Gen. Mgr.: Cees Klop.

W. Alphenaar CV, Kruisweg 47-49, Haarlem. Tel: (023) 32-02-44.

G. Alsbach & Co., Flevo 41, Naarden. Tel: (02159) 4-62-66.

American Gypsy Music, see The Company of the Two P(i)eters.

Ananas, Flevo 41, Naarden. Tel: (02159) 4-62-66. Chief Exec.: John Brands.

Andromedia Music, see Roba.

April Music Holland BV, Dude Enghweg 24, 1217 JD Hilversum. Tel: (035) 1-36-51. Telex: 73384. Gen. Mgr.: Joost van Ds.

Arabella Music Benelux, see Ariola.

Arcade Music Publ'g, Industrieweg 11, 4131 NK Vianen. Tel: (03473) 7-21-84. Telex: 40420. Mng. Dir.: Herman Heinsbroek.

Ariola Music Benelux BV, Lindendreef 3, 1217 JV Hilversum. Tel: (035) 23-22-41. Telex: 43639. Mng. Dir.: Martin Kleinjan; Gen. Mgr.: Joop Plagge.

Arsta Music Inc., see Ariola.

Ari Music Publ'g Co. (STEMRA), 519 Sir Winston Churchilllaan, Ryswyk ZH. Tel: (070) 94-66-57. Cable: ARIEL. Chief Exec. & Gen. Mgr.: Arie Lijthart.

Ars Nova (Muziekuitgeverij), Oostling 92, Goes. Tel: (01100) 1-58-16.

Artemis BV (Muziekuitgeverij), Gerrit van der Veenaan 4, Baarn. Tel: (02154) 1-95-99, 1-66-83. Cable: MUZARTEM. Telex: 43400. Pres.: Antoon Smits; Gen. Mgr.: H.G. v.d. Ree.

Ass Artists Music BV, Postbus 37, Maarssen. Tel: (03465) 6-22-76.

Associated Artists Int'l BV, PO Box 37, Antiopesteer 238, Maarssen. Tel: (03465) 6-22-76. Gen. Mgr.: Joop Gerrits; Prof. Mgr.: Jochem van Resne.

Atlantica Ed., Zeddamseweg 38, 's Heerenberg. Tel: (08346) 14-36.

Attalos Music, see The Company of the Two P(i)eters.

Aussie Music, Henri Dunantstr. 53, Brunssum. Tel: (045) 25-32-08.

Auteursunie BV, Vonderstr. 90, 1054 GN Amsterdam. Tel: (020) 18-63-24. Gen. Mgr.: Wim van Vught.

Autobahn Music Benelux, see Roba.

B E L Sound, Buursterstr. 356, Enschede. Tel: (053) 76-30-22.

B M G Music, Molenvlietsedijk 23-25, 4691 HS Tholen. Tel: (01660) 3226.

Baltic (Nederland), Postbus 37, Maarssen. Tel: (03465) 6-22-76.

Annie Bank (Ed.) BV, PO Box 60061, 1005 GB Amsterdam; Anna Vanderstr. 13, 1054 GX Amsterdam. Tel: (020) 18-24-93. Dir.: H. Oostendorp.

Baranda Music, Sporkenhout 48, Huizen. Tel: (02152) 5-04-99. Gen. Mgr.: Wim Brands.

Bassel Music, see Charles.

Benelux Music Publ'g, PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Gen. Mgr.: Jacques Hoes.

J. Ph. Benson, PO Box 59, 7260 AB Borne. Tel: (05490) 1-19-30. Dir.: John Phillip Benson.

Best Music, Crispynstr. 9, 5171 CH Kaatsheuvel. Tel: (04167) 7-32-70. Mng. Dir.: Peter van Best.

Black River Music, see Roba.

Blenco Music, Meeressenerweg 313, Maarsricht. Tel: (043) 62-20-18. Dir.: J. Vnezelaar; Prof. Mgr.: Johnny Blenco.

Blow Music CV, Poethelkelaan 10, 5644 TN Eindhoven. Tel: (040) 11-47-94. Mng. Dir.: Ms. Wil van Schalkwijk.

Broekmans & Van Poppel, Van Baerestr. 92-94, Amsterdam. Tel: (020) 72-80-84, 79-65-75, 79-61-26. Pres.: G. Ganzinotti; Sales Mgr.: P.J.A. Ganzinotti.

Bureau voor Uitgave van Nederlandse Orgelmuziek, Dahliastr. 30, Koog a d. Zaan. Tel: (075) 16-22-94.

C C-Controllers Music Publ'g Group, see Charles.

C N C Productes BV, Seelingsingel 17, 4811 CN Breda. Tel: (076) 14-16-72.

Contact: Angélique van Buuren.

Carlton Music, Nic. Beetsstr. 12, 7514 CW Enschede.

Careers Music Inc., see Ariola.

Centrale Muziekhandel, Cuystr. A23, Amersfoort. Tel: (033) 1-60-70.

Chappell & Co. Holland BV, PO Box 338, Bussum, Flevo 41, 1411 KC Naarden. Tel: (02159) 4-62-66. Mgr.: Jan De Wintler.

Charles Music ST, Pettelaarseweg 25, 5216 BG Den Bosch. Tel: (073) 21-41-50. Telex: 41605. Pres.: Bart Vermeulen; Prof. Mgr.: Cees Vermeulen.

Cheese Music, Eemmeer 15, Spakenburg. Tel: (03499) 23-70. Telex: 41605 Telom/NL Spring.

The Company of the Two P(i)eters BV, PO Box 1299, Lindendreef 3, 1200 BG Hilversum. Tel: (035) 23-22-41. Telex: 43639. Oirs. Peter Schoonhoven, Pieter van Bodegraven; Int'l Mgr.: Astrid Babonnick.

Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Dir.: Leen La Riviere.

Coolwine Music, see Roba.

Corona Int'l, Margrietlaan 28, 1735 HE 't Veld. Tel: (02262) 21-34. Dir.: Jan C. Bujs.

Creighton Musicology-Musica Antiqua, Lassuslaan 45, Bilthoven. Tel: (030) 78-37-14.

Crusade Music, Stationsweg 43, Hoogezand. Tel: (05980) 9-26-35.

Cuckoo Music, Provincialeweg 47, 1561 KM Krommenie. Tel: (075) 21-50-21. Dir.: Joop Koekoek.

Dance Recs. Publ'g, see The Company of the Two P(i)eters.

Dayglow-Tripper Music, see Nada.

Joh. de Heer & Zn. BV (Handelmij), Rozenlaan 113, Rotterdam. Tel: (010) 22-09-88. Dir.: J. A. de Heer.

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Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22-91-23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.

Audio: Cassette, open reel.

Benelux Music Inds., PO Box 70, 6000 AB Weert. Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: S. Djamschidi. (PKG-audio only)

Audio: 8-tr., cassette.

C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: CDLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Ariens.

Audio: Cassette.

E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden; Industrielaan 24, 5406 XC Uden. Tel: (04132) 6-81-55. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller.

Audio: Cassette.

Flame Concern, Schippersstr. 5, Amsterdam. Tel: (020) 23-46-92. Gen. Mgr.: Jon Peijters.

M C R Prod'n's BV, Hooglandseweg 62, 3813 AS Amersfoort. Tel: (033) 723401. Telex: 79388. Mng. Dir.: Foppe Damste.

Audio: Cassette.

Masound, Budezand 4, 7384 CA Wilp. Tel: (05712) 39-00. Dir. G. Voskylen.

Audio: Cassette, open reel.

Polydor BV, Alberthuis Perksstraat 35, 1217 NL Hilversum. Tel: (035) 234941. Telex: 73352. Mng. Dir.: Nico van Biemen.

Audio: Cassette.

Sonartape Nederland BV, PO Box 113, Zonnebaan 42, 3600 AC Maarssen. Tel: (030) 43-11-44. Telex: 40354. Chief Exec.: M.C. Groeneveld.

Audio: Cassette.

Van der Garde's Audio Studios BV, de Wetstr. 10-12, 6814-AP Arnhem. Tel: (0031) 85-22-91-23. Dir.: Gert van der Garde.

Audio: Cassette.

• supplies**EMPTY CARTRIDGES, CASSETTES & REELS**

E & E Prod'n's, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

ENVELOPES & MAILERS

Aktuprint, PO Box 1392, 1000 BJ Amsterdam. Tel: (020) 22-74-94, 22-74-66. Telex: 16015. Gen. Mgr.: Ronald Blankenstein; Sales Mgr.: Emanuel Damsteeg.

Joh. de Heer & Zn. BV (Handelmij.), Rozenlaan 113, Rotterdam. Tel: (010) 22-09-88. Dir.: J.A. de Heer.

E & E Prod'n's, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nijverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448.

P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35-71-20.

JACKETS & SLEEVES**LABELS, DISK**

Aktuprint, PO Box 1392, 1000 BJ Amsterdam. Tel: (020) 22-74-94, 22-74-66. Telex: 16015. Gen. Mgr.: Ronald Blankenstein; Sales Mgr.: Emanuel Damsteeg.

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis; Sales Mgr.: Wim Trouw. (Jackets & Sleeves only—LP & Videodisk)

C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: CDLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Ariens.

E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden; Industrielaan 24, 5406 XC Uden. Tel: (04132) 6-81-55. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller. (Jackets & Sleeves—LP only; Labels—45 rpm only)

Magnetronics BV, de Wetstr. 12, Arnhem 6814 AP. Tel: (085) 22-91-23. Dir.: Alfred van der Garde. (Labels only)

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nijverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448.

Olman Handelsmaatschappij BV, PO Box 84, A. Einsteinweg 3, Alphen a/d Rijn. Tel: (01720) 3-16-31. Telex: 39796. (Labels only—45 & LP)

P C M P Inc. Holland, PO Box 469, 3130 AL, Vlaardingen. Tel: (010) 35-71-20. (Sleeves only)

van de Steeg BV, Lenteweg 8, 7500 AC Enschede. Tel: (053) 61-33-44. Telex: 44401. Pres.: J.W. v.d. Steeg; Sales Mgr.: H.H. Smit. (Sleeves only)

Arno van Orsouw BV, Dostenburgervoorstr. 71, 713, 1018 MP Amsterdam. Tel: (020) 22-28-98, 25-21-13. Telex: 13442. Mng. Dir.: Arno van Orsouw.

Zeeldrukkerij van Beers, Postbus 1123, West Havendijk 14, 4703 NZ Roosendaal. (Sleeves only)

PROFESSIONAL TAPE SUPPLIES

Aktuprint, PO Box 1392, 1000 BJ Amsterdam. Tel: (020) 22-74-94, 22-74-66. Telex: 16015. Gen. Mgr.: Ronald Blankenstein; Sales Mgr.: Emanuel Damsteeg.

Benelux Music Inds., PO Box 70, 6000 AB Weert. Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: S. Djamschidi.

Audio: Cassette labels.

Nederlandse Normaal Drukkerij (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nijverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448.

Audio: Inlays**Video: Boxes**

Arno van Orsouw BV, Dostenburgervoorstr. 71, 1018 MP Amsterdam. Tel: (020) 22-28-98, 25-21-13. Telex: 13442. Dir.: Arno van Orsouw.

Audio: Cartridge labels**RAW MATERIALS****RECORD MANUFACTURING EQUIPMENT**

Roxs Handelsonderneming BV, PO Box 36, 5140 AA Waalwijk. Grotestr. 69, 5141 JN Waalwijk. Tel: (04160) 3-25-81. Cable: RDXS. Telex: 35040. Chm.: Chns van Delft.

Product: AMBROSIO, DIETVORST, APREVIL PVC record compound, press molds.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22-91-23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.

Audio: TELEFUNKEN duplicators, loaders

TAPE, BLANK LOADED & BULK RAW

Agla-Gevaert BV, Polakweg 10-11, Rijswijk. Tel: (070) 11-05-91. Telex: 31145. Pres.: J. Davignon, Sales Mgr.: O. van den Broek.

Audio: Cassette, open reel.

Video: 1" open reel, 1" cartridges, 1/2" cassette

Ampex BV, PO Box 9026, 3506 GA Utrecht; Zamenhofdreef 65A, 3562 JV Utrecht. Tel: (030) 61-29-21. Cable: AMPLEX. Telex: 47856. Mgr.: G.C.A. de Jong.

Audio: 2", 1" cassette, open reel

Video: 2", 1", 1/2", 1/4" Beta & VHS

Autoscript BV, Postbus 82, Loosdrechtseweg 107, Loosdrecht. Tel: (02158) 5104. Dirs.: P. De Ruyg, J.L. Cluysenaer. (Blank only)

Audio: LUXMAN cassette.

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22-91-23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.

Audio: Cassette, open reel.

Video: 1/2" EIAJ cartridge

B A S F Nederland BV, Kadest. 1, 6811 CA Arnhem. Tel: (085) 71-71-71. Telex: 45111. Pres.: H. Mylanus, Sales Mgr.: Willem van Workum.

Audio: Cassette.

Video: 1/2" Beta, VHS & V-2000 cassette

Incelo Recs. & Tapes BV, Turfsterkerstr. 63, 1431 GD Aalsmeer. Tel: (02977) 2-88-55. Telex: 14683. Pres.: P.J. Goemaere.

P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35-71-20. (Raw only)

Audio: Cassette, open reel

P D Magnetics BV, PO Box 82, Molenstr. 37, 4900 AB Oosterhout NB. Tel: (016) 205-59-10.

Int'l branch: USA.

Audio: Cassette

S P M, Abt. Bioemaistr. 6, 3514 VP Utrecht. Tel: (030) 71-91-74. Telex: 73250. Dir.: Henk Kreeftmeijer; Sales Mgr.: John Westdorp.

Video: blank—SPRINGBOARD 1/2" Umatic cassette, 1/2" Beta, VHS & V-2000 cassette, 1/2" CVC cassette; raw—SPRINGBOARD 1/2", 1/4" & 1/8" cassette.

• accessories

Ampex BV, PO Box 9026, 3506 GA Utrecht; Zamenhofdreef 65A, 3562 JV Utrecht. Tel: (030) 61-29-21. Cable: AMPLEX. Telex: 47856. Mgr.: G.C.A. de Jong.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, de-magnetizers, leader tape, splicing tape & equip. (all audio & video)

Autoscript BV, Postbus 82, Nieuw Loosdrechtseweg 107, Loosdrecht. Tel: (02158) 5104. Dirs.: P. de Ruyg, J.L. Cluysenaer.

Product: Record-replacement styli

Incelo Nederland BV, Turfsterkerstr. 63, 1431 GD Aalsmeer. Tel: (02977) 28855. Cable: INTELECT. Telex: 14683. Pres.: P.J. Goemaere.

Product: Record-carrying & storage cases, record care prods.

P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35-71-20.

Product: Record-replacement styli, Tape-leader & splicing tape.

Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99-47-36. Dir.: Hans Douw; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Alma Ramchalaon.

Product: Record-carrying & storage cases, record care prods., 45 rpm adapters, replacement styli

van de Steeg BV, Lenteweg 8, 7500 AC Enschede. Tel: (053) 61-33-44. Telex: 44401. Pres.: J.W. v.d. Steeg; Sales Mgr.: H.H. Smit.

Product: Record & Tape-carrying & storage cases.

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists.

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis; Sales Mgr.: Wim Trouw.

Product: Posters.

van de Steeg BV, Lenteweg 8, 7500 AC Enschede. Tel: (053) 61-33-44. Telex: 44401. Pres.: J.W. v.d. Steeg; Sales Mgr.: H.H. Smit.

Product: Posters.

• store fixtures

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis; Sales Mgr.: Wim Trouw.

Product: Record & tape browser boxes, display racks, divider cards.

NEW ZEALAND

Population: 3,160,000.

Rate of exchange: \$1 (US) = 1.35 NZ dollar.

Per capita income: \$5,500.

Holidays: January 1, April 25 (Anzac Day), Good Friday, Easter Monday, June 5 (Queen's Birthday), October 25, December 25, 26.

RECORDS & TAPE

Records & cassettes sold domestically: 1979—\$46,000,000.

• **record & tape manufacturers / distributors / importers**

Archiv, see PolyGram
 Argo, see PolyGram
 Asylum, see WEA
 Atco, see WEA
 Atlantic, see WEA
 CBS Recs. (New Zealand) Ltd. (IFPI), PO Box 37 277, Parnell, Auckland Tel: (09) 79-75-08. Cable CBSREC. Telex: 21490. Mgr. Murray Thom
 Finance Mgr. Michael Glading
 Labels: (Owned) CBS, Epic, Portrait, (licensed domestic) Furtive, Ripper, Stebbing, Stunn, XSE, (licensed foreign) Alfa (USA), Boardwalk (USA), Geffen (USA), Illegal (USA), Jet (UK), Nemperor (USA)
 Capitol, see EMI
 Charisma, see PolyGram
 Cherry Pie, see Festival
 Columbia, see EMI
 D G, see PolyGram
 Decca, see PolyGram
 Destiny, see Sacred
 EMI (New Zealand) Ltd. (IFPI), PO Box 30849, 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable EMITRON. Telex: 3413. Mng. Dir. D. Snell
 Branches: Auckland, PO Box 1931 Tel: 775-385. Telex: 2283
 Labels: (Owned) Capitol, Columbia, EMI, HMV, Harvest, (licensed) Arista (USA), BBC (UK), Disneyland (USA), RAK (UK), United Artists
 Elektra, see WEA
 Epic, see CBS
 Festival Recs. (NZ) Ltd. (IFPI), 69 Carlton Gore Rd., Newmarket, Auckland 2. Tel: 33-885. Telex: 60569. Gen. Mgr. Jerry Wise; Nat'l Promos. Mgr. Victor Stent
 Home office: Australia
 Labels: (Owned) Festival, Interfusion; (licensed domestic) Cherry Pie, Key, Mushroom NZ, Propeller; (licensed foreign) A&M (USA), ATA (Australia), Ad-Rhythm (UK), Avenue (Australia), Barclay (France), Beasville (USA), Benny Bird (USA), Bessley (USA), Blackbird (USA), Blue Labor (USA), Bronze (UK), Butterfly (USA), Chrysalis (UK), Concord (USA), DJM (UK), Fantasy (USA), Festival (Worldwide), GNP Crescendo/Accent (USA), Gallo (France), Hispanavox (Spain), Immediate (UK), Island (UK, USA), Jive (UK), Magnet (UK), Mainstream (USA), Milestone (USA), Monument (USA), Mushroom (Australia), ONJ (USA), Pinnacle Storyteller (UK), Prestige (USA), Project 3 (USA), Rainbow (USA), Ranwood (USA), Regular (Australia), Rel (UK), Runaway (UK), Safari (USA), Shelby Singleton group (USA), Shelter (USA), Stanyan (USA), Stax (USA), Sydney Thompson (UK), Takoma (USA), Teistar (Netherlands), Vogue (France)
 Five Star, see Ode
 Furtive, see CBS
 H M V, see EMI
 Harvest, see EMI
 Hibiscus, see Kiwi/Pacific
 Hoghton Hughes Ltd., see Music World
 Inn, see Innovation
 Innovation Ents. Ltd., PO Box 45-108, 27 Bayside Ave., Te Atatu, Auckland 8. Tel: 44-444. Mng. Dir.: Errol J. Peters; Gen. Mgr.: Ginny Peters; Sales Mgr.: Austin Roberts
 Labels: (Owned) Inn, Innovation; (licensed) Canary, E-Volve, Raven (all USA)
 Int'l rep.: USA (E-Volve)
 Interfusion, see Festival
 K-tel Int'l (New Zealand) Ltd., PO Box 2614, 149 Victoria St., Auckland 1. Tel: 797-166
 Home office: USA
 Key, see Zodiac & Festival
 Kiddidisc, see Music World
 Kiwi, see Kiwi/Pacific
 Kiwi/Pacific Recs. Ltd., PO Box 826, 182 Wakefield St., Wellington. Tel: 849-981. Cable: KIWITONE. Mng. Dir.: Tony Vercoe
 Labels: (Owned) Hibiscus, Kiwi, Tartar; (represented) Folkways (USA), Kiddy Kassettes (UK), Melody (USSR), Philo (USA)
 Int'l Reps.: Australia (U.S.A. Braumhart, Edwist, Achper), Canada (Koala Books), Pacific (Microphone)
 Mandrill, see PolyGram
 Marmalade Recs. (N.Z.) Ltd., 13 Sturdee St., Wellington Tel: (04) 859-050
 Telex: 3850. Mng. Dir.: Rocky Douche
 Mercury, see PolyGram
 G. W. Moore Ltd., PO Box 29012, Greenwood's Corner, Auckland
 Label: (Licensed) Singcord (USA)
 Mushroom NZ, see Festival
 Music For Millions, see Music World
 Music World Ltd. (Hoghton Hughes Ltd.) (IFPI), Private Bag, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Telex: 4611. Mng. Dir. Hoghton Hughes; Sales Mgr.: R. Curry
 Labels: (Owned) Kiddidisc, Music For Millions, Music World, Te Vee; (licensed) Arrowtaps (UK), Astor (Australia), Barnaby (USA), Beatt (UK), Boot (Canada), Carlton (Ireland), Crest (Australia), Cyclone (USA), Darnot (UK), Dyna House (Australia), EMS (Australia), Ember (UK), Emerald (UK), Enterprise (UK), Everest (USA), Fable (Australia), GRT-Janus (USA), Galaxy (UK), Gusto (USA), Hawk (Ireland), Image (Australia), Ivan Berg (UK), J&B (Australia), Jupiter (Germany), Karma (Germany), Locomotive (France), Magnetic Video Corp. (USA), Mulligan (Ireland), Multiple Sound (UK), Paradiso (USA), Peter Pan (USA), Pickwick Int'l (UK), Redifusion (UK), Release (Ireland), Scepter (USA), Sonet (Sweden), Speciality (USA), Sportsdisc (UK), Springboard (USA), Summit (Australia), Sutton-Miller (USA), Sydney Thompson (UK), Victor (Japan), W&G (Australia), Wand (USA)
 Int'l rep.: Australia (EMS, Image, J&B, W&G), Canada (V Recs), France (Locomotive), Ireland (Hawk), Philippines (Octo Arts), UK (Emerald, Multiple Sounds), South Africa (David Gresham), USA (Everest, Gillette, Madison, Magnetic Video, Request)
 Henry B. Norcross, PO Box 21-101, Auckland 8 Tel: (83) 67-019. Cable: HENRYBEE. Mng. Dir.: Henry B. Norcross; Gen. Mgr.: John F. Parker; Sales Mgr.: Ian R. Jackson; Educational Mgr.: Graham J. Wadams
 Ode Rec. Co. Ltd., 199 Karangahape Rd., Auckland Tel: 790-007. Mng. Dir. Terence P. O'Neill-Joyce; Gen. Mgr.: Robyn Kennerley
 Int'l branch: Australia
 Labels: (Owned) Five Star, Ode, Sonet, Thyme; (licensed) Anrola-Eurodisc (Germany), Avan-Guard (Australia), EMI-Electrola (Germany), Fidelity Sound (USA), Stony Plain (Canada), Vanguard (USA)
 Int'l rep.: Australia (Avan-Guard), USA (Fidelity Sound)

Osborn Inds., PO Box 212, Hastings
 Label: (Represented) Maranatha! (USA)
 Peak, see Urwin
 Philips, see PolyGram
 Polydor, see PolyGram
 PolyGram Recs. Ltd. (IFPI), Wexford Rd., Miramar, Wellington. Tel: 888-085.
 Cable: ARGENTA. Telex: 3798. Gen. Mgr.: Stuart H. Rubin; Sales Mgr.: David Guillemot
 National Mtg. Offices: Auckland, PO Box 37452, Parnell, PolyGram House, 77 Grafton Rd. Tel: 775-663. Telex: 2951
 Labels: (Owned) Archiv, Argo, Charisma, DG, Decca, Mercury, Philips, Polydor, RSO, Solid Gold, Vertigo, Verve; (licensed domestic) Mandrill, Reaction; (licensed foreign) ECM (Germany), MCA (USA), Motown (USA), PRT (UK), Pablo (USA), Rocket (UK)
 The Ponsonby Gramophone Rec. Co. Ltd., 112 Albert St., Auckland. Tel: 362-295. Cable: DIRECORD
 Labels: (Owned) Ponsonby Gramophone; (licensed) CTI, Kudu, Lifesong (all USA)
 Portrait, see CBS
 Propeller, see Festival
 R C A Ltd. New Zealand (IFPI), 23 Norman Spencer Dr., Wiri. Tel: Auckland 778-9189. Telex: 2208. Mng. Dir.: Brian E.W. Smith; Gen. Mgr.: Barry Forrester; Promos./Label Mgr.: David Moulie
 Labels: (Licensed foreign) AWB (USA), Anola (Germany), Buddha (USA), Can't Stop (USA), Criminal (UK), Eureka (Australia), Hansa (Germany), Lifesong (USA), Midsong (USA), Millennium (USA), Polar (Sweden), Roulette (USA), Tembo (UK), 20th Century-Fox (USA), Windsong (USA)
 R S O, see PolyGram
 R T C (New Zealand) Ltd. (IFPI), PO Box 3825, 487 Parnell Rd., Parnell, Auckland. Tel: 799-963. Telex: 21831. Mng. Dir.: Brian Pitts; Comm'l Mgr.: Kama Fitzgerald; Finance Dir.: Patrick O'Sullivan
 Labels: (Owned) RTC; (licensed domestic) CBS, Epic, Fontana, Golden Hour, Harmony, MGM, Mercury, Philips, Polydor, PolyStar (all mid-price & budget lines) (licensed foreign) Albion (UK), Alligator (USA), Armageddon (UK), Aura (UK), Beggars Banquet (UK), Cherry Red (UK), Dindisc (UK), Factory (UK), 4 AD (UK), Fresh (UK), Frontline (UK), Graduate (UK), Ice (UK), KR (UK), Liberation (Australia), Missing Link (Australia), Nems (UK), P.V.K. (UK), Passport (USA), Polish (USA), Rockburgh (UK), Rondelet (UK), Safan (UK), Situation Two (UK), Statik (UK), Stiff (UK), Supermusic (UK), Videominter (UK), Virgin (UK)
 Reaction, see PolyGram
 Reader's Digest Ass'n (NZ) Ltd., PO Box 37073, Parnell, Auckland 1. Tel: 770-339. Cable: READIDGEST. Gen. Mgr. Robert Morley
 Home office: USA
 Record Warehouse Ltd., Box 6171, 14 Durham St., Auckland. (One-Stop/Rack Jobber)
 Jim Riley, 28 Sylvan Park Ave., Milford, Auckland. (Distributor)
 Ripper, see CBS
 Sacred Recs. (NZ) Ltd. (IFPI), Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: Peter R. Harris; Sales Mgr.: G.D. Aiken
 Labels: (Owned) Destiny, Sacred; (licensed) Canaan (USA), Dayspring (USA), Good News (USA), Image 7 (Canada), Light (USA), Myrrh (USA), New Song (USA), Sacred (USA), Seed (USA), Solid Rock (USA), Word (Canada, UK, USA)
 Solid Gold, see PolyGram
 Sonet, see Ode
 Stebbing, see CBS
 Stunn, see CBS
 Tartar, see Kiwi/Pacific
 Te Vee, see Music World
 Thyme, see Ode
 Urwin Int'l Mktg. Ltd. (IFPI), 72 Riccarton Rd., Christchurch 4. Tel: 487-009. Cable: URLMARK
 Labels: (Owned) Peak; (represented) Artistes Francaises (France), Delmark (UK), Everest (USA), Societe Francaise de Prod'n Phonographiques (France), Starlight (UK)
 Vertigo, see PolyGram
 Verve, see PolyGram
 Viking Sevenses Ltd. (IFPI), PO Box 1431, 5-9 Tory St., Wellington. Tel: 859-759. Cable: VIKSEVEN. Mng. Dir.: Murdoch Riley; Gen. Mgr.: Keith Southern
 Labels: (Licensed) Alshire (USA), Argo (UK), Carina (Australia), MPS (Germany), Monitor (USA), Turnabout (USA)
 Int'l rep.: Australia (Carina), USA (Fiesta, Monitor)
 W E A Recs. Ltd. (IFPI), PO Box 2915, 14-18 Federal St., Auckland. Tel: 771-699. Cable: WEAREC. Telex: 2839. Mng. Dir.: Tim Murdoch
 Labels: (Owned) Asylum, Atco, Atlantic, Elektra, WEA Int'l, Warner Bros.; (licensed foreign) Beggars Banquet (UK), Bessley (UK), Big Tree (USA), Delphine (France), F-Beat (UK), Little David (USA), Paradise (USA), Radar (UK), Real (UK), Sire (USA), Swan Song (USA)
 Warner Bros., see WEA
 X S E, see CBS
 Zodiac Recs. Ltd. (IFPI), 108-110 Jervois Rd., Auckland 2. Tel: 761-218, 762-426. Mng. Dir.: E.C. Stebbing; Sales Mgr.: E. MacCallum
 Labels: (Owned) Key, Zed; (licensed) Carina (Australia), Telefunken (Germany)

W E A Music Ltd., PO Box 2915, 14-18 Federal St., Auckland. Tel: (09) 771-699. Cable: WEAREC. Telex: 2839. Mng. Dir.: Tim Murdoch
 Word/Lexicon Music Group (ASCAP), Oxford St., Levin. Tel: (069) 84-005
 Cable: SACORDS. Mng. Dir.: P.R. Harris; Gen. Mgr.: V. Harvie

• **services**
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

New Zealand Electronics Mfrs. Federation, PO Box 9130, Wellington. Tel: (4) 843-688. Telex: 31129. Sr. Exec. Officer: Noel Derry
 Recording Industry Ass'n of New Zealand Inc., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Pres.: Tim Murdoch

CATALOG SERVICES

Record Publ'ns Ltd., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Pres.: Tim Murdoch. (Rec. only)
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINT-PAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith

LICENSING ORGANIZATIONS, MUSIC

A P R A (Australian Performing Right Ass'n Ltd.), BNSW Bldg., 318-324 Lambton Quay, Wellington. Tel: 724-430 (Performing rights only)
 Home office: Australia
 Phonographic Performances (New Zealand) Ltd., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Pres.: Tim Murdoch. (Performing rights only)

LICENSING, RECORD & TAPÉ

Word/Lexicon Music Group (NZ) Ltd., Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris; Sales Mgr.: G.D. Aiken

PLATING, PROCESSING & PRESSING PLANTS

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell
 PolyGram Recs. Ltd., Wexford Rd., Miramar, Wellington. Tel: 888-085. Cable: ARGENTA. Telex: 3798. Gen. Mgr.: Stuart H. Rubin

RECORD PROMOTION

Record Publ'ns Ltd., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Pres.: Tim Murdoch
 Word/Lexicon Music Group (NZ) Ltd., Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris; Sales Mgr.: G.D. Aiken

TAPE CUSTOM DUPLICATORS

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell
 Audio: Cassette
 PolyGram Recs. Ltd., Wexford Rd., Miramar, Wellington. Tel: 888-085. Cable: ARGENTA. Telex: 3798. Gen. Mgr.: Stuart H. Rubin
 Audio: Cassette
 Tape Transcriptions Ltd., PO Box 8665, Symonds St., Auckland. Tel: 798-734. Mng. Dir.: Phil T. Stebbing
 Audio: Cassette

• **supplies**

EMPTY CARTRIDGES, CASSETTES & REELS

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell
 PolyGram Recs. Ltd., Wexford Rd., Miramar, Wellington. Tel: 888-085. Cable: ARGENTA. Telex: 3798. Gen. Mgr.: Stuart H. Rubin
 Audio: PHILIPS cassette
 Videx Systems Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson; Technical Dir.: Gareth Jones
 Brand name: AMPLEX

ENVELOPES & MAILERS

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINT-PAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith

JACKETS & SLEEVES

Cello-Kraft Ltd., 61 Ira St., Wellington 3. Tel: 886-831. Mng. Dir.: R.C. Murray; Mgr.: E.L. Verrall
 Rotowax Ltd., 90-100 Hanson St., Wellington. Tel: 894-095
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINT-PAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith
 Word/Lexicon Music Group (NZ) Ltd., Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris; Sales Mgr.: G.D. Aiken

LABELS, DISK

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell
 PolyGram Recs. Ltd., Wexford Rd., Miramar, Wellington. Tel: 888-085. Cable: ARGENTA. Telex: 3798. Gen. Mgr.: Stuart H. Rubin
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINT-PAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith

POLYETHYLENE BAGS & SHRINKWRAP

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINT-PAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith. (Poly Bags only)

TAPÉ, BLANK LOADED & BULK RAW

Agfa-Gevaert (New Zealand) Ltd., GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1. Tel: 34-743/717. Telex: 2934
 Audio: 8-tr., cassette, open reel
 Video: Blank-1/2" Beta & VHS cassette, V2000, SVC/LVC: raw-2" quad, 1" open reel, 3/4" U-Matic cassette, 1/4"
 Ampex, see Videx
 Capitol, see EMI
 E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell. (Blank only)
 Audio: EMI, CAPITOL Cassette
 Magnetic Prods. Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson
 Audio: Blank-PYRAL 2", 1" & 1/4" open reel, cassette; raw-1/4" cassette
 Video: Blank-PYRAL 1/4" cassette
 Music World Ltd. (Hoghton Hughes Ltd.), Private Bag, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Curry. (Blank only)
 Audio: Cassette
 Philips, see PolyGram
 PolyGram Recs. Ltd., Wexford Rd., Miramar, Wellington. Tel: 888-085. Cable: ARGENTA. Telex: 3798. Gen. Mgr.: Stuart H. Rubin
 Audio: PHILIPS Cassette

• **music publishers**

Anton's Songs, Private Bag, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes
 Chappell & Co. Ltd., PO Box 68448, Newton, Auckland; 77 Grafton Rd., 2d fl., Auckland. Tel: 793-590. Telex: 2951. Gen. Mgr.: David M. Bolden
 Innovation Music Ltd. (APRA), 27 Bayside Ave., Te Atatu, Auckland 8. Tel: 44-444. Mng. Dir.: Errol J. Peters; Gen. Mgr.: Ginny Peters
 Josephine & Ephraim Music, 87 Wilson St., Hawera Taranaki. Tel: 7537. Gen. Mgr. Barletta Prime; Gen. Mgr.: Dalvanus Prime, Prof. Mgr.: Eddie Prime
 Kiwi Music, PO Box 826, 182 Wakefield St., Wellington. Tel: 849-981. Cable: KIWITONE. Mng. Dir. Tony Vercoe
 Ode Music, 199 Karangahape Rd., Auckland. Tel: 790-007. Mng. Dir.: Terence P. O'Neill-Joyce
 Orlando Music (N.Z.) Ltd., 13 Sturdee St., Wellington. Tel: (04) 859-050. Telex: 3850. Dir. Rocky Douche; Gen. Mgr.: Jeanie Douche
 Peer-Southern Org., see Southern
 Ponsonby Gramophone, 112 Albert St., Auckland. Tel: 362-295
 R T C Music (Publ'rs) Ltd. (APRA), PO Box 3825, Auckland. Tel: 799-964. Telex: 21831. Mng. Dir.: Brian Pitts; Gen. Mgr.: Patrick O'Sullivan
 Sandy Music Co. Ltd. (APRA), 5-7 Tory St., Wellington. Tel: 859-759. Cable: VIKSEVEN. Mgr.: Murdoch Riley
 Sevenses Publ'g Pty. Ltd., see Sandy
 Southern Music Publ'g Co. (Australasia) Pty. Ltd., PO Box 656, 12 Security Bldg., 198 Queen St., Auckland C1. Tel: 23-851. Cable: SOUTHMUSIC
 Home office: USA, Peer-Southern Org

Pyral, see Magnetic Prods.
 Videx Systems Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444 6085. Telex: 60044. Mng. Dir.: Greg Watson; Technical Dir.: Gareth Jones.
Audio: Blank-AMPEX 2", 1" & 1/4" open reel, cassette; raw-1/4" cassette.
Video: Blank-AMPEX 2" & 1" open reel; 1/4" cassette, 1/2" Beta & VHS cassette; raw-2", 1/2" cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Magnetic Prods. Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444 6085. Telex: 60044. Mng. Dir.: Greg Watson.
Brand name: OTARI.

• **accessories**

Agfa-Gevaert (New Zealand) Ltd., GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1 Tel 34-743/717. Telex: 2934.
Product: Tape-carrying & storage cases (audio), head cleaners (audio, video).
 Music World Ltd. (Hoghton Hughes Ltd.), PO Box 7134, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Curry.
Product: Record-record care prods., storage racks; Tape-head cleaners, demagnetizers, cassette storage racks.
 Videx Systems Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444 6085. Telex: 60044. Mng. Dir.: Greg Watson; Technical Dir.: Gareth Jones.
Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equipment.
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINT-PAC. Telex: 3579 Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.M. Smith.
Product: Carrying & storage cases.

NICARAGUA

Population: 2,615,000.
 Rate of exchange: \$1 (US) = 10 cordoba.
 Per capita income: \$850.
 Holidays: January 1, Easter Week, May 1 (Labor Day), July 19 (Liberation Day), September 14 (Battle of San Jacinto), September 15 (Independence Day), October 12 (Columbus Day), December 25.

• **record & tape manufacturers / distributors / importers**

Dicesa (Discos Centroamericanos SA), Colonia Centro America K. No. 655, Managua. Tel: 26501.
Home office: El Salvador (see for label information).
 Odeca (Discos de Centroamerica SA), Adpo. 2144, Managua. Tel: 23915. Cable: ARDELI. Mgr.: Armando Delgadillo.
Home office: Guatemala (see for label information).
 Fernando Flores, Del ATC 75 Varas al Norte-Fte. Dr. Filiberto H. Adams, Leon. Tel: 4100.
Label: (Not represented) Leo (El Salvador).
 Indica (Nicaragua) SA, Adpo. 2622, Colonia Centroamerica K-655, Managua. Tel: 71523. Sales Mgr.: Vella Rocha Silva.
Home office: Costa Rica (see for label information).

NIGERIA

Population: 80,000,000.
 Rate of exchange: \$1 (US) = 0 64 naira.
 Per capita income: \$600.
 Holidays: January 1, October 1 (Independence Day), December 25, traditional Moslem & Christian holidays.

• **record & tape manufacturers / distributors / importers**

Afrodisia, see Decca.
 Bridge, see Record Market.
 Capitol, see EMI.
 Casablanca, see PolyGram.
 Cinterdisc, see Record Market.
 Corel Recs., PMB 21512, Ikeja, Lagos. Tel: 830065. Mng. Dir.: George Odaty.
Int'l branch: Ghana, Box 7657, Accra.
 D G G, see PolyGram.
 Decca (West Africa) Ltd. (IFPI), PO Box 412, 4 Faramobi Ajike St., Ikorodu Rd., Lagos. Tel: 962246. Cable: DECCAWA. Mng. Dir.: Robert Oeges; Exec. Dir.: Alhaji S.A. Akinbolu; Mktg. Mgr.: T.I. Oloronyomi; Sales Mgr.: V.O. Nwogwugu.
Labels: (Owned) Afrodisia, Decca; (licensed) Ariola/Arista, Deram (UK), London (UK), Trojan (UK), UK (UK).
Int'l reps: France (Sofrona), UK (Decca).
 E M I (Nigeria) Ltd. (IFPI), PMB 21288 Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
Labels: (Owned) Capitol, EMI, HMV, MFP, Parlophone, Radic, United Artists; (licensed foreign) Atlantic (USA), Ballistic (UK), Creole (UK), Dynamic (Jamaica), Elektra (USA), Ice (UK), RAK (UK), Rolling Stones (UK), Warner Bros. (USA).
Int'l reps: UK (EMI).
 Eaambag Int'l Agency, Box 2131, 7 Okosi Rd., Ontsha, Alhambra State.
Label: (Not represented) Maranatha! (USA).
 Fontana, see PolyGram.
 H M V, see EMI.
 M F P, see EMI.
 Mercury, see PolyGram.
 P. N. Onyekwelu Trading Co., PO Box 1864, 3 Sokoto Rd., 1 Okwei St., Ontsha.
Label: (Licensed) Vanguard (USA).

Parlophone, see EMI.
 Philips, see PolyGram.
 Polydor, see PolyGram.
 PolyGram Recs. Ltd. (IFPI), PO Box 2997, Imam Dauda St., Boles House, Lagos. Tel: (01) 830-563. Cable: PHILREC. Telex: 26360. Mng. Dir.: Arie van Leeuwen; A&R Mgr.: Wole Iyanwura.
Labels: (Owned) Casablanca, DGG, Fontana, Mercury, Philips, Polydor, RSO, (licensed) Hansa (Germany), Polar (Sweden), Atlantic, Elektra, Motown, Tania, Warner Bros. (all USA).
Int'l rep: Worldwide (PolyGram).
 R S O, see PolyGram.
 Radic, see EMI.
 Record Market (Nigeria) Ltd., PO Box 6371, 89 Bamgbose St., Lagos Tel: 57-945. Cable: ROOPUB. (Manufacturer/Distributor/One-Stop/Rack Jobber/Importer).
Int'l branch: Ivory Coast, Cinterdisc.
Labels: (Owned) Bridge, Cinterdisc, (licensed) EMI-Nigeria.
 Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos Tel 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr., Gen. Mgr. Mrs. Y.A. Abraham, Sales Mgr.: C.N. Ohajuba. (Distributor/Importer).
 Tabasu Recs., 5/9 Oregon Cr., PMB 21458 Ikeja, Lagos.
Label: (Licensed) Cream-HI (USA).
 United Artists, see EMI.

• **services**

PLATING, PROCESSING & PRESSING PLANTS

Oeca (West Africa) Ltd., PO Box 412, 4 Faramobi Ajike St., Ikorodu Rd., Lagos. Cable: DECCAWA. Mng. Dir.: Robert Oeges, Exec. Dir.: Alhaji S.A. Akinbolu; Mktg. Mgr.: T.I. Oloronyomi; Sales Mgr.: V.O. Nwogwugu.
 E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
 PolyGram Recs. Ltd., PO Box 2997, Bole House, Imam Dauda St., Lagos. Tel: 830-563. Cable: PHILREC. Telex: 961-21297. Mng. Dir.: Arie van Leeuwen; Financial Mgr.: N.M.C. Okechukwu; Factory Mgr.: A.C. Aso.

TAPE CUSTOM DUPLICATORS

E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
Audio: 8-tr., cassette.

• **supplies**

JACKETS & SLEEVES

LABELS, DISK
 E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.

TAPE, BLANK LOADED & BULK RAW

Deekay & Sons, PO Box 2065, 18 Ereho St., Lagos.
Audio: AUDIO MAGNETICS 8-tr., cassette, open reel.
 E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
Audio: EMI-EMISTAR cassette, open reel.
 Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr. Mrs. Y.A. Abraham; Sales Mgr. C.N. Ohajuba.
Audio: Blank-8-tr., cassette, raw-8-tr., cassette, open reel.
Video: Blank-1/4" cassette.

• **accessories manufacturer**

Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr. Mrs. Y.A. Abraham; Sales Mgr. C.N. Ohajuba.
Product: Record-replacement styli; Tape-head cleaners, demagnetizers.

• **store fixtures manufacturer**

Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr. Mrs. Y.A. Abraham; Sales Mgr. C.N. Ohajuba.
Product: Browser boxes, display racks, record divider cards.

NORWAY

Population: 4,079,498.
 Number of family units: 1,400,000.
 Rate of exchange: \$1 (US) = 5.19 krone.
 Per capita income: \$5,812.
 Holidays: January 1, Easter (Good Thursday through Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), Ascension Day, Whitsunday, Whitmonday, December 25, 26.

NOTE:

All figures reported are for IFPI members. Non-IFPI turnover and direct imports are estimated to be an additional 10% to 15%.

RECORDS:

Record sales certification awards: Silver single—25,000 units; gold single—50,000 units; platinum single—100,000 units. Silver LP—25,000 units; gold LP—50,000 units; platinum LP—100,000 units.
Records sold domestically including imports: LPs 1980—3,730,000 units. Singles 1980—588,000 units.
Average retail price per record: LPs—\$8.06, Singles—\$2.07.
TV merchandising: None.
Record club sales: 6-7% of total.
Discounting: Rare.
Type of distribution: Manufacturer-to-retailer system predominates. There are two major rack jobbers, one of which is owned by the Norwegian record industry. Specialty shops account for 70-75% of consumer sales.
Type of promotion: Television is the most important medium, followed by radio (one channel each). Most of Norway's 160 daily newspapers have album reviews, and some have a weekly music page. There are three music newspapers with limited circulation. Some important weekly magazines have music columns.
Jukeboxes: 1500.

TAPE:

Pre-recorded tape sold domestically including imports: Cassette 1980—3,230,000 units.
Average retail price per tape: Cassette—\$8.96.

CONSUMER ELECTRONICS:

Number of homes with: Radios—1,400,000 (99.9%); television sets—1,163,431 (83%), color—704,063 (50%), b&w—459,368 (33%); phonographs 875,000 (56.2%); audio tape recorders—1,800,000.

RADIO STATIONS

No. of government: 1.
Comment: Programming is a mixture of cultural, political, educational, entertainment, and news features. About 60% of the music programming is pre-recorded & 40% is broadcast live. The ratio of classical music to popular is approximately 44/56.

TELEVISION STATIONS:

No. of channels: 1 television, 90% color (PAL).
Comment: Norwegian television programming is similar to that for radio except for less music.

• **record & tape manufacturers / distributors / importers**

Akkompagnementsplaten, see Norsk Grammofonkompani.
 Angsar Forlag A/S, Møllergatan 26, Oslo 1. Tel: (02) 20-85-18.
 Arctic Recs., Brattørgaten 5, N-7000 Trondheim. Tel: (075) 21-1-90. Telex: 55574. Mng. Dir.: Kolbjørn Alstad, Gen. Mgr.: Gunnar Hordvik; Label Mgr.: Svein Strugstad.
 Arken, see Gospelhouse.
 Barneplaten, see Norsk Grammofonkompani.
 Arne Bendiksen A/S (IFPI), Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: (856) 19689. Pres.: Arne Bendiksen; Gen. Mgr.: Pal Skai; Sales Mgr.: John Norman; Int'l Mgr.: Terje Engen.
Labels: (Owned) Flora, Flower, Forum, Sonet, Norsk, Triola; (licensed domestic) Tambourine; (licensed foreign) Berserker (UK), Bronze (UK), Chiswick (UK), Chrysalis (UK), Cube/Electric (UK), Island (UK), Megafon (Sweden), Fye (UK), Sonet (Denmark, Sweden, UK), Sun (USA), Vanguard (USA), Virgin (UK), Vox (USA).
 Blue Note, see EMI.
 C B S Recs. A/S (IFPI), Østre Akervei 19, Økern, Oslo 5. Tel: (02) 64-37-90. Telex: (856) 19356. Mng. Dir.: Per A. Jenssen; Sales Mgr.: Bjørn Kristiansen.
Labels: (Owned) CBS, Embassy, Epic, Masterworks, Portrait; (licensed) A&M (USA), ARC (USA), Alfa (USA), Ariola (Germany), Arista (USA), Delphine (France), Geffen (USA), Jet (USA), Safari (UK).
 Classics for Pleasure, see EMI.
 Columbia, see EMI.
 Continental Consult AS (IFPI), Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.
Labels: (Owned) Continental, Country Collection, Hammer, Home's, Horizon.
 Country Collection, see Continental.
 d B Recs., Oscarsgt. 15, Oslo 3. Tel: (02) 60-76-13. Gen. Mgrs.: Helge & Paul Karlsen. (Distributed by CBS).
 Decca, see PolyGram.
 Double Up, see EMI.
 E M I Norsk A/S (IFPI), Postboks 42, Karsvoll, Frisjvæien 33, Oslo 8. Tel: (02) 23-14-88. Cable: EMIGRAM. Telex: (856) 76294. Mng. Dir.: Hans Rog; Mktg. & A&R Mgr.: Fredrik Muelter; Sales Mgr.: Frode Skulstad.
Labels: (Owned) Blue Note, Classics for Pleasure, Columbia, Double Up, EMI, EMI America, EMI-EAR, EMI Int'l, Electrola, Encore, HMV, Harvest, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Sidewalk, Starline, Studio Two, Sunset, Talisman, United Artists, Volksplatte, Waverley, World Rec. Club; (licensed) Apple (UK), Carrere (France), Fantasy (USA), Flam (Sweden), Galaxy (USA), Hungaroton (Hungary), Kultura, Magnet (UK), Milestone (USA), Platina (Sweden), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Stax (USA).
 Electrola, see EMI.
 Jorg-Fr. Eilertsen A/S (IFPI), Jernbanetorget 4, Oslo 1. Tel: (02) 425883. Cable: TROLLMUSIC. Telex: 19871. Dir.: Jorg-Fr. Eilertsen. (Distributed by PolyGram).
Label: (Owned) Troll.
 Embassy, see CBS.
 Encore, see EMI.
 Epic, see CBS.
 Eventyrplaten, see Norsk Grammofonkompani.
 Filadelfiaforlaget A/S, Box 6757, St. Olavs plass, Oslo 1. Tel: (02) 11-13-10. Mng. Dir.: Knud Rambøl.
Label: (Owned) Klango.
 Flora, see Arne Bendiksen.
 Flower, see Arne Bendiksen.
 Fontana, see PolyGram.
 Forum, see Arne Bendiksen.
 Gospelhouse Music AS (IFPI), Box 33, 1342 Jar. Tel: (02) 53-23-78. Mgr.: Heige Fjølset; Prod'r.: Kjell Fjølset.
Labels: (Owned) Gospelhouse; (licensed domestic) Arken.
Int'l reps: Denmark (Nye Toner), Finland (Finngospel), Sweden (Gospel & Musikhuset).
 H M V, see EMI.
 Hammer, see Continental.
 Harmon, see Norsk Grammofonkompani.
 Harvest, see EMI.
 Helgeland's LP-Import, Postboks 120, 5501 Haugesund. Tel: (047) 29943.
 Gen. Mgr.: Sten Olav Helgeland. (Distributor/Importer).
 Holtet's Hammerhead, Enebakkveien 164, Oslo 6. Tel: (02) 19-36-16. Mgr.: Rune Holtet. (Wholesaler/Importer/Exporter).
 Home's, see Continental.
 Horizon, see Continental.
 Intervideo A/S, PO Box 32, Ljan, Oslo 11. Tel: (02) 29-72-00. Telex: 17755.
Video Mgr.: Hans Petter Gjersøe; Music Mgr.: Geir Hammes.
Labels: (Owned) Intervideo; (licensed) A&R (Netherlands), Arrival (Canada, UK), CNR (Netherlands), Can't Stop (USA), Mervyn Conn (UK), Creole (UK), Impact (Canada), Impetal (Canada), K-tel Int'l (Canada, UK), Lotus (UK), PVK (UK), Papagayo (Netherlands), Prelude (USA), TTR (Netherlands), WMOOT (USA), Young Blood (UK).
 Karusell, see PolyGram.
 Klango, see Filadelfiaforlaget.
 Kolbel, see Ma.
 Kulturtradel, see PolyGram.
 Liberty, see EMI.

Mai (Plateselskapet) A/S, Boks 6575, Rodelokka, Oslo 5. Tel: (02) 35-36-36. Mng. Dir.: Saemund Fiskvik; Sales Mgr.: Ketil Ege; Import Mgr.: Tor Bernhardsen.

Labels: (Owned) Mai, Kolibe.

Masterworks, see CBS.

Mayco A/S, PO Box 22, Kjelsasv 32, Oslo 4. Tel: (02) 22-54-00. Telex: 72353. Pres.: Arne Iversen; Gen. Mgr.: May-Britt Iversen.

Mellow Madness Rose Music, Parkv 5, Oslo 3. Tel: (02) 60-06-23. Mgr.: Bjorn Tveten.

Mercury, see PolyGram.

Musica, see Talent.

Musik for Pleasure, see EMI.

Narvesen A/S, B. Narvesensvei 2, Oslo 6. Tel: (02) 19-40-20. Telex: 16835. Mng. Dir.: Finn Skedsmo; Prod. Mgr.: Asbjørn Soegstad. (Distributor/Importer)

New Noise Prod'n, Postboks 299, 1751 Halden. Tel: (031) 84791. Creative Dir.: Henning Kyrtines.

Nor-Disc, see PolyGram.

Norsk Grammofonkompani A/S (IFPI), Fagerhoeyveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: D. Knudsen.

Labels: (Owned) Akkompagnementsplaten, Barneplaten, Eventyrplaten, Harmoni.

NotaBene, Wolffsgate 5, Oslo 3. Tel: (02) 46-81-44. Mgr.: Ole A. Soerli.

Odeon, see EMI.

On, see PolyGram.

One Up, see EMI.

Oscar Recs., Postboks 113, Boler, Oslo 6.

Labels: (Owned) Oscar; (Licensed) Ripsaw, Wix (both USA). Int'l rep.: Finland (Jaama).

Parlophone, see EMI.

Pathe, see EMI.

Philips, see PolyGram.

Play Music A/S, Kjelsasveien 174, Oslo 8. Tel: (02) 23-57-80. Mng. Dir.: Advokat Ragnar Heide; Sales Mgr.: Kjell Haugen. (Distributor/Importer)

Polydor, see PolyGram.

PolyGram Rec. Serv., Marcus Thranesgate 2, Torshov/Oslo 4. Tel: (472) 37-99-44. Telex: 18252. Dir.: Peter Kaatee.

PolyGram Recs. A/S (IFPI), Marcus Thranesgate 2, Oslo 4. Tel: (02) 37-29-05. Telex: 18521. Mng. Dir.: Sigurd Johannessen; Gen. Mgr.: Michael Aas; Financial Dir.: Bob Doornbos; Video Mgr.: Mats Nilsson.

Labels: (Owned) Decca, Fontana, Karusel, Kulturradet, Mercury, Nor-Disc, On, Philips, Polydor, Vertigo, Zarepta, (Phonogram group—represented) Albion, Amadeo, Better Day, Bis, Casablanca, Charisma, Deram, Electra (Sweden), Frituna, Hagbart, Harmonia Mundi, Heilo, Impact, Dicki James, MAM, Mountain, Polar, Rocket, Rondo, Sire, Smash, Sonora, Stiff, Superstar, Teldec, Tembo, Threshold, Trojan, Troll, Unicorn; (Polydor group—represented) Ad Lib, Archiv, Arctic, Asylum, Atco, Atlantic, Backstreet, Beggars Banquet, Big Tree, Bluebell, CTI, Camp, Capricorn, Carl, Cotillon, Deutsche Grammophon, DiscReet, ECM, E.G. Elektra (USA), Ex Libris, Fiction, Goldhawkie, Helodror, Hispavox, MCA, Metronome, Midi, NKF, Nonesuch, Norsk Metronome, Pablo, Paradise, RSO, Reprise, Riva, Rockburgh, Swan Song, Verve, WEA Int'l, Warner BSO.

Portrait, see CBS.

Olaf T. Ranum A/S, Whsle. Dept., Olav Tryggvasonsgaten 18, N-7000 Trondheim. Tel: (075) 28-355, 27-729, 22-902. Cable: MUSIKRANUM. Gen. Mgr.: Olaf T. Ranum; Sales Mgr.: Sverre Granholt.

Recommended Recs., Slemdalsveien 77, Oslo 3. Contact: Tormod Dpedal. Home office: England.

Regal Zonophone, see EMI.

Rikapo Agentur & Handel, Postboks 147, Paradis, Bergen. Tel: 27-12-72. Mgr.: John Kolbeinsen. (Importer/Exporter)

Rocade, Roald Alle Larsen & Co., PO Box 1004, Skostredet 5, 5001 Bergen. Tel: (05) 31-67-82, 16-54-93. Telex: 72400. Mgr.: Roald Alle Larsen.

Labels: (Owned) Rocade; (Licensed foreign) American Heritage (USA), Belmont (USA), Erge's (Sweden). Int'l rep.: UK (Westwood).

St. Olav Bokhandel A/S, Akersveien 14, Oslo 1. Mgr.: Sidsel Aasrud. (Importer)

Seraphim, see EMI.

Sidewalk, see EMI.

Siemens Norge A/S, Rosenborggaten 19, Oslo 1.

Sinar Musik A/S, PO Box 92, Ljan, Oslo 11. Tel: (02) 28-05-90. Chief Exec.: Armund Hoff Berge; Gen. Mgr.: L.Y. Dalot. (Distributor/Importer)

Skandinavisk Artist Prod'n, St. Olavs gate 27, Oslo 1. Tel: (02) 41-88-85. Mng. Dir.: Leif Hemmingsen; Sales & Promo.: Per Ostmark.

Labels: (Owned) Snake, Snowflake.

Int'l repa.: Benelux (Phonogram), Denmark (CBS), France (Polydor), Germany (Phonogram), Italy (Durnum), Portugal (EMI), Sweden (EMI), UK (CBS).

Snake, see Skandinavisk.

Snowflake, see Skandinavisk.

Snøet Norsk, see Arne Bendiksen.

Startine, see EMI.

Strawberry, see Dag Waerner.

Studio Two, see EMI.

Sunset, see EMI.

Talent Music Org. A/S (IFPI), PO Box 2814, Toyen, Kjolberggaten 29, Oslo 6. Tel: (02) 67-95-40. Cable: MUSICA. Telex: 17079. Mng. Dir.: Ddd Ronning-Arnesen; AdR Mgr.: Arve Sigvaldsen; Sales & Dist'n Mgr.: Harald M. Kristiansen; Mktg. & Promo. Mgr.: Helge Westbye.

Labels: (Owned) Musica, Talent; (Licensed) Aura (UK), Avatar (UK), Bellaphon (Germany), Ensign (UK), Erato (France), Intercord (Germany), Logo (UK), Motown (USA), Ovation (USA), Pickwick (UK), RCA (USA), Raito (UK), Swedish Society (Sweden), Telefunken (Germany), Viking (Sweden).

Int'l rep.: Sweden (Scranta).

Talisman, see EMI.

Tambourne, see Arne Bendiksen.

Toba Import, Postboks 252, N-5401 Stord. Tel: (054) 1-58-41. Mgr.: Jon Endal. (Importer/Exporter)

Tonep, see Toneproduksjon.

Toneproduksjon A/S, PO Box 150, Salmakerstien 5D, 1501 Moss. Tel: (032) 58373. Gen. Mgr.: Kjell Hjemmen; Sales Mgr.: Morten Kristiansen.

Label: (Owned) Tonep.

Trioia, see Arne Bendiksen.

Troll, see Jorg-Fr. Ellertsen.

United Artists, see EMI.

Uniton, see Dag Waerner.

Vertigo, see PolyGram.

Volksplatte, see EMI.

Waverley, see EMI.

Dag Waerner Prod'n, Slemdalsvn. 77, Oslo 3. Tel: (472) 14-76-89. Telex: 1850. Chief Exec.: Dag Waerner; Sales Mgr.: T. Dpedal.

Labels: (Owned) Strawberry, Uniton; (Licensed) Factory (UK). World Rec. Club, see EMI. Zarepta, see PolyGram.

• **music publishers**

Arctic Songs, Brattorgaten 5, N-7000 Trondheim. Tel: (075) 21-1-90. Mng. Dir.: Kolbjørn Alstad; Gen. Mgr.: Gunnar Hordvik. (Administered by Frost Music).

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Philip A. Kruse. (Also see Frost)

Benny Borg Music, see Frost.

Buccaneer Music, see Frost.

Butterfly Music, see Skjønhalstforlagene.

Chappell Norway, Marcus Thranesgate 2, Oslo 4. Tel: (02) 37-29-05. Telex: 18521. Mng. Dir.: Sigurd Johannessen; Ass't: Aase Mathisen.

Continental Consult AS, Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.

Jorg-Fr. Ellertsen A/S, Jernbanetorget 4, Oslo 1. Tel: (02) 42-58-83. Cable: TROLLMUSIC. Telex: 19781. Pres.: Jorg-Fr. Ellertsen.

Hans Erchen Musikforlag, see Skjønhalstforlagene.

Euronett Publ'g, see Arne Bendiksen & Frost.

Filadelfiaforlag A/S, Box 6757, St. Olavs plass, Oslo 1. Tel: (02) 11-13-10.

Frost Music A/S, PO Box 38, Refstad, Oslo 5. Tel: (02) 41-96-90. Cable: FROST. Telex: 72400. Mng. Dir.: Philip A. Kruse; Gen. Mgr.: Odd Steenberg; Prof. Mgr.: Espen Larsen.

Gospelhouse Music, see Frost.

Harmoni House, see Arne Bendiksen & Frost.

Arnt Haugen, see Frost.

Harmoniforlaget, see Frost.

Carl M. Iversen, see Arne Bendiksen & Frost.

Kare Kornelussen, see Frost.

Lyche (Ed.), Kongensgate 2, Oslo 1. Tel: (02) 33-24-15.

Manu A/S, see Frost.

Mellow Madness Rose Music, Parkv 5, Oslo 3. Tel: (02) 60-06-23. Mgr.: Bjorn Tveten.

Musikk-Huset A/S (TONO, NCB), Karl Johansgaten 45, Oslo 1. Tel: (02) 33-48-97. Mng. Dir.: Arne Damsgard.

Norsk Melodiforlag, see Skjønhalstforlagene.

Norsk Musikforlag A/S, Postboks 1499, Vikta, Karl Johansgaten 35, Oslo 1. Tel: (02) 68-41-40. Mng. Dir.: Fr. J. Backer-Groendahl Jr.; Dir.: Leif Dramstad; Pop Div. Gen. Mgr.: Gert Opitz.

Norway Music, see Skjønhalstforlagene.

O A S Music, see Frost.

Oscar Recs., Postboks 113, Boler, Oslo 6.

Standia Musikproduksjon, see Arne Bendiksen & Frost.

Oscar Skau, see Arne Bendiksen & Frost.

Skjønhalstforlagene, PO Box 141, Parkveien 1, N-2501 Tynset. Tel: (064) 81416. Gen. Mgr.: Edgar Skjønhalst.

Snowball Songs (Scandinavia) A/S, PO Box 551, Sentrum, Oslo 1. Tel: (02) 29-01-10. Telex: 19974. Dir.: Charles R. Forbes. (Also see Frost)

Snowflake Music, Torggt. 7, Oslo 1. Tel: (02) 41-96-90. Dir.: Leif Hemmingsen; Gen. Mgr.: Philip A. Kruse. (Also see Frost)

Talent Music, PO Box 2814, Toyen, Kjolberggaten 29, Oslo 6. Tel: (02) 67-95-40. Cable: MUSICA. Telex: 17079. Prof. Mgr.: Lars Boerke. (Also see Frost)

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Grammofonplategrossistenes Forening (Record Wholesalers' Ass'n), PO Box 4352, Torshov, Oslo 4. Tel: (02) 37-29-05. Chm.: Michael Aas.

Norges Musikkhandlerforbund (Record Dealers' Drg.), Prinsens 2, Oslo 1. Tel: (02) 33-01-60.

Den Norske gruppe (IFPI Norge), Postboks 42, Korsvoll, Frysjaeveien 33, Oslo 8. Tel: (02) 23-14-88. Telex: 16294.

Norsk Musikerforbund (Norwegian Musicians' Union), Youngsgt 11, Oslo 1. Tel: (02) 40-10-50. Pres.: Sigurd Lonseth.

Ny Musikk (Norwegian Section of the International Society for Contemporary Music), Tordenskioldsgate 6B, Oslo 1. Tel: (02) 41-96-75. Pres.: Yngve Slettholm; Mgr.: Trygve Vinje.

LICENSING ORGANIZATIONS, MUSIC

Norwegian Composers' Society, Klingenberggaten 5, Oslo 1. Tel: (010472) 42-56-78.

T O N O (Norsk Komponistforenings Internasjonale Musikkbyra), Klingenberggaten 5, Oslo 1. Tel: (02) 42-18-08.

PLATING, PROCESSING & PRESSING PLANTS

UH Cornelussen & Co., Fagerhoy Str. 2, Oslo 2. Tel: (067) 35176, 53-34-72. (Pressing only)

Norsk Grammofonkompani A/S, Fagerhoeyveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: D. Knudsen. (Pressing only)

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

RECORD PROMOTION

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.

Continental Consult AS, Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.

TAPE CUSTOM DUPLICATORS

Roger Arnhoff Studio A/S, St. Olavs gate 26, Oslo 1. Tel: (02) 11-06-35. Telex: 76686. Pres. & Gen. Mgr.: Roger Arnhoff. (PWG).

Audio: Cassette.

Video: 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.

Audio: Cassette.

Video: 1/4" cassette, 1/4" EIAJ cartridge.

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

Norsk Grammofonkompani A/S, Fagerhoeyveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: D. Knudsen.

• **supplies**

JACKETS & SLEEVES

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

RAW MATERIALS

S E S A/S, Desterdalsgt. 11, Oslo 6. Tel: (02) 60-68-40. Product: Plastic materials.

TAPE, BLANK LOADED & BULK RAW

Agla-Gevaert A/S, Postboks 2008, Thv. Meyersgate 11, 9, Oslo 5. Tel: (02) 37-68-90. Telex: 18325. Mng. Dir.: A. Naper; Dept. Mgr.: G. Larsen.

Audio: Blank—compact cassette, open reel, raw—cassette, broadcast studio.

Video: Cassette, open reel.

B A S F Norge A/S, PO Box 46, Skoyen; Drammensvein 114, Oslo 2. Tel: 44-18-08. Cable: COLOUR. Telex: 71284.

Audio: Blank—2", 1" & 1/2" open reel, cassette; raw—cassette.

Video: 1" reel, 1/4" U-matic cassette, 1/4" Beta, VHS & V-200 cassette.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai. (Blank only)

Audio & video: AMPEX cassette.

• **accessories manufacturers**

B A S F Norge A/S, PO Box 46, Skoyen, Drammensvein 114, Oslo 2. Tel: (02) 44-18-08. Cable: COLOUR. Telex: 71284.

Product: Tape—leader & splicing tape.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.

Product: Record—record care prods.; Tape—head cleaners, demagnetizers.

Brand name: A. M. Kemi.

Feiring Elektronikk A/S, Nils Hansens Ver 3-7, Oslo 6. Tel: (02) 19-62-00. Telex: 16435. Mng. Dir.: Sigurd Feiring; Sales Mgr.: Kjell Smedsaas.

Product: Record—STANTON replacement styli.

Skandinavisk Elektronikk A/S, Ostre Akervei 99, Oslo 5. Tel: 15-00-90.

Product: Record—PICKERING replacement styli.

• **store fixtures manufacturers**

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai. Product: Tape display racks.

PAKISTAN

Population: 83,700,000.

Rate of exchange: \$1 (US) = 99 rupees.

Per capita income: \$220.

Holidays: March 23 (Pakistan Day), May 1 (May Day), August 14 (Independence Day), September 11, December 25 & religious holidays.

• **record & tape manufacturers / distributors / importers**

E M I (Pakistan) Ltd., C/28 Estate Ave., SITE, Karachi 28. Tel: 29-01-21. Cable: EMITRON. Mng. Dir.: S. Mansoor Bokhari; Sales Gen. Mgr.: Ahmedullah Siddiqi; Finance Mgr. & Sec'y: Sabir Ahmed Khan. Branch: Lahore, Shahdini Bldg., 9-A, The Mall. Tel: 52353.

Home office: England.

Labels: (Owned) Capitol, Columbia, HMV, Parlophone, Stateside; (Licensed) Apple, Decca, Liberty, London, RCA (all UK).

• **supplies**

TAPE, BLANK LOADED & BULK RAW

B A S F Pakistan Ltd., Karachi 46-A, Block 6, PECHS. Tel: 430418. Cable: BADILIN. Telex: 2704. Sales Mgr.: F. Zueger.

Audio: Cassette, open reel.

PANAMA

Population: 1,900,000.

Rate of exchange: \$1 (US) = 1 balboa.

Per capita income: \$1,350.

Holidays: January 1, January 9 (Day of Mourning), Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), October 11 (Anniversary of the 1968 Revolution), November 3 (Founding of the Republic), November 4 (Day of the National Flag), November 28 (Independence from Spain), December 8 (Mother's Day), December 25.

• **record & tape manufacturers / distributors / importers**

Continental de Discos SA, Aptdo. 456, Panama 9-A. Tel: 27-0127. Cable: DISCO. Pres. & Gen. Mgr.: Alcides Almanza Jr.; Sales Mgr.: Arturo Grimaldo.

Labels: (Owned) Continental, Emily, Happy; (Licensed foreign) Armada & Fernandez (USA), Artomax (Puerto Rico), Bronco (Puerto Rico), Kubaney (USA), Mary Lou (USA), Modner (USA), New Generation (Puerto Rico), Oliva Cantu (USA), PDC (Puerto Rico), Performance (Puerto Rico), Rana (Puerto Rico), Romy's (Trinidad), Teca (USA), WIRL (Barbados).

Int'l repa.: Guatemala (Fonica), Venezuela (Veivelt).

Dicesa, see Discos de Panama.

Discos de Centroamerica, see Sono Mundi.

Discos de Panama SA (IFPI), Centro Industrial Orillac, Calle 1-A, Panama. Tel: 61-0000/0267. Cable: PADISCO. Telex: 2830. Gen. Mgr.: Carolina Arosemena Q.; Sales Mgr.: Margarita Martinez.

Home office: El Salvador, Dicesa (see for label information).

Distribuidora Panamena de Discos SA, Apdo. 9614, Edif. Amelia Local 1 Bajos, Calle F, El Cangrejo, Panama 4. Tel: 64-58-03. Cable: DISPADISA. Telex: 2050. Gen. Mgr.: Gabriel Munoz Zapata.

Home office: Costa Rica, Indica (see for labels).

Emily, see Continental de Discos.

Happy, see Continental de Discos.

Indica, see Distribuidora Panamena.

Istmenos (Discos) SA, Apto. 3340, Calle 45, No. 46, Panama 4. Tel: 23-8665.
 Labels: (Owned) Latino, Taboga; (represented) Kubaney (USA), Sono-Radio (Peru).
 Int'l rep.: Peru (Sono-Radio).
 Latino, see Istmenos
 Libreria Rubyl SA, Apto. 18-B, Av. 3 de Noviembre, David, Tel: 75-4339.
 Pres.: Ruben D. Cabrera; Gen. Mgr.: Viola G. Cabrera. (Distributor/Importer)
 Sono Mundi SA, Calle Eno Henry, Urbanizacion Industrial (Bethania), Frente al Club Las Molas. Tel: 60-1244. Telex 2048. Mgr.: Osvaldo Moscota; Gen. Mgr.: Carlos Godoy; Sales Mgr.: Renaldo Silva.
 Home office: Guatemala, Discos de Centroamerica (see for label information).
 Taboga, see Istmenos.

• **music publisher**

Ed Musical de Panama SA (BIEM), Apto. 3340, Calle 45, No. 46, Panama. Tel: 23-8665.
 Sono Mundi SA, Calle Eno Henry, Urbanizacion Industrial (Bethania), Frente al Club Las Molas. Tel: 60-1244. Telex 2048. Mgr.: Osvaldo Moscota; Gen. Mgr.: Carlos Godoy.

• **services**

PLATING, PROCESSING & PRESSING PLANTS

Oscos de Panama SA, Centro Industrial Drillac, Calle 1-A, Panama. Tel: 61000/0267. Cable PADISCO. Telex: 2830. Gen. Mgr.: Carolina Arosemena Q. (Pressing only)
 Istmenos (Discos) SA, Apto. 3340, Calle 45, No. 46, Panama 4. Tel: 23-8665.

RECORD PROMOTION

Discos de Panama SA, Centro Industrial Drillac, Calle 1-A, Panama. Tel: 61000/0267. Cable: PADISCO. Telex: 2830. Gen. Mgr.: Carolina Arosemena. (Rec. only)

TAPE CUSTOM DUPLICATOR

Istmenos (Discos) SA, Apto. 3340, Calle 45, No. 46, Panama. Tel: 23-8665.

• **accessories**

Libreria Rubyl SA, Apto. 18-B, Av. 3 de Noviembre, David, Tel: 75-4339.
 Pres.: Ruben D. Cabrera; Gen. Mgr.: Viola G. Cabrera.
 Product: Carrying & storage cases; Record-record care prods., 45 rpm adaptors, replacement styli.

• **store fixtures**

Libreria Rubyl SA, Apto. 18-B, Av. 3 de Noviembre, David, Tel: 75-4339.
 Pres.: Ruben D. Cabrera; Gen. Mgr.: Viola G. Cabrera.
 Product: Tape display racks.

PERU

Population: 17,293,083
 Rate of exchange: \$1 (US) = 690 sols.
 Holidays: January 1, April 3, 4, May 1 (Labor Day), June 24, July 28, 29 (Independence Anniversary), August 30 (St. Rose of Lima Day), October 9 (Day of National Dignity), November 1 (All Saints Day), December 8, 25.

RECORDS:

Records sold domestically including imports: LP's 1979-1,960,000 units. Singles 1979-7,150,000 units.
 Average retail price per record: LP's \$5.50; singles \$1.
 Type of distribution: The manufacturer-to-retailer system predominates. About 15% of sales are made by ambulatory merchants in the streets.
 Type of promotion: Radio and television are the most important means. Some promotion is done through newspapers and magazines.

TAPE:

Market: The cassette share of the music market amounts to about 22%. 8-track and open reel are not marketed.
 Pre-recorded tape sold domestically including imports: Cassette 1979-352,000 units.
 Average retail price per tape: \$6.

RAIO STATIONS:

No of AM 312, FM 8 (80% commercial, 20% government).
 Comment: The top stations play approximately 80% non-Spanish product, 20% Spanish product. 3 new FM stations are slated to begin broadcasting this year.

TELEVISION STATIONS:

No of networks 3 (40% PAL color)
 Comment: The programming mix comprises U.S. series, music programs via satellite from Spain, pre-recorded videotape dramas from Argentina and Mexico (top of the surveys), local shows, sports, and news. Two new networks are to open in mid-1982.

IMPORT/EXPORT REGULATIONS:

All imports valued at more than \$2,000 must be licensed. The tax rate (CIF value) is 56% for records, 56% for pre-recorded tapes, and 36% for stampers. Imports cost more than three times as much as domestic product.

MARKET ANALYSIS:

Of the 3.4 million Peruvians who are between the ages of 12 and 34, only 35% have enough money to be considered potential consumers of recorded music.
 A typical hit single sells about 40,000 copies, an LP, about 6,000. The market breaks down into five basic categories: disco/pop/rock (35%), Salsa, foreign in Spanish, local "Chicha," and Peruvian folk. Non-Peruvian music makes up 75% of total sales, indigenous music, 25%. The most popular artists are ABBA, Julio Iglesias, Donna Summer, Paul Mauriat, Jose Luis Rodriguez, Rafael & Rafaela Carra.

• **record & tape manufacturers / distributors / importers**

Bambu, see IEMPSA.
 Bang!, see RPM.

CB S Discos del Peru SA, Av. Arenales 815, Lima 1. Tel: 24-18-45, 24-19-44
 Mng Dir: Augusto Sarría Jr
 Corona, see Industrial Sono-Radio
 Disa, see Galvano.
 F T A (Fabricantes Tecnicos Asociados SA) (IFPI), PO Box 3662, Panama
 mercana Norte, Km. 13.5, Lima. Tel: 23-12-30, 31-42-85
 Cable FTALIMA. Telex: 20126. Mng Dir.: Carlos Torres O. Rec. Div Mgr.: Osvaldo Vazquez.
 Labels: (Owned) FTA; (licensed) Ariola (Germany, Mexico, Spain), Arista (UK, USA), Baby (Italy), Bronze (UK), Chrysis (USA), Ensign (UK), Farn (Germany), Island (UK), Kubaney (USA), Microfon (Argentina), P-R (UK), RCA (USA), Sonet (Sweden), Sonolux (Colombia), Studio 2 (Ecuador).

Fabricantes Tecnicos Asociados, see FTA

Faro, see Galvano

Galdisa, see Galvano

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel: 51-86-40. Cable: GALDISA. Telex: 20472. Pres.: Alberto Maravi; Gen. Mgr.: Orlando Ore Garvan.

Labels: (Owned) Disa, Faro, Infopesa, Midas, Pandora, Soulato, (licensed) Arston (Italy), Baby (Italy), FM (Colombia), Caribe (Venezuela), Kubaney (USA), Microfon (Argentina), Velvet (Venezuela).

Int'l reps.: Argentina (Microfon), Colombia (INS), Ecuador (Famoso), Mexico (Almar), Uruguay (Renvar), Venezuela (Velvet)

I E M P S A (Industrias Electricas & Musicales Peruanas SA) (IFPI), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable IEMPSA. Telex: 25570. Mng. Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres; Mktg. Div. Mgr.: Ezequiel Soto H.; Prod. Div. Mgr.: Augusto Sarría Aguirre; Mgr. Div. Mgr.: Jose Mogollon I

Labels: (Owned) Bambu, IEMPSA, Lider; (licensed) Borinquen (Puerto Rico), Butterfly (USA), Capitol (USA), Codiscos (Colombia), Combo (USA), EMI (UK), Fonodisco (Venezuela), Liberty/United Artists (USA), Lyra (Bolivia), Melody (Mexico), Musart (Mexico), Orfeon (Mexico), Seeco (USA), TR (USA), TTH (USA), Top Hits (USA, Venezuela).
 Int'l reps.: Ecuador (EMI) excluding Bolivia (Discolandia), Colombia (Codiscos), Ecuador (Alm. Musica Aguilar, Condor, Empo Musica, Fadisa, J.D. Feruad Guzman, Pnicias Musicales), Mexico (Capitol), USA (TH), Venezuela (Top Hits).

Industrial Sono-Radio SA (IFPI), Av. Republica de Panama 1427, Balconcillo, Lima. Tel: 72-33-54, 72-20-61. Cable: SONORADIO. Telex: 20385. Pres.: Jose A. Baerli; Dir.: Ricardo E. Proano; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Querolo.

Labels: (Owned) Corona, Sono-Radio; (licensed) Alhambra (Spain), Fania (USA), IFESA (Ecuador), Indica (Costa Rica).

Int'l reps.: Bolivia (Discolandia Duen), Chile (Philips), Costa Rica (Indica), Ecuador (IFESA), USA (Alhambra).

Industrias Electricas & Musicales Peruanas SA, see IEMPSA.

Infopesa, see Galvano.

Lider, see IEMPSA.

M A G, see Sica Peruana.

Midas, see Galvano.

Pandora, see Galvano.

Petco SA, Moquegua 157, Of. 213, Lima 1. Tel: 28-87-30. Contact: Philip Petrone.
 Int'l branch: USA, Petco Int'l.

Int'l reps.: Colombia (Fonobosa), Ecuador (IFESA), Mexico (Musart), Puerto Rico (Rio Piedras), Venezuela (Sonover)

R P M Estudios Srl, Div. Fonografica, Manco Capac 495, Miraflores Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.

Labels: (Owned) Bang!
 Sica Peruana SA (IFPI), Jr. Oroya 224, Lima 1. Tel: 23-63-71, 23-75-59. Cable: SICAPERU. Telex: 25352. Pres. & Gen. Mgr.: Manuel Guerrero. Sales Mgr.: Carlos M. Guerrero.

Labels: (Owned) MAG; (licensed foreign) Carrere (France), Creole (UK), Jupiter (Germany), Mary Lou (USA) Prelude (USA), Rana (USA), Salsoul (USA), Teca (USA).

Sono-Radio, see Industrial Sono-Radio.

Soulato, see Galvano.

El Virrey Industrias Musicales SA (IFPI), Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T.; A&R & Int'l Mgr.: Wieland Kafka; Comm'l Mgr.: Jorge Galarcep E.

Labels: (Owned) Virrey, Zeta; (licensed) Ansonia (USA), Asylum (USA), Atlantic (USA), Casablanca (USA), DGG (Germany), Decca (UK), Disneyland (USA), Elektra (USA), Fadisa (Ecuador), Fantasy (USA), Fuentes (Colombia), Gamma (Mexico), Geffen (USA), Gema (Puerto Rico), Hispano (Spain), MCA (USA), MGM (worldwide), Mercury (USA), Motown (USA), Palacio (Venezuela), Peerless (Mexico), Philips (worldwide), Polydor (worldwide), RSO (USA), Reprise (USA), Vertigo (worldwide), Verve (worldwide), WEA (Worldwide), Warner Bros. (USA).

Int'l reps.: Bolivia (Impero, Lauro), Colombia (Fuentes), Guatemala (Dideca), Mexico (Peerless), Puerto Rico (Velvet), USA (Velvet), worldwide (PolyGram).

Zeta, see El Virrey.

• **music publishers**

Consortio de Eds. Musicales Peruanas SA. Av. Larco 743, Of. 402, Lima 18. Tel: 47-48-31. Cable: CONEDISA. Pres.: Augusto Sarría Salas; Mgr.: Gladys Watanabe. (Also see Continental & RPM)

Continental (Ed.), Av. Larco 743, Of. 402, Miraflores, Lima. Tel: 47-48-31, 45-14-82. Mgr.: Gladys Watanabe. (Also see Consortio)

Edimusa (Ed. Musicales SA), Los Topacios 141, Lima. Tel: 72-33-54.
 Ollantay Music SA (Ed.), Guillermo Dansey 1910, Lima. Tel: 51-86-40. Cable: EDMOSA. Telex: 20472. Gen. Mgr.: Alberto Maravi

Petco S.A., Moquegua 157, Of. 213, Lima 1. Tel: 28-87-30. Contact: Philip Petrone.
 R P M Estudios Srl, Div. Editorial, Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.

• **services**

LICENSING ORGANIZATIONS, MUSIC

A P D A Y C (Asociacion Peruana de Autores & Compositores), Jiron Ica 559, Lima. Tel: 32-92-65. Cable: APDAYC. Gen. Mgr.: Orlando Galvez Montalvo.

Fonoper (Sociedad de Recaudacion de Derechos Fonomecanicos), Av. Emancipacion 271, Of. 140, Lima. Tel: 28-16-17. Mng Dir.: Ruben A. Salabery. (Mechanical rights only)

LICENSORS, RECORD & TAPE

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-21. Cable: SONORADIO. Telex: 20385. Pres.: Jose A. Baerli;

Dir: Ricardo E. Proano, Ass't Mgr.: Fernando E. Gonzalez Diaz, Sales Mgr.: Enrique Querolo
 R P M Estudios Srl, Manco Capac 495, Miraflores Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen, Gen. Mgr.: Enrique Cano Alva

PLATING, PROCESSING & PRESSING PLANTS

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel: 51-86-40. Cable: GALDISA. Telex: 20472. Pres.: Alberto Maravi, Gen. Mgr.: Orlando Ore Garvan

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng Dir.: Augusto Sarría Salas, Admin. & Finance Mgr.: Rodolfo Canseco Torres

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-61. Cable: SONORADIO. Telex: 20385. Pres.: Jose A. Baerli, Dir.: Ricardo Proano, Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Querolo

Sica Peruana SA, Jr. Oroya 224, Lima 1. Tel: 23-63-71, 23-75-59. Cable: SICAPERU. Telex: 25352. Pres. & Gen. Mgr.: Manuel Guerrero, Sales Mgr.: Carlos M. Guerrero

El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T., Comm'l Mgr.: Jorge Galarcep E

RECORD PROMOTION

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-61. Cable: SONORADIO. Telex: 20385. Pres.: Jose A. Baerli, Dir.: Ricardo Proano S., Ass't Mgr.: Fernando E. Gonzalez Diaz, Sales Mgr.: Enrique Querolo

R P M Estudios Srl, Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen, Gen. Mgr.: Enrique Cano Alva

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PWG)" which appears after the main body of their respective listings.

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Pres.: Heinz O. Schleusner. Gen. Mgr.: Oswaldo Garcia.

Audio: Cassette. (PWG)

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel: 51-86-40. Cable: GALDISA. Telex: 20472. Pres.: Alberto Maravi, Gen. Mgr.: Orlando Ore Garvan

Audio: 8-tr

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng Dir.: Augusto Sarría Salas, Admin. & Finance Mgr.: Rodolfo Canseco Torres (PWG-audio only)

Audio: Cassette.

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-61. Cable: SONORADIO. Telex: 20385. Pres.: Jose A. Baerli, Dir.: Ricardo E. Proano; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Querolo. (PWG)

Audio: Cassette.

R P M Estudios Srl, Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen, Gen. Mgr.: Enrique Cano Alva.

El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T., Comm'l Mgr.: Jorge Galarcep E

Audio: Cassette

• **supplies**

CARTRIDGE & CASSETTE PARTS

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Pres.: Heinz O. Schleusner. Gen. Mgr.: Oswaldo Garcia.

Brand names: AGFA, ESLAB

EMPTY CARTRIDGES, CASSETTES & REELS

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Pres.: Heinz O. Schleusner. Gen. Mgr.: Oswaldo Garcia

Brand names: AGFA, ESLABEL

JACKETS & SLEEVES

LABELS, DISK

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng Dir.: Augusto Sarría Salas, Admin. & Finance Mgr.: Rodolfo Canseco Torres

Sica Peruana SA, Jr. Oroya 224, Lima 1. Tel: 23-63-71, 23-75-59. Cable: SICAPERU. Telex: 25352. Pres. & Gen. Mgr.: Manuel Guerrero; Sales Mgr.: Carlos M. Guerrero. (45, LP)

El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T., Comm'l Mgr.: Jorge Galarcep E. (45, LP)

PROFESSIONAL TAPE SUPPLIES

El Virrey Industrias Musicales SA, Av. Republic de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T., Comm'l Mgr.: Jorge Galarcep E

Audio: Cassette labels.

RECORD MANUFACTURING EQUIPMENT

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Pres.: Heinz O. Schleusner. Gen. Mgr.: Oswaldo Garcia.

Brand name: ALPHA-EUROPAFILM.

TAPE, BLANK LOADED & BULK RAW

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Mng Dir.: Heinz O. Schleusner; Gen. Mgr.: Oswaldo Garcia

Audio: Blank-2", 1" & 1/2" open reel, cassette; raw-2": 1", 1/2", 1/4" & 1/8" & 1/4" cassette.

Video: Blank-2" & 1" open reel, 1/4" cassette, raw-2" & 1", 1/4" cassette.
 Brand name: AGFA

TAPE DUPLICATING & PROCESSING EQUIPMENT

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Pres.: Heinz D. Schleusner, Gen. Mgr.: Oswaldo Garcia.

Audio: LYREC, RTW, TTL Duplicating equip., loaders

• accessories

Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC. Telex: 25385. Pres.: Heinz D. Schleusner, Gen. Mgr.: Oswaldo Garcia.

Product: Tape-carrying & storage cases, head cleaners (Audio); leader tape, splicing tape & equip. (Audio & Video)

PHILIPPINES

Population: 48,000,000.

Rate of exchange: \$1 (US) = 8.5 pesos.

Per Capita Income: \$675.

Holidays: January 1 (New Year's), Holy Thursday, Good Friday, April 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), July 4 (Philippine-American Friendship Day), December 1 (National Heroes Day), December 25 (Christmas), December 31 (Rizal Day).

• record & tape manufacturers / distributors / Importers

A R C Rec. Sales (formerly Fortune Rec. Sales), JLB Bldg., 5th fl., Ronquillo, Quiaop, Manila. Tel: 40-91-47. Chm. & Pres.: Buddy D. De Vera; Gen. Mgr.: Reynaldo D. De Vera; Sales Mgr.: Quintin Mendoza. (Distributor/Importer)

A & W Recs. Int'l (IFPI), Vergel de Dios Bldg., 2nd fl., 530 Evangelista St., Quiaop, Manila. Tel: 40-54-51, 40-26-94. Cable: AWREC. Telex: 27968. Pres.: Allan J. Villar; VP Int'l: Willie J. Villar; Mng. Dir.: Mike Jamir; Prod'n Mgr.: Ding Musng; Finance Mgr.: Efrén Cagucia, Promos.: Reggie Mendoza; Promos. & Prod'n: Jose Edwin Villalva.

Labels: (Owned) A&W, A&W Horizon, Cerveza, Disco, Sagittarius; (Licensed domestic) Mango, Villar; (Licensed foreign) AVI (USA), Alfa (Japan), Alphouse Mouton (USA), Ampro (USA), Buddha (USA), Cadet (USA), Cream/Ht (USA), DJ (Canada), Emergency (USA), Everest (USA), George Greeley (USA), Headfirst (USA), Hidsong Int'l (USA), Prism (USA), Project 3 (USA), Rampage (UK), Ranwood (USA), Sweet City (USA), Sydney Thompson (UK), Turncapton (Switzerland), Vanguard (USA), WIRL (Barbados), WMOT (USA).

Action, see Mareco.

Admiral, see Empire.

Allied Artists, see Entertainment Mgmt.

Aura Recs. Corp., 772 Aurora Blvd., Quezon City, Manila. Tel: 78-48-68, 78-52-53. Telex: 40582. Pres.: Buddy D. de Vera; Exec. VP & Int'l Dir.: Reynaldo D. de Vera; VP Dps.: Rey Cruz Jr.; Treas.: Erlinda F. de Vera, Dirs.: Roger D. de Vera, Noli O. Orteza; A&R: Engie Ocampo, Crescenciano Ramos, Rey Palac, Vehnee Saturno; Promo. Dir.: Nanette Felpe. Creative Dir.: Rudy Retanan; Sales Mgr.: Phillip Sny; Office Mgr.: Czarina Pizarro; Special Outlet Sales Mgr.: Melchor Balonzo; Luzon Sales Mgr.: Rene Torres; Visayan Sales Mgr.: Ben Balboa; Mindanao Sales Mgr.: Baste Balboa; Accounting Mgr.: Lucy Cueto; Auditor: Emilata Agustín; Music Consultant: Dante Trinidad. (Distributed by Alpha, Anahaw, Lucky, Lady Lynn).

Labels: (Owned) ARC, Alpha, Bicolandia, Cap. Cycle, Fame, Jonal, Kayumanggi, Kunaham, Mayon, Metro, Musika, Northern, VIP; (Licensed) Arrow, International Artists, Solid Gold, Top Twenty (all UK), Countdown (Germany), Importe/12 (USA), Killroy (Netherlands), Plum (Germany), Prism (USA), Telstar (Netherlands).

American Artists, see Empire.

Arlo, see OctoArts.

Asco, see Entertainment Mgmt.

Asco, see Video Vision.

Asylum, see WEA.

Alco, see WEA.

Atlantic, see WEA.

Banaga & Buray, see Offspring.

Bicolandia, see Alpha.

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Adv. & Promos. Mgr.: Brenda Bayhon; Int'l A&R: Zaida Gomez; Domestic A&R: Felicitó Bautista. (Also see Vicor).

Labels: (Owned) Blackgold; (represented) CBS/Sony.

Bobby, see VMI.

Booma, see Offspring.

Brother, see Offspring.

Bullet, see Vicor.

Canary, see OctoArts.

Cannon, see Empire.

Cap, see Alpha.

Cerveza, see A&W.

Chibang, see Offspring.

Circle, see Empire.

Contex, see Entertainment Mgmt.

Cotillion, see WEA.

Crystal, see JEM.

Cycle, see Alpha.

Dimension, see Video Vision.

Disc Corp. of the Philippines, Maya Bldg., Suite 1, 678 E. De Los Santos Ave., Cubao, Quezon D. 3001. Tel: 98-69-40, 96-81-91, 96-81-91, Cable DISCOPHIL. Manila. Exec. VP & Gen. Mgr.: Danilo P. Olivares; Admin. Officer & Comptroller: Malov V. Chipeco.

Labels: (Licensed foreign) Ariola (Germany), Buddha (USA), Casablanca (USA), Fantasy (USA), Hansa-Oasis (Germany), InterGlobal Music (Canada), Janus-GRT (USA), Jupiter (Canada), Milestone (USA), Prestige (USA), Salsou (USA), Springboard (Canada).

Disco, see A&W.

Dyna-Parlophone, see Dyna Prods.

Dyna Prods. Inc. (IFPI), 135 Second Ave., Grace Park, Caloocan City, Manila. Tel: 23-23-62/67-35, 40-51-11/16. Cable: DYPRO. Telex: 40361. Pres.: Albert Tan; Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr. Vicente Y.

Labels: (Owned) Dyna, Dyna-Parlophone, Himig, Jive, Sinamar; (Licensed) A&M (USA), Angel (USA), Ariola (Hong Kong), Audio Fidelity (USA), Capitol (USA), Casablanca (USA), DG (Germany), DJM (UK), DM (USA), Decca (UK), EMI (UK), Fantasy (Hong Kong), Festival (Australia), Fontana (Netherlands), Hansa (Germany), Lollipop (Hong Kong), London (UK), MAM (UK), Mercury (Netherlands), Midsong (USA), Music for Pleasure (UK), Philips (Netherlands), Pickwick (UK), Polydor (Germany) Project 3 (USA), RSD (USA), Rocket (UK), Sugar Hill (USA), Telefunken (Germany), United Artists (USA), Vertigo (Netherlands).

Elektra, see WEA.

Empire Entertainment Corp., PO Box 967, Dynasty Cinema Bldg., 827-831 Rizal Ave., Santa Cruz, Manila. Tel: 27-34-71. Cable: EMPINT. Telex: 40025. VP: Hubert S. Co; Gen. Mgr.: Tito Marquez; Sales Mgr.: Jove Aguilar.

Labels: (Owned) Admiral, American Artists, Cannon, Circle, Fanfare, Masterpiece, Movietone, Quadrant, SoundTracks; (Licensed) Arcade (USA), Avenue (USA), Design (USA), Encounter, Europa (Germany), Europa Exquisit (Germany), Forest, GSF, Golden Ear, Happy Time (USA), Hilltop (USA), Hit (Ireland), IJE (USA), Illusion (USA), Instant Learning Series (USA), Iris, Jazz Forum (USA), Kidstuff (USA), Killroy (USA), Mr. Pickwick (USA), Mote (France), Mondiomusic (France), PIP (USA), Pacific Parade (USA), Peter Pan (USA), Pender Rabbit (USA), Pickwick Int'l (USA), Play (USA), Playhour (USA), R&R (USA), Release (Ireland), Sesame Street (USA), Showcase (USA), Somerset (Germany), Sonic (Germany), Stereo Plus 3, Swing, Telstar (Belgium).

Encore, see Platinum.

Entertainment Mgmt. & Mktg. Inc. (EMMI), Dynasty Cinema Bldg., Rizal Ave., Manila. Tel: 27-34-72. Cable: EMPINT. Pres.: Alexander S. Co; Gen. Mgr.: Evelyn Yu; Sales Mgr.: Jesus Quilanita.

Labels: (Owned) Allied Artists, Arlo, Contex, Hit Sound, Quad, Ten; (represented) AU (USA), Avenue (UK), Boss (USA), Cherry (USA), Jade (USA), Love (USA), Mongo (USA), MusicDisc (USA), National (USA), Diga (Sweden), Pop (USA), Royal (USA), Venus (USA), Young America (USA), Zel (UK).

Express, see VMI.

Fame, see Alpha.

Fanfare, see Empire.

Fastbreak, see Offspring.

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 3545-20. Cable: FILRECO.

The Flag, see Platinum.

Grandeur, see Platinum.

Grandsound, see Platinum.

Hidcor, see Home Inds.

Hmv, see Dyna Prods.

Hit 100, see VMI.

Hit Sound, see Entertainment Mgmt.

Home Inds. Development Corp. (IFPI), PO Box 34, Quezon City. Tel: 50-86-61. Cable: HMDID. Telex: 7420409. Pres.: Alfredo M. Lustre; Gen. Mgr.: Antonio U. Lustre.

Labels: (Owned) Hidcor; (Licensed foreign) Ariola (USA), Hi/Cream (USA), Infinity (USA), MCA (USA), Magnet (UK), Parachute (USA), Prelude (USA).

Honey, see Mareco.

Ikluja, see Offspring.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3412. PT&T Telex: 4488. Pres. & Gen. Mgr.: Wilfrido B. Cruz; VP Int'l Opls. & Mktg.: Margot M. Gallardo; VP Personnel & Admin.: Wigberto Gonzalez; Adv. & Promos. Mgr.: Edith M. Gallardo; PR Mgr.: Rose Y. Duma; Project Officer: Nio Alerta; Visayas & Mindanao Sales & Promos. Mgr.: Versum Enad. Labels: (Owned) Crystal, JEM; (Licensed foreign) CITI (USA), West End (USA).

Int'l rep.: USA (J&M Dists.)

Jive, see Dyna Prods.

Jonal, see Alpha.

Jubell, see Platinum.

Kayumanggi, see Alpha.

Kunaham, see Alpha.

Luzvimin, see Platinum.

Mabuhay, see Mareco.

Mango, see A&W & Mareco.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO. Telex: 7337577.

Labels: (Owned) Action, Honey, Mabuhay, Mango, Superstar, Villar.

Masterpiece, see Empire.

Mayon, see Alpha.

Metro, see Alpha.

MGMitten, see Video Vision.

Mico Inds., Inc., PO Box 2364, Mico Tower Bldg., Sales & Ronquillo Sts., Santa Cruz, Manila. Tel: 49-57-80. Cable: MICOINDUST.

Labels: (Owned) Mico.

Movietone, see Empire.

Musika, see Alpha.

New York, see OctoArts.

Nonesuch, see WEA.

Northern, see Alpha.

OctoArts Int'l Inc., Philamlife Homes, 945 E. de los Santos Ave., Cor. N. Lawin, Quezon City. Tel: 96-81-43. Cable: OCTOARTS. IT&T Telex: 40404, 14862 (Capwire). Pres. & Gen. Mgr.: Orlando R. Ilacad; VP Sales: Ramonito R. Ilacad; VP Domestic A&R: Sunny R. Ilacad; Int'l Labels Mgr.: Ricky R. Ilacad; Int'l Affairs Mgr.: Baby A. Gil; Accounting Mgr.: Francis Justo; Purchasing Mgr.: Guy Ilacad; Creative Servs. Mgr.: Willy Monzon; PR Mgr.: Aster A. Amoy; Visayas & Mindanao Branch Mgr.: Nonoy Cabagnot. Labels: (Owned) Aril, Canary, New York, OctoArts; (Licensed foreign) Applause (USA), Ariola (Germany, UK), Brass (USA), Carrere (France), Chaz Ro (USA), Chrysalis (UK), DJ (Canada), Destiny (USA), Formula (Canada), H & L (USA), Handshake (USA), Motown (USA), Music World (New Zealand), Prelude (USA), Roy B (USA), Unidisc (Canada), Victor (Japan), Virgin (UK).

Offspring Recs. Int'l, PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Opls: John Nelson Tan; VP A&R: Pompei Lesing; VP Dist'n: Yati Salita; VP Disco Dept.: George Garcia; VP Electronics & Rec'g: Ernie Greve; Gen. Mgr.: Robert Barwan; Sales Mgr.: Babes Posadas; Promos. Mgr.: Chato Sugay.

Labels: (Owned) Banaga & Buray, Booma, Brother, Chibang, Fastbreak, Ikluja, Offspring, Sams, Silotro, Siplat, Smile; (Licensed foreign) Chotto Matte (Japan), Kunsimnia (India), Ponching (China), Salangapang (Uganda), Sulpuccio (Italy).

Int'l reps.: Canada (Alkynes), China (Bongard), Hong Kong (Pao See), India (Ekiemus), Indonesia (Yatinyan), Mexico (Zalvake), South Korea (Bondat), Taiwan (Seeng Kaw), UK (Lengpurts), USA (Lavacara, Winderts).

P M P, see Platinum.

Pearl, see Video Vision.

Plaka Ilacano, see VMI.

Plaka Pilipino, see Vicor.

Platinum Recs. Mktg., JLB Bldg., 2nd fl., Ronquillo St., Quiaop, Manila. Tel: 40-46-15, 48-97-14. Pres.: Eli L. Balboa; Gen. Mgr.: Sebastian Balboa; Sales Mgr.: Al Balboa.

Labels: (Owned) Encore, The Flag, Grandeur, Grandsound, Jubell, Luzvimin, PMP, Sheiks.

Praise Inc., 175 Santo Domingo, San Francisco Del Monte, Quezon City. Quad, see Entertainment Mgmt.

Quadrant, see Empire.

Reprise, see WEA.

Sagittarius, see A&W.

Sams, see Offspring.

Saturday, see Video Vision.

Sheiks, see Platinum.

Silotro, see Offspring.

Sinamar, see Dyna Prods.

Siplat, see Offspring.

Smile, see Offspring.

Soundtracks, see Empire.

Suarez Recs., 60 Prosperidad St., Malabon. Tel: 22-41-94. Chief Exec.: Simplicio U. Suarez.

Sunshine, see Vicor.

Superstar, see Mareco.

Ten, see Entertainment Mgmt.

Ugat, see Vicor.

V A, see VMI.

V I P, see Alpha.

V M I Gold, see VMI Music.

V M I Music Corp., PO Box 4042, Manila, 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Bd. Chm.: Lim Han Eng; Pres. & Gen. Mgr.: Victor Que; VP Accounting: Annette Que; VP Labels: Liberato Quefchu; VP Finance: Conchita Chua; VP Legal: George Bagayyan; Sales Mgr.: Ramon T. Lao; A&R: Kendrick Timothy; Adv. & Promo.: Constanca Mazon; Special Projects: Yulo Go; Davao Sales: Rosie Hao; Cebu Sales: John Dy, Luzon Sales: Jun Cu.

Labels: (Owned) Bobby, Express, Hit 100, Plaka Ilacano, VA, VMI, VMI Gold; (Licensed) Disco (Italy), MC Group (Germany), Vanguard (USA). Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Antonio M. Ocampo; Sr. Finance & Admin.: Quirino Munoz; VP Mktg.: Ricardo R. del Rosario; AVP Creative Research: George Canseco; AVP Personnel & Admin.: Ricardo Abcede; AVP Sales: Alberto Monzon, Int'l Co-ord.: Dolly W. Karandang; Prod. Mgr. & Int'l A&R: Zaida Gomez; Comptroller: Claire Diapo; Adv. & Promos. Mgr.: Brenda Bayhon; Accounting Mgr.: Merly Villa; Plant Mgr.: Patricia Cabrera; Creative Dir.: Edwin Que; Domestic A&R: Felicitó Bautista.

Labels: (Owned) Bullet, Plaka Pilipino, Sunshine, Ugat, Vicor; (represented) Arista (USA), De-Itre, RCA (USA), Victor (Japan).

Video Vision Inc., Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: (2) 27-34-73. Cable: DIMENSION. Pres.: Hubert S. Co; Gen. Mgr.: Cristina Gomez.

Labels: (Owned) Asco, Dimension, MGMitten, Pearl, Saturday, Vvv.

Villar, see Mareco & A&W.

Vm, see Video Vision.

W E A Recs., Manufacturers Bldg., Mezzanine fl., Plaza Santa Cruz, Manila 2805. Tel: 47-73-81. Cable: WEAREC. Telex: 40609. Pres.: James G. Dy; Gen. Mgr.: Ramon Chuayang.

Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, Warner Bros.; (Licensed) Big Tree, Brother, Curton, Island, Little David, Mirage, Paradise, Swan Song, Warner Curb, Whitfield (all USA). Warner Bros., see WEA.

Whear's Rec., 51 Auraulito St., Mandaluyong, Rizal. Tel: 70-03-14. (Distributed by Vicor)

Wonderland Recs., 1835 F.B. Harrison, Pasay City. Tel: 59-05-31. Owner & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma; Sales Mgr.: Mike I. Cabahug.

• music publishers

B A M I (Bayanhan Music Philippines Inc.), Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Amado A. Amador.

Blackgold, see Vicor.

F A M I (Fil-am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40-35-05. Cable: FAMI.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Lustre Music Publ'g Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.

Mareco Inc. (FAMI), 131 Del Monte Ave., Quezon City. Tel: 35-45-26. Cable: VILMARECO.

Metro Music Masters Inc., JLB Bldg., 5th fl., Ronquillo, Quiaop, Manila. Tel: 40-63-21. Pres.: Buddy O. De Vera.

Sound Music House, Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: 27-34-73.

S. S. Suarez Music Co., (Filscap, Musika), 60 Prosperidad St., Malabon, Metro Manila. Tel: 22-41-94. Gen. Mgr.: Simplicio U. Suarez.

Wonderland Recs. (Filscap), 1835 F.B. Harrison, Pasay City. Tel: 59-03-31. Pres. & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma; Sales Mgr.: Mike I. Cabahug.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Artists Guild of the Philippines, c/o College of the Holy Spirit, 16 E. Mendola St., Manila.

Cultural Foundation of the Philippines, San Luis Terraces, Rm. 502, E.M. Kalaw St., Ermita, Manila. Tel: 40-46-12.

League of Filipino Composers, 1665 Taft Ave., Manila.

Manila Symphony Society, PO Box 664, Elks Club Bldg., Roxas Blvd., Manila. Tel: 70-73-13. Cable: SYMPHONY.

Music Promotion Foundation of the Philippines, Ysmael Bldg., 1845 Taft Ave., Manila. Cable: MUSIPROM.

National Band Ass'n of the Philippines, 70 Boston St., Cubao, Quezon City. Tel: 70-34-94.

National Music Council of the Philippines, c/o UNESCO Nat'l Commission, Ministry of Foreign Affairs, Padre Faura St., Manila 2801. Tel: 57-29-91. Cable: UNACOM.

R I A P (Record Ind. Ass'n of the Philippines), c/o Manuel P. Villar, r. Calvo Bldg., Escolta, Manila. Tel: 47-11-83, 40-10-81.

CATALOG SERVICES

Blackgold, see Victor

Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati, Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACK. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Negrin; Garon; Sales Mgr.: Ernie Ereve; Floor Dpns. Mgr.: Dagul Tabayande (Tape only)

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

LICENSING ORGANIZATIONS, MUSIC

B A M I (Bayanihan Music Philippines Inc.), PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Amado A. Amador

F A M I (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila, Tel: 40-35-05. Cable: FAMI. (Represents SESAC mechanical rights)

Fiscap (Filipino Society of Composers, Authors & Publishers), Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila, Tel: 49-27-88. Pres.: Felipe P. de Leon; Exec. Dir. & Corp. Sec'y: Simplicio U. Suarez (Performing rights only)

Musika Inc., Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila, Tel: 49-27-88. Pres.: Esteban B. Bautista; Gen. Mgr. & Corp. Sec'y: Simplicio U. Suarez. (Mechanical rights only)

Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar. (Mechanical rights rep.)

PLATING, PROCESSING & PRESSING PLANTS

Atlas Rec'g Co., 35 F. Josef St., Concepcion, Marikina, Metro Manila, Tel: 697-2056. Gen. Mgr.: Roger D. De Vera; Plant Mgr.: Noli D. Orteza (Pressing only)

Blackgold, see Victor

Dyna Prods. Inc., 135 Second Ave., Grace Park, Caloocan City, Manila, Tel: 23-23-62/67-35, 40-51-11/16. Cable: DYPROD. Telex: 40361. Pres.: Albert Tan; Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr.: Vicente Ty

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO.

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Tel: 7420409.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City, Tel: 921-3412. PT&T Telex: 4488. Pres. & Gen. Mgr.: Wilfrido B. Cruz; Pressing Plant Mgr.: Wgberto Gonzalez.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao. (Pressing only)

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

W E A Recs., Manufacturers Bldg., Mezzanine fl., Plaza Santa Cruz, Manila 2805. Tel: 47-73-81. Cable: WEAREC. Telex: 40609. Pres.: James G. Dy; Gen. Mgr.: Ramon Chuaying. (Pressing only)

RECORD PROMOTION

Dimads, c/o Sound Int'l, PO Box 967, Manila

Entertainment Mgmt. & Mktg. Inc., c/o Red, White & Blue Cinemas, Aurora Blvd., Cubao, Quezon City, Tel: 78-52-31.

Fil-Am Music Inc., Calvo Bldg., Rm. 220, Escolta, Manila, Tel: 40-35-05. Cable: FAMI.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City, Tel: 921-3412. PT&T Telex: 4488. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Offspring Recs., PO Box AC 468, Cubao, Quezon City, Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.

Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar.

Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati, Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACK. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Negrin; Garon; Sales Mgr.: Ernie Ereve; Floor Dpns. Mgr.: Dagul Tabayande.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao.

Victor Entertainment Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Victor Jose.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PIG)" which appears after the main body of their respective listings.

Blackgold, see Victor

Dyna Prods. Inc., 135 Second Ave., Grace Park, Caloocan City, Manila, Tel: 23-23-62/67-35, 40-51-11/16. Cable: DYPROD. Telex: 40361. Pres.: Albert Tan; Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr.: Vicente Ty

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe.

Audio: Cassette, open reel.

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-40-20. Cable: FILRECO.

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.

Audio: Cassette.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City, Tel: 921-3412. PT&T Telex: 4488. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

OctoArts Int'l Inc., Philamite Homes, 945 E. de los Santos Ave., Corner N. Lawin, Quezon City, Tel: 96-81-43. Cable: OCTOARTS. IT&T Telex: 40404, 14862 (Capwire). Pres. & Gen. Mgr.: Orlando R. Ilacad.

Audio: Cassette.

Offspring Recs., PO Box AC 468, Cubao, Quezon City, Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP: Electronics & Rec'g: Ernie Ereve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.

Video: ¼" cassette, ½" Beta & VHS cassette. (PIG-video only)

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao. (PIG)

Audio: Cassette, open reel.

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera. (PIG)

EMPTY CARTRIDGES, CASSETTES & REELS

Blackgold, see Victor

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe. (Distributor/Importer)

Audio: FIDELIPAC reel, broadcast cartridge.

Video: FIDELIPAC open reel.

3 M Philippines Inc., 3M House, E. de los Santos Ave., Guadalupe, Manila, Tel: 86-70-61. Cable: TRIMINCO. Telex: 45179. Mng. Dir.: Ronald G. Harber; Area Sales & Mktg. Planning Mgr.: Renato P. Batucan Jr.

Audio & Video: SCOTCH Cassette, open reel.

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

ENVELOPES & MAILERS

Blackgold, see Victor

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

Victor Music Corp., PO Box AC 270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

JACKETS & SLEEVES

LABELS, DISK

Blackgold, see Victor

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City, Tel: 921-3412. PT&T Telex: 4488. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao.

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

POLYETHYLENE BAGS

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

RECORD MANUFACTURING EQUIPMENT

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)

Chief product: NEUMANN Disk-cutting equipment.

TAPE, BLANK LOADED & BULK RAW

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda, Gen. Mgr.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)

Audio: Blank-3M cassette, open reel; Raw-open reel.

Video: Blank-1" open reel, ¼" EIAJ open reel.

Offspring Recs., PO Box AC 468, Cubao, Quezon City, Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas. (Blank only)

Audio: SOUNDTRACK Cassette.

Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati, Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACK. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Negrin; Garon; Sales Mgr.: Ernie Ereve; Floor Dpns. Mgr.: Dagul Tabayande.

Video: FUJI, JVC, PANASONIC, RCA, SONY, TDK, TOSHIBA, ¼" & ½" cassette.

3 M Philippines Inc., 3M House, E. de los Santos Ave., Guadalupe, Manila, Tel: 86-70-61. Cable: TRIMINCO. Telex: 45179. Mng. Dir.: Ronald G. Harber; Area Sales & Mktg. Planning Mgr.: Renato P. Batucan Jr.

Audio: Blank-Scotch cassette; raw-2", 1", ¼".

Video: Blank-SCOTCH 1" open reel, ¼" cassette, ½" EIAJ open reel, ¼" EIAJ cartridge.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao. (Blank only)

Audio: Cassette.

TAPE DUPLICATING EQUIPMENT

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe. (Distributor/Importer)

Audio: PENTAGDN High-speed duplicators.

TAPE PACKAGING & LABELING EQUIPMENT

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

accessories

Blackgold, see Victor

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe. (Distributor/Importer)

Product: Record-replacement styli; tape-head cleaners, demagnetizers.

Offspring Recs., PO Box AC 468, Cubao, Quezon City, Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Electronics & Rec'g: Ernie Ereve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.

Product: Record-record care prods.; tape-head cleaners, bulk erasers, demagnetizers

3 M Philippines Inc., 3M House, E. de los Santos Ave., Guadalupe, Manila, Tel: 86-70-61. Cable: TRIMINCO. Mng. Dir.: Ronald G. Harber; Area Sales & Mktg. Planning Mgr.: Renato P. Batucan Jr.

Product: Record-record cleaners; tape-head cleaners, leader & splicing tape & equip. (Audio & video)

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

Product: Record-record care prods., replacement styli, leader & splicing tape.

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

Product: Record-record care prods., 45 RPM adaptors.

store fixtures

Blackgold, see Victor

Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila, Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe. (Distributor/Importer)

Product: Tape display racks.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila, Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

Product: Record & tape display racks, divider cards.

Victor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

Product: Display racks.

Product: Display racks.

merchandising aids

Offspring Recs., PO Box AC 468, Cubao, Quezon City, Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Electronics & Rec'g: Ernie Ereve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.

Products: Posters, T-shirts, buttons & badges.

POLAND

Population: 36,062,000.

Rate of exchange: \$1 (USD) = 34 zlotys.

Per capita income: \$2,000.

Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), June (Corpus Christi), July 22 (Polish National Day), November 1 (All Saints Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold LP-130,000 units.

Records sold domestically including imports: LP's 1981-5,258,380 units, 1980-5,500,000 units. EP's & singles 1981-2,954,892 units. EP's 1980-224,763 units.

Records imported from USA: 1981-none

Records exported to USA (factory value, FOB): 1981-38,000 units, \$47,000.

Records imported from countries other than USA (factory value, CIF): 1981-1,200,000 units, \$2,540,000.

Records exported to countries other than USA (factory value, FOB): 1981-1,250,000 units, \$2,750,000; 1980-1,100,000 units, \$3,300,000.

Average retail price per record: LP's-\$6.00; EP's-\$3.00; singles-\$1.00.

Discounting: Never

Type of distribution: The dominant system is manufacturer-to-wholesaler-to-retailer, with the sole wholesaler, Sladnicka Ksiegarstwa (Books Warehouse), also dealing in books. Records, which are sold primarily in bookstores, are treated mainly as a fringe activity by these retailers. Demand estimation for particular records is problematical because of initially small orders and the time required to fulfill them.

Type of promotion: Many newspapers and magazines print reviews of newly released records. Disk jockeys help promote new records on radio and occasionally on television. In discotheques, disk jockeys play about 90% Anglo-American records (unavailable for sale in the market) due to the lack of Polish disco product.

TAPE: Market: Audio-Cassettes are manufactured by Polskie Nagrania, Wifon and Tonpress, all of which are having great production difficulties. While manufacturing capacity is being increased, there are problems with securing sufficient supplies of imported tape and boxes. There is no market for 8-track. Video: There is no video market.

Pre-recorded tape sold domestically including imports: Cassette 1981-1,704,294 units, 1980-1,131,463 units.

CONSUMER ELECTRONICS

Percentage of home with: Radios (76%); television sets (25%); phonographs (29%).

RADIO STATIONS:

All government; no. of AM 30, no. of FM 37

Comments: Music, all of which is pre-recorded, accounts for 60% of all programming. More than one-half of this percentage is made up of pop and jazz.

TELEVISION STATIONS:

No. of channels: 2 government, 90% color (SECAM).

Comments: Programming comprises newsreels, political programs, sports, variety shows, and movies.

IMPORT/EXPORT REGULATIONS:

All companies are state-owned. Contacts with record companies can be made through Ars Polona.

MARKET ANALYSIS:

The Polish recording industry is in a very poor state due to several reasons. Heavy underinvestment resulted in a lack of recording studios and in outdated pressing facilities. Thus, the number of records that can be manu-

factured is limited and the quality of the product is unsatisfactory. While a new manufacturing plant, with a target capacity of thirty million records and two million cassettes annually, is being built for Polskie Nagrania, the country's main recording company, the project has been experiencing major construction obstacles that have forced several stoppages. Some critics claim that the real problems will arise only when it is completed since the shortage of studios, the lack of suitable material for pressing records and the lack of paper for record sleeves will jeopardize production targets.

There are tremendous possibilities, however. It is very easy to sell several thousand copies of an album by a well-known artist. And foreign artists who are eminently popular in Poland—like Pink Floyd, ELO, Genesis, Budge, Tangerine Dream, Kraftwerk, and even the Beatles—could easily sell nearly one million albums each.

Polish fans now own many high quality phonographs but the only source of supply of really good quality new records is the "black market," where prices for an LP reach one-half of the average monthly salary. Audiences are interested in music that is in vogue, especially that from Great Britain and the USA. There are many popularity polls organized by magazines, radio and television, but the winning songs usually cannot be purchased on records. A list of the most popular foreign songs popularized by Polish Radio but unavailable in the Polish market include the singles "Abacab," "Genesis," "Hold on Tight," "ELO," "All Those Years Ago," "George Harrison," "In the Air Tonight," "Phil Collins," and the LPs "Time," "ELO: The Friend of Mr. Cairo," "Vangels," "Super Trouper," "Abba," and "Computer World," "Kraftwerk."

Roman Waszchko

• record & tape manufacturers / distributors / importers

Ars Polona, Foreign Trade Ent., Krakowskie Przedmieście 7, 00-068 Warsaw. Tel: 26-12-01. Cable: ARSPOLONA. Telex: 813498. Music Div. Dir.: Władysław Duda; Rec. Dept. Mgr.: Maria Wilk.

Labels: Muza, Front, Tonpress, Venton. Int'l repa.: Australia (Contal), Belgium (Eurovox), Canada (Polish Alliance Press), Finland (Kansankulturi), France (Cepelia, Erato, Lyrion), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Phonogram, Sound Prods.), Spain (Zafiro), UK (Pointra), USA (Polish Rec. Center).

Muza, see PP Polskie Nagrania.

P W Polskie Nagrania, Długa 5, Warsaw 00-263. Tel: 31-03-49. Cable: POLNAG. Gen. Mgr.: Tadeusz Kretkiewicz.

Labels: (Owned) Muza. P W M Edition (Polskie Wydawnictwo Muzyczne), Foreign Trade Office, Krakowskie Przedmieście 7, 00-068 Warsaw. Tel: 26-12-01. Cable: PEWUEM-BEHAZET. Telex: 813498. Dir.: Władysław Duda; Rec. Dept. Mgr.: Zbigniew Zych. (Contact for record import & export).

Int'l repa.: Australia (Carina, Contal), Belgium (Eurovox), Canada (AA Polish Alliance Press) Germany (Disco-Center), Italy (Fonti-Cetra, Ricordi), Japan (Nippon Columbia), Netherlands (Phonogram, Sound Prods.), Spain (Zafiro), UK (Earlscurt), USA (Polish Rec. Center, Artpol) Dionizy Piatkowski, ul. W. Komarowa 8, 62-051 Poznan-Wiry. Int'l Dir.: Dionizy Piatkowski; Gen. Mgr.: James Bronson Jr.; Sales Mgr.: Theresa Youko Doane.

Label: (Represented) Touche (Bronson). Tonpress-KAW (Krajowa Agencja Wydawnicza), Wilcza 46, 00-679 Warsaw. Tel: 20-26-63. Telex: 813487. Mng. Dir.: Aleksandra Kepa; Sales Mgr.: Tadeusz Zepiński; Int'l Relations: Marek Proniewicz.

Wifon Recs. & Tapes, Woronicza 17, 00-950 Warsaw. Tel: 47-86-80. Telex: 818023. Mng. Dir.: Eugeniusz Matejko.

• music publishers

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-58-76. Telex: 812470. Gen. Mgr.: Władysław Jakubowski; Prof. Mgr.: Biana Skorzewska.

Ars Polona, Foreign Trade Ent., Krakowskie Przedmieście 7, 00-068 Warsaw. Tel: 26-12-01. Cable: ARSPOLONA. Telex: 813498. Music Div. Dir.: Władysław Duda; Sheet Music Mgr.: Anna Skorzewska.

P W M Polskie Wydawnictwo Muzyczne), Foreign Trade Office, Krakowskie Przedmieście 7, 00-068 Warsaw. Tel: 26-12-01. Cable: PEWUEM-BEHAZET. Telex: 813498. Sheet Music Mgr.: Teresa Mochta. (Contact for music import & export).

Synkopa PWM, Senatorska 13/15, 00-0075 Warsaw. Tel: 26-97-80. Cable: PEWUEMWAR. Dir.: Jerzy Jasienki; Gen. Mgr.: Mieczysław Tomaszewski.

• SERVICES

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Polish Musicians, Krucza 24/26, 00-526 Warsaw. Tel: 21-86-47, 29-34-94. Pres.: Stefan Sutkowski; Gen. Mgr.: Jadwiga Brzostowska; Gen. Sec'y: Edward Dutski.

Jeunesses Musicales of Poland, Chief Council, Castle of Ostrogski, Okolnik 1, Warsaw. Tel: 27-95-93.

National Section of the International Society for Contemporary Music, Polish Section, Centrum Sztuki, Studio, PKiN, 00-901 Warsaw. Tel: 20-02-11. Cable: POLSIMC.

Polish Music Council, National Committee of the International Music Council, Rynek Starego Miasta 27, 00-272 Warsaw. Tel: 31-06-07.

Polskie Stowarzyszenie Jazzowe (Polish Jazz Society), PO Box 282, Rutkowski 20/5, 00-020 Warsaw 1. Tel: 27-65-81. Cable: POLJAZZ. Telex: 812275. Pres.: Tomasz Tłuczkiwicz.

Towarzystwo im. Fryderyka Chopina (Frederic Chopin Society), ul. Okolnik 1, Zamek Ostrogski, 00-368 Warsaw. Gen. Mgr.: Wiktor Weinbaum.

Union of Polish Composers (Związek Kompozytorów Polskich), Rynek Starego Miasta 27, 00-272 Warsaw. Tel: 31-16-34, 31-17-41.

Warszawskie Towarzystwo Muzyczne im. Stanisława Moniuszki (Warsaw Music Society), Morskie Oko 2, Warsaw.

Henryk Wieniawski Music Society, Swietosławska 7, 61-840 Poznan. Tel: 526-42. Gen. Mgr.: Edmund Grabkowski.

Z A K R (Związek Polskich Autorów i Kompozytorów Utworów Rozrywkowych—Ass'n of Polish Authors & Composers of Pop Music), ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-60-61 x 44. Gen. Sec'y: Jacek Korczakowski; VP's: Piotr Figiel, Mateusz Świecicki.

LICENSING ORGANIZATIONS, MUSIC

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-58-76. Telex: 812470. Gen. Mgr.: Władysław Jakubowski; Prof. Mgr.: Biana Skorzewska. (Performing rights only).

Z A K S (Society of Authors), ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-60-61. Telex: 812470. Pres.: Karol Malczyszynski. (Mechanical & performing rights).

RECORD PROMOTION

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-58-76. Telex: 812470. Gen. Mgr.: Władysław Jakubowski; Prof. Mgr.: Biana Skorzewska.

Dionizy Piatkowski, ul. W. Komarowa 8, 62-051 Poznan-Wiry. Int'l Dir.: Dionizy Piatkowski; Gen. Mgr.: James Bronson Jr.; Sales Mgr.: Theresa Youko Doane.

TAPE CUSTOM DUPLICATORS

Wifon Recs. & Tapes, Woronicza 17, 00-950 Warsaw. Tel: 47-86-80. Telex: 817023. Mng. Dir.: Eugeniusz Matejko.

Audio: Cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

P H Z Transactor SA, PO Box 276, ul. Stawki 2, 00-950 Warsaw 1. Tel: 39-53-76, 39-61-54, 39-69-12, 39-70-17. Telex: 813288, 812359.

Brand name: BASF.

PORTUGAL

Population: 9,700,000.

Rate of exchange: \$1 (US) = 70 escudos.

Per capita income: \$1,840.

Holidays: January 1, April 25 (Freedom Day), May 1 (Workers' Day), June 10 (Community Day), October 10 (Republic Day), December 1 (Independence Day), December 25, various religious days and Carnival.

RECORDS:

Record sales certification awards: Silver single—30,000 units; gold single—50,000 units. Silver LP—15,000 units; gold LP—30,000 units.

Records sold domestically including imports (retail value): LP's 1981—5,500,000 units, \$29,071,000; 1980—4,000,000 units, \$24,760,000. Singles 1981—4,500,000 units, \$7,714,000; 1980—3,500,000 units, \$6,550,000.

Average retail price per record: LP's—\$5.30; singles—\$1.70.

Record club sales: 9.5% of total.

Discounting: Rare in main shops, frequent in popular shops.

Type of distribution: Manufacturer-to-retailer predominates.

Type of promotion: Radio is the top promotion vehicle but the impact of television on sales has increased as more time is being spent on pop, folk and rock music, and there is a weekly program, "Viva Musica," that is dedicated to the record and tape industry. Five music magazines and almost all newspapers aid in the coverage.

TAPE:

Market: Audio—cassette sales increased about 30%, which is an indication that the fight against piracy is paying off. 8-track sales are rare and open reel is virtually unavailable. Video—Sales are insignificant and mainly consist of imports. Prices of hardware and software are too expensive.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—1,800,000 units, \$9,514,000; 1980—1,000,000 units, \$6,190,000.

Average retail price per tape: Cassette—\$5.30.

RADIO STATIONS:

No. of commercial 3 (1 AM, 2 FM); no. of government 6 (4 AM, 2 FM).

Comment: One channel plays classical music; the others play a variety of programs, including pop/rock music—50% Portuguese and 50% foreign languages according to the quota law approved by Parliament.

TELEVISION STATIONS:

No. of government channels: 2; 70% color (PAL).

Comment: Television programming consists of news, political and social debates, arts, national and international pop series, sports, many music shows and a weekly one-hour program focusing on the record industry.

IMPORT/EXPORT REGULATIONS:

On imports there is a 30% Brussels regulation duty, plus 60% an advance deposit, without interest, is required, and no financing is available.

MARKET ANALYSIS:

1981 sales increased over 1980's by 10% for disks and by 30% for cassettes. A better coordinated and more mutual cooperation between the television and record industries benefited the sales surge. The fight against piracy also was an important factor in the cassette sales increase. Record and tape prices were not increased in 1981 despite spiraling inflation at a 25% annual rate.

More national acts hit the charts, led by rock groups Taxi and UHF and by "tado" singer Carlos do Carmo, all having received gold awards. But foreign pop/rock music was still in the front line with four big names emerging in 1981—Kim Carnes, Duran Duran, Orchestral Manoeuvres in the Dark, and AC/DC. 1981 also marked the beginning of a new and very successful trend—electronic rock music—initiated by "Enola Gay" song and continues on such big hits as "Girls on Films," "Open Your Heart" (Human League), "Never Again" (Classix Nouveaux) and many more.

Fernando Tenente

• record & tape manufacturers / distributors / importers

Alfama, see Teleclra.

Algarve, see Radio Trunfo.

Alvorada Int'l, see Radio Trunfo.

Aquila, see Radio Trunfo.

Archiv, see PolyGram.

Banda, see Movieplay.

Belter (Discos) Lda., Rua Constituicao 74, Porto. Tel. 498041.

Branch: Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel: 59062.

Home office: Spain.

Labels: (Owned) Belter, Dympo, Saef.

Bonzo, see Joquei.

Boom, see Nova.

Valentim de Carvalho C. Sarl., Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051, 321118. Cable: TIMP. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos.

Rec. Dept. Gen. Mgr.: Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Classical & Jazz Dept.: Paulo Gil; Sales Mgr.: Pedro Moreira; Local A&R: Mario Martins, Nuno Rodrigues, Promo. David Ferreira.

Labels: (Owned) VC; (licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Apple (UK), Ardeck (UK), Argo (UK), Blue Note (USA), CFP (UK), CRAMPS (Italy), Capitol (USA), Columbia (UK), Decca (UK), Deram (UK), EMI (UK), EMI-America (USA), HMV (UK), Harvest (UK), Liberty (USA), London (USA), MAM (UK), Odeon (Brazil, Spain), L'Diseau Lyre (France), MFP (UK), Parlophone (UK), Pathe (France), Purple (UK), RAK (UK), Regal (UK), R-Fi (Italy), Rolling Stones (UK), Stateside (UK), Sunset (USA), Telefunken (Germany), Threshold (UK), United Artists (USA).

Castro, Paz & Ca. Lda., Rua Julio Dinis 945, Porto. Tel: 65932. Labels: (Owned) Clave; (represented) Ades (France), Poplandia (Spain), Valois (France).

Int'l repa.: Canada (Penco), France (CBS), Netherlands (Bosbeck), USA (Penco).

Clave, see Castro, Paz.

D G, see PolyGram.

Danova, see Nova.

Dargil (Sociedade Comercial Dargil Lda.), Av. 5 de Outubro 35B, 1000 Lisbon. Tel: 574914. Cable: DARGIL. Telex: 18416. Chief Exec.: Jose Correa Mendes; Gen. Mgr.: Detelev Mastbaum; Sales Mgr.: Paulo Reis. Labels: (Licensed foreign) ENJA (France), Everest (USA), Gillette (USA), Joker (Italy), MPS (Germany), Rounder (USA), SteepleChase (Denmark), Up (Italy).

Diapasao, see Sasseti.

Disco Falado, see Sasseti.

Edisco (Empresa Editora & Distribuidora de Disco Lda.), Rua Dr. Alves da Veiga 175, 4000 Oporto. Tel: 560455, 564201. Gen. Mgrs.: Laurindo Oliveira, Armando Cerqueira, Maria Fernanda Correia, Joaquim Gonçalves; Domestic & Int'l A&R: Armando Cerqueira.

Labels: (Owned) Edisco, Rapsodia; (licensed) Le Chant du Monde (France), Fonti-Cetra (Italy).

Edison (Edicao & Producao de Som Lda.), Rua Antonio Enes 16-2A, 1000 Lisbon. Tel: 548890, 530129. Telex: 18888. Gen. Mgrs.: Carlos Jorge; Promo. Mgr.: Antonio Manuel Rolo Duarte; Domestic A&R: Ze Da Ponte, Luis Pedro Fonseca.

Labels: (Owned) Som, World; (licensed) CNR (Netherlands), Kingdom (UK), Metronome (Germany), Mute (UK), Qcumber (Netherlands).

Estudio, see Mundusom.

Fenix, see Arnaldo Trindade.

Flash, see Teleclra.

Fontana, see PolyGram.

Gaivota, see Rossil.

Gra Industrias de Som Lda. (IFPI), Av. Melo Falcão 36 S/L Esg., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos; Sales Mgr.: Antonio Fernando.

Labels: (Owned) Gira; (licensed foreign) Prism (USA), Red Bus (UK), WMOT (USA).

Gladio, see Teleclra.

Guida da Musica, see Sasseti.

Harmonia, see Radio Trunfo.

Heliodor, see PolyGram.

Imavox Som & Imagem Sarl. (IFPI), Av. Conselheiro Fernando de Sousa 19, 4th fl., 1000 Lisbon. Tel: 656025/6. Telex: 13050. Pres. Joao David Nunes; Gen. Mgr.: Carlos Morla; Sales Mgrs.: Pedro de Sousa, F. Donato.

Labels: (Owned) Imavox; (licensed) Disc' AZ (France), BBC (UK), Bellaphon (Germany), Can't Stop (USA), Carabine (France), DJM (UK), De Lite (USA), Delphine (France), Destiny (USA), Motown (USA), Page One (UK), Trema (France), Young Memories (France).

Joquei (Disco) Lda., Parque Residencial Miraflores, Lote 101-6B, Alges. Lisbon. Tel: 217719.

Labels: (Owned) Bonzo; (represented) Activ Tapes (Switzerland), Sunshine Tapes (USA).

L I S, see Rossil.

M G M, see PolyGram.

M H G R-Mary Harrison-Goudie & Rui Edicoes Musicais Ltda., Rua Saraiva de Carvalho 207, Porta 9, 1300 Lisbon. Tel: 665933, 2436424. Chm.: Mary Harrison-Goudie; Gen. Mgr.: Rui de Castro.

Labels: (Owned) MHG, MHGR. Warm; (licensed) Penthouse.

Int'l repa.: UK (MHG, Warm).

Melodia, see Radio Trunfo.

Mercury, see PolyGram.

Movieplay Portuguesa Discografica Sarl. (IFPI), Rua Gregorio Lopes, Lote 1524, Loja-A, Encosta do Restelo, 1400 Lisbon. Tel: 615496. Pres. & Gen. Mgr.: Joao Maia; Sales Mgr.: Carlos Bolonha; Account Mgr.: Fernando Santos.

Labels: (Owned) Banda, Movieplay, PSST; (licensed) Barclay (France), Ca. Fonografica Espanola (Spain), Chiswick (UK), DJM (UK), Discap (Chile), Egg (France), Prelude (USA), Riviera (France), Zafiro (Spain).

Mundusom Sociedade Ind'l do Som Sarl.—Discos Estudio, Rua Rodrigo da Fonseca 204 r/c, Lisbon 1. Tel: 688173.

Labels: (Owned) Estudio, Trevo; (represented) Monitor (USA).

Int'l repa.: France (Nogueira), South Africa (Arraial), USA (Alvorada).

Nova/ Companhia de Musica (Ed. Musicais) Lda. (IFPI), Rua Angelina Vidal 23/2/E, 1100 Lisbon. Tel: 842076, 843631. Telex: 18578. Owner & Pres.: Jose Manuel Monteiro Fortunato; Gen. Mgr.: Joao Palhais Milheras; Sales Mgr.: Fernando Moraes; Nat'l A&R: Ramon Galarza; Classical A&R: J. Simoes da Hora; Int'l Stiff & Sire Label Mgr.: Antonio Sergio Ferrao; Promo. Mgr.: Luis Lourenco.

Labels: (Owned) Boom, Danova; (licensed foreign) Aura (UK), Butterfly (USA), Calendar (UK), Erato (France), Quality (Canada), RKM (Belgium), RPM (South Africa), Sire (USA), Springboard (USA), Stiff (UK).

Dympo, see Belter.

Onda, see Vadeca.

Orfeu, see Arnaldo Trindade.

Ors, Editora de Discos & Fitas Gravadas Lda., Rua do Cabo 30, 1200 Lisbon. Tel: 602411. Mgr.: Jose Carlos Moura Sobral.

P S S T, see Movieplay.

Penthouse, see MHGR.

Philips, see PolyGram.

Pinlinho, see Rossil.

Polydor, see PolyGram.

PolyGram Discos Sarl. (IFPI), Rua Prof. Reinaldo dos Santos 12, 1500 Lisbon. Tel: 787101. Cable: POLYGRAM. Telex: 14074. Mng. Dir.: Rodrigo Marin; A&R Mgr.: Tejo Brigo; Mktg. Mgr.: Daniel Gouveia.

Labels: (Owned) Archiv, Disc' Fontana, Heliodor, MGM, Mercury, Philips. Polydor, Vertigo; (licensed) Arnoia, Chrysalis (UK), Island (UK), MCA (UK).

Int'l repa.: Worldwide (Phonogram & Polydor).

R P E, see Radio Producoes.

R T, see Radio Trunfo.

Radio Producoes Europa Lda. (IFPI), Rua Dom Fuas Roupinho 50-A, 1900 Lisbon. Tel: 826503. Chief Exec.: Dias Coelho; Gen. Mgr.: Fernando Maia; Sales Mgr.: Martins dos Santos; Promo. Mgr.: Francisco Brandao Ferreira.

Labels: (Owned) RPE; (licensed foreign) Logo/Transatlantic (UK).

Radio Trunfo Lda. (IFPI), Travessa Central do Seixo, 4465 S. Mamede de

Infesta. Tel: 950152, 956094. Cable: RATRIL. Telex: 23127. Co-Gen. Mgrs.: Arnaldo Trindade, Jose Serafim; Deputy Gen. Mgrs.: Arnaldo Trindade Jr., Daniel de Sousa; Financial Controller: Jose Simoes; Tech. Projects: Lourenco da Silva.
Branch: 1400 Lisbon, R. Gregorio Lopez, Lote 1524, Loja A. Mgr.: Daniel de Sousa; Sales & Mktg.: Carlos Lacerda; A&R: Bernardo de Brito e Cunha; Promo: Celeste Pedro.
Int'l branches: Angola, PO Box 3875, Rua Lus de Camoes 93, 2nd fl., Luanda-Mozambique, PO Box 4364, Pava de Andara 365, Lourenco Marques.
Labels: (Owned) Algarve, Alvorada Int'l, Aquila, Harmonia, Melodia, RT, Sereia, Sintra; (represented) Asylum (USA), Atlantic (USA), Baby (Italy), Beverly (Brazil), Big Tree (USA), Cartaz (Brazil), Charger (Brazil), Clave (Spain), Copacabana (Brazil), Cotillon (USA), Curton (USA), Dark Horse (USA), DiscReet (USA), Elektra (USA), Eurovox (Belgium), Fantasy (USA), Gamma (Mexico), Harmony (USA), Hispavox (Spain), Little David (USA), Melodiya (USSR), Midi (USA), Milestone (USA), Nemperor (USA), Nonesuch (USA), Odyssey (USA), Pacific (USA), Portrait (USA), Prestige (USA), Reprise (USA), Som (Brazil), Swan Song (USA), Vanguard (USA), Warner Bros. (USA).
Int'l reps: Mexico (Gamma), Spain (Hispavox).

Rapsodia, see Ediscio.

Roda, see Vadeca.

Roda Int'l, see Vadeca.

Rossil (Edicoes) Lda. (IFPI), Av. Joao Crisostomo 39, 1st fl., 1000 Lisbon. Tel: 40043, 40053. Telex: 15836. Mng. Dir.: Jose Antonio Crespo, Carlos Faria; Int'l Mgr.: Jean Jacques Salmey; Promo. Mgr.: Policarpo de Freitas; Sales Mgr.: Paiva Gomes.

Labels: (Owned) Garvota, LIS, Pintainho, Rossil; (licensed foreign) Actv (Switzerland), Avatar (UK), Bearsville (USA), Creole (UK), Graf (USA), Legion (UK), Pinnacle (UK), Sirocco (France), Sonet (UK), Splash (UK), West End (USA).

Saez, see Belter.

Sasseti—Sociedade Portuguesa de Musica e Som Sarl, Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon. Tel: 656094. Telex: 13384. Gen. Mgr.: A. Marques de Almeida; Music Div. Mgr.: Fernando Carvalheira; A&R: Jorge Zagalo.

Labels: (Owned) Diapasao, Disco Falado, Guida da Musica, Sasseti, Zip-Zip; (licensed foreign) Amadeo (Austria), Le Chant du Monde (France), ESP (USA), Everest (USA), Harmonia Mundi (France), Melodia (USSR), Muza (Poland), Supraphon (Czechoslovakia), Wergo (Germany).

Int'l rep: Spain (Edigsa).

Sereia, see Radio Trunfo.

Sintra, see Radio Trunfo.

Som, see Ediscio.

Telectra—Empresa Technica de Equipamentos Electricos Sarl (IFPI), Apdo 2521, Rua Rodrigo da Fonseca 103, 1000 Lisbon. Tel: 686072. Telex 12598. Pres.: Fernando Serrano; Gen. Mgr.: Jose Varatojo da Silva; A&R: L. Cunha.

Labels: (Owned) Alfama, Flash, Gladio, Telectra; (licensed) RCA group (USA).

Int'l reps: South Africa (Teal), USA (Penco).

Tevo, see Mundusom.

Arnaldo Trindade & Ca. Lda. (IFPI), Rua de Santa Catarina 117, Porto Tel: (02) 381341. Cable: RADIELECTRA. Telex: 22266. Pres.: Arnaldo Trindade; Gen. Mgr.: Fernando Pereira; Co-ord.: Arnaldo Trindade Jr.

Promo. branch: Lisbon, Av. Columbano Bordoal Pinheiro, 71-7 Esq. 766406. Telex: 13644. Mgr.: Rui Mota Alves.
Labels: (Owned) Fenix, Drfeu; (licensed) Cream (USA), Durium (Italy), PRT (UK), Vogue (France).

Int'l reps: Benelux (Vogue), France (Vogue), Switzerland (Vogue), USA (Penco), Venezuela (Grabaciones Mundiales).

V C, see Valentim de Carvalho.

V D C, see Vadeca.

V D C Int'l, see Vadeca.

V M, see Vadeca.

Vadeca-J.C. Donas Lda. (IFPI), Rua 31 de Janeiro 210, 4000 Porto. Tel: 20471. Telex: 23437. Pres. & Gen. Mgr.: Francisco Vasconcelos; Financial Dir.: Alcino Barrento; Local A&R: Carlos Cunha; Promo: Fernando Rocha. **Branch:** 1500 Lisbon, Rua Prof. Reinaldo dos Santos, Lote 2. Tel: 789333, 786718, 788476. Telex: 14027. Int'l A&R: Idilio Viana; Promo: Lizete Gnto, Frederico Santos.

Labels: (Owned) Dnda, Roda, Roda Int'l, VDC, VDC Int'l, VM; (licensed foreign) CID (Brazil), Carosello (Italy), Dureco (Netherlands), Miller (Germany); (represented) Alhambra (Spain), RGE (Brazil), Virgin (UK).

Vertigo, see PolyGram.

Warm, see MHGR.

World, see Ediscio.

Zip-Zip, see Sasseti.

• music publishers

Belter (Ed.), Rua Constitucio 74, Porto. Tel: 498041. Dir.: A. Figueiredo. **Branch:** Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel: 59062.

Valentim de Carvalho Ci. Sarl, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Publ'g Mgr.: Henrique Amoroso.

Costa Pinto (Ed. Musicais) Lda. (SPA), Rua Ega de Quezoro 20, 3rd fl., Lisbon. Tel: 562850. Pres.: Jorge Costa Pinto; Gen. Mgr.: Maria de Fatima.

Ediscio (Edicao & Producao de Som Lda.), Rua Antonio Enes 16-2A, 1000 Lisbon. Tel: 548890, 530219. Telex: 18888. Gen. Mgr.: Carlos Jorge. M H G R-Mary Harrison-Goudie & Rui Edicoes Musicais Ltda., Rua Saravá de Carvalho 207, Porta 9, 1300 Lisbon. Tel: 665933, 2436424. Mng. Dir. & Gen. Mgr.: Rui de Castro; Prof. Mgr.: Mary Harrison-Goudie.

Musical (Ed. Musicais Arnaldo Trindade & Ca. Lda.) (SPA), Av. Columbano Bordoal, 71-7 Esq., 1000 Lisbon. Tel: (01) 763387. Telex: 13644. Pres.: Arnaldo M. Trindade; Gen. Mgr. Fernando Albuquerque.

Sasseti—Sociedade Portuguesa de Musica e Som Sarl, Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon. Tel: 656094. Telex: 13384. Gen. Mgr.: A. Marques de Almeida.

Telectra (Eds. Musicais), Rua Rodrigo da Fonseca 103, 1000 Lisbon. Tel: 686072. Telex: 12598. Pres.: Fernando Serrano; Gen. Mgr.: Jose Varatojo da Silva.

Trunfo (Ed. Musicais), Travessa Central do Sexo, 4465 S. Mamede de Infesta. Tel: 950152, 956094. Cable: RATRIL. Telex: 23127. Co-Gen. Mgrs.: Arnaldo Trindade, Jose Serafim.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Circulo de Cultura Musical, Rossio 45, Lisbon 4.
 Grupo Portugues de Produtores de Fonogramas & Videogramas (GPPFV),

c/o PolyGram Discos Sarl, Rua Prof. Reinaldo dos Santos 12, Lojas C/D, 1500 Lisbon. Tel: 789381. Telex: 12214, 16494.

International Music Council, Nat'l Committee, Instituto de Alta Cultura, Prace do Principe Real 14, Lisbon.

LICENSING ORGANIZATIONS, MUSIC

S P A (Sociedade Portuguesa de Autores), Av. Duque de Loule 31, 1098 Lisbon. Coded. Tel: 578320, 578370. Cable: AUTORES. Pres.: Dr. Luiz Francisco Rebelo. (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS

Valentim de Carvalho Ci. Sarl, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos, Sales Mgr.: Pedro Moreira.

Fono-Companhia Ind'l de Discos Lda., Rua Angelina Vidal 23, 1100 Lisbon. Tel: 842076, 843631. Chief Exec.: Jose Manuel Monteiro Fortunato, Gen. Mgr.: Joao Palhas Milheras.

Radio Trunfo Lda., (Pressing) Lugar do Sexo, 4465 S. Mamede de Infesta. Tel: 950152, 956094. (Plating & Processing) Rua Campo do Lendo 208, 4200 Porto. Tel: 485876. Factory Mgr.: Arnaldo Trindade Jr.; Technical Servs. Mgr.: Domingos Lupi Nogueira; Plating & Processing Mgr.: Eugenio de Vasconcelos.

RECORD PROMOTION

Gira Industrias de Som Lda., Av. Melo Falcão 36 S/L Esq., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos; Sales Mgr.: Antonio Fernando.

TAPE CUSTOM DUPLICATORS

Valentim de Carvalho Ci. Sarl, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Sales Mgr.: Pedro Moreira.

Gira Industrias de Som Lda., Av. Melo Falcão 36 S/L Esq., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos, Sales Mgr.: Antonio Fernando.

Radio Producoes Europa Lda., Rua Dom Fuas Roupinho 50-A, 1900 Lisbon. Tel: 826503. Chief Exec.: Dias Coelho; Gen. Mgr.: Jose Manuel Nunesfortes; Gen. Exec.: Fernando Maia Rodrigues Gocavalves.

Audio: Cassette, open reel.

Radio Trunfo Lda., Rua Anselmo Braancamp 297, 4000 Porto. Tel: 567964. Dept. Chief: Arindo Moreira.

Audio: 8-tr. & cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

Agia-Gevaert Lda., Av. 25 de Abril 9, 2795 Linda a Velha. Tel: 2190031. Cable: AGFAGEVA. Telex: 12630. Mng. Dir.: J. Kindt; Gen. Mgr.: B. Worthmann.

Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.

Video: Cassette, open reel.

Amperel Electronica Ind'l Lda., Apdo. 4008, Av. Fontes Pereira de Melo 47, 4th fl., 1000 Lisbon. Tel: 532227, 532698. Cable: AMPEREL. Telex: 18588. Gen. Mgr.: A.C. Romão; Sales Mgr.: A. Dias. (Blank only)

Audio: AMPEX 2", 1", 1/2" open reel, cassette. 1/2" Beta & VHS cassette.

Audio: AMPEX 2", 1" open reel, 1/2" cassette, 1/2" Beta & VHS cassette.

Audio Magnetica Lda., Apdo. 72, Sitio do Pedregao, Caldes da Rainha. Tel: (012) 23041. Telex: 16289. (Audio & Video)

B A S F Portuguesa Lda., Apdo. 1438, Rua de Santa Barbara 46, 5th fl., Lisbon 1. Tel: 562511. Cable: BASF. Telex: 12219. Sales Mgr.: Peter Brose. (Blank only)

Audio: Cassette, open reel.

Video: 1" cartridge, 1/2" EIAJ cartridge.

Radio Trunfo Lda., Rua Anselmo Braancamp 297, 4000 Porto. Tel: 567964. Dept. Chief: Arindo Moreira. (Blank only).

Audio: 8-tr., cassette.

PUERTO RICO

Note: For Puerto Rican listings, please refer to the United States section.

ROMANIA

Population: 22,048,305.
Rate of exchange: \$1 (US) = 4.97 lei.
Per capita income: \$1,100.
Holidays: January 1 & 2, May 1 & 2 (Labor Day & Youth Day), August 23 (Liberation Day).

RECORDS:

Record sales certification awards: None.
Type of distribution: There are over 3000 stores in which records are sold, including the cooperative system, bookstores, and specialized stores. Electrecord produces about 7 million records yearly. Every three months Electrecord representatives have contract talks and meetings with business representatives, the latter ones having previously decided how many copies are to be published of each record. These meetings are without mediators.

Type of promotion: Radio and television are the most important means. Television is dominated by MOR music. "Saptamina," "Flacara," "Trubuna," "Cronica," "Sciteria Tineretului," and "Orizont" have permanent musical columns and charts dedicated to records, concerts and other musical phenomena.

Average retail price per record: Domestic LP's—\$4.00-\$5.60; EP's & singles—\$1.40-\$2.40. Import LP's \$8.80 (from Socialist countries), \$15 (from Indian companies); EP's & singles—\$3.00-\$3.40.

Jukeboxes: 40.

TAPE:

Comment: 8-track is not yet used officially. Cassette & open reel tapes are very popular, especially for the former since the introduction of Romanian cassette players. Blank open reel tape is imported from West Germany (Agfa) and East Germany (Orwo); blank cassette tape is imported from West Germany, East Germany, Hungary, Switzerland, Israel, and Greece.

CONSUMER ELECTRONICS:

Number of homes with: Radios—3,250,000; television sets—3,650,000 (all b&w); phonographs—950,000; color television sets & videotape recorders—"small numbers."

RADIO STATIONS:

No. stations 83.

Comment: 40% of programming is MDR and rock, 35% classical, and 25% folklore.

TELEVISION STATIONS:

No. of stations 294 (39 principal).

Comment: Romania does not yet produce programs in color but the establishment of a color recording station should change this.

IMPORT/EXPORT REGULATIONS:

Record importing and exporting is done by ILEXIM, which imports from Socialist and Indian companies only. Regarding Western music, Electrecord releases records under license. A group of Romanian artists, including Gheorghe Zamfir (Philips) and Catalin Triclea (Ariola), have contracts with Western companies.

• record & tape manufacturers / distributors / importers

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu; Artistic Mgr.: Vasile Sirlu; Music Dept. Chief: Daniela Caraman Florea.

Labels: (Owned) Electrecord; (licensed) B&I (UK), CBS (France), CBS-Sugar (Italy), Delta (Germany), International Shows (France), Juan Valiori (Spain), Metronome (Germany), Montana (Germany), PIPS (Switzerland), Philips (UK), Stop (Italy), Studio 33 (Netherlands), Symphony Tone Prods (Switzerland), Transworld (Switzerland), Trilog (USA). **Int'l reps:** Canada (Archambault), Germany (Bellaphon, Delta), Japan (Victor), Netherlands (Basart), Switzerland (Symphony Tone), USA (Monitor).

I L E X I M, Str. 13 Decembrie nr. 3, 70116 Bucharest 1. Tel: 13.98.75, 15.76.72. Musical Secy: Adrian Stefanescu. (Importer/Exporter)

• music publisher

Editura Muzicala (The Musical Publ'g House), Str. Poiana Narciselor 6, 70718 Bucharest 1. Tel: 13.87.43. Gen. Mgr.: Titus Moisescu.

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu; Prof. Mgr.: Vasile Sirlu.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A R I A (Romanian Agency for Artists' Mgmt.), Str. 16 Ienachita Vacarescu, 70528 Bucharest. Tel: (90) 13.70.08. Telex: 10139. Mgr.: Carol Cozma. Ass't Mgr.: Gheorghe Ravas; Musicologist: Vasile Donose; Foreign Relations Dept. Dir.: Alexandru Dima.

A T M (Association of Artists from Theatrical & Musical Institutions), Blvd. Sclitu Magureanu 1, 70626 Bucharest 6. Tel: 13.41.72/44.99. VP: Diana Cocea; Sec'y: Ana Tobosaru.

Composers' Union (Uniunea Compozitorilor), Str. 2 Constantin Esarcu, Bucharest. Tel: (90) 16-37-47. Pres.: Petre Brancusi; VP's: Zeno Vancea, Romeo Ghircosasu; Sec'y's: Dr. Vasile Tomescu, Theodor Grigoriu, Laurentiu Profeta, Wilhelm Berger.

Socialist Culture & Education Council (Consiliul Culturii si Educatiei Socialiste), Casa Scintei, Piata Scintei 1, 71341 Bucharest 1. Tel: 17.60.10/20. Music Mgr.: Nicolae Calinovic.

LICENSOR, RECORD & TAPE PLATING, PRESSING & PROCESSING PLANT

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu.

TAPE CUSTOM DUPLICATOR

TAPE PACKAGING & LABELING

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec.: Gen. Mgr.: Grigore Petreanu.

Audio: Cassette.

JACKETS & SLEEVES

LABELS, DISK

POLYETHYLENE BAGS

PROFESSIONAL TAPE SUPPLIES

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu. (LP jackets & sleeves; 45, LP & cassette labels; Poly Bags)

• supplies

TAPE, BLANK LOADED & BULK RAW

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu. (Blank only)

Audio: Cassette.

Reprezentanta tehnica-comerciala, Str. Giuseppe Garibaldi 14, Bucharest 1. Tel: 79-62-10/35. Telex: 11695.

Brand name: BASF.

SINGAPORE

Population: 2,420,000

Rate of exchange: 1 (US) = 2.15 Singapore dollars.

Per capita income: \$4,400.

Holidays: New Year's Day, Chinese New Year, Good Friday, May 1 (Labor Day), August 9 (National Day), November 11 (Deepavali), December 25.

RECORDS:

Record sales certification awards: None.

Records sold domestically including imports (retail value): LP's 1980-\$8,100,000.

Average retail price per record: LP's-\$5.20.

Type of distribution: Distribution channels include manufacturer-to-whole-saler-to-retailer and manufacturer-to-retailer. Rack jobbers are extending their operations to cover the outlying districts.

Type of promotion: The main types of promotion are airplay, record company sponsored programs, advertising in relevant magazines, news papers, and tie-ins with movies and discos.

Juliaettes: None (banned).

RADIO STATIONS:

No. of commercial: 2; no. of government: 2.

Comment: Recorded music, mostly MOR and AOR, is featured on radio programs, with other types of music frequently heard on programs sponsored by individual record companies.

TELEVISION STATIONS:

No. of channels: 2 government, 90% color (PAL).

Comment: More musical/variety shows are being aired, most of them are imports from the United States.

IMPORT/EXPORT REGULATIONS:

Records and tapes must be approved by the Controller of Undesirable Publications of the Ministry of Culture. Therefore, objectionable songs (primarily those dealing with drugs and drug-related subjects) are banned.

MARKET ANALYSIS:

Piracy is still a problem. Illegal sales have accounted for as much as 70% of the total market, according to some estimates, but all indications point to a more vigorous enforcement of the copyright law.

Local and ethnic recordings, accounting for roughly 60% of the legitimate market, are still the lifeblood of the record companies. Such recordings include Chinese and Malay material, and their sales level is expected to remain constant, perhaps even to rise.

International repertory consists mainly of MOR and AOR based on United States top 40 programming.

• record & tape manufacturers / distributors / importers

Alby Commercial Ents. Pte. Ltd., 410 Thong Tek Bldg., 15 Scotts Rd., Singapore 0922. (Importer).

Angel, see EMI.

Atlas Sound (Pte) Ltd., UIC Bldg., B 1/3, 5 Shenton Way, Singapore 1. Tel: 220-4484/7064. Telex: 20734.

Borneo Co. Pte. Ltd., PO Box 898, Incapace House, 450/452 Alexandra Rd., Singapore 0511. Tel: 62-5111. Cable: BORNEO. (Importer)

C B S Singapore Pte. Ltd., 214-A Bight Centre, Telok Kurau Rd., Singapore 1542. Tel: 440-8855. Telex: 39007. Area Controller: Terrence Phung.

Capitol, see EMI.

Chiang Hui Co. Pte. Ltd., 195/199 Outram Park, Singapore 0316. Tel: 220-3444, 222-2973. Cable: CHIPMUNKS. Telex: 26785. Chm.; Pielak Chang; Gen. Mgr.: T.T. Quek; Sales Mgr.: Koh Kok Thy.

Labels: (Owned) Echo, Elastic; (represented) Avatar (UK, USA), De-Lite (USA), Delphine (France), Denon PCM (Japan), JVC (Japan), Kinster (Hong Kong), MCA (UK, USA), Toshiba (Japan).

Cogent, see Unisong.

Cosdel (Singapore) Pte. Ltd. (IFPI), Box 538, Crawford PO, Singapore 9119; Units 1C-5C, Block 11, 3rd fl., Kallang Bahru, Kallang Ind'l Estate, Singapore 1233. Tel: 258-9944. Cable: COSDEL. Telex: RS 38704. Chm.; Kenneth L. Cole; Mng. Dir.: S.P. Sim; Sales Mgr.: Willie Lim (Distributor/Importer)

Reg'l headquarters: Hong Kong.

Labels: (Licensed) Cream-Hi (USA), Durium (Italy), Festival (Australia), Lion's Gate, RCA group (USA).

D G, see PolyGram.

Double Up, see EMI.

E M I (Singapore) Pte. Ltd. (IFPI), 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Cable: EMITRON. Telex: RS 25652. Mng. Dir.: Wee Tiong Wah; Financial Dir.: Joseph Khoo; Sales Mgr.: Sahul Hamid.

Home office: England.

Labels: (Owned) Angel, Capitol, Double Up, EMI, Encore, HMV, Harvest, MFP (Music for Pleasure), One Up, Parlophone, Pathe, Regal, Regal Zonophone, Talsman, Waverley; (licensed) Arista (USA), Bronze (UK), Disneyland (USA), Liberty (USA), Motown (USA), RAK (UK), United Artists (USA).

Int'l rep.: Worldwide (EMI).

Eagle, see Teo Kwan.

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S.F. Quek. (Importer)

Label: (Represented) Crystal Clear (USA).

Echo, see Chiang Hui.

Elastic, see Chiang Hui.

Encore, see EMI.

Fontana, see PolyGram.

M M V, see EMI.

Harvest, see EMI.

Hup Hup Sdn. Bhd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 65-1187/1333. Cable: HUPHONIC. Mng. Dir.: Ng Luan Chin; Drs.: Ms. Ng Ay Yin, Ms. Ng Ay Na. (Distributor)

Home office: Malaysia.

Hwee Seng (Pte) Ltd., 219 Kallang Bahru, Singapore 1233. Tel: 258-8322. Cable: AUDIO. Telex: 23611. Sales Mgr.: Robert Tham.

E. S. Isaac & Co. Pte. Ltd., 35-A Hongkong St., Singapore 1. Tel: 438-460/466. Cable: ISAACNCO. (Distributor)

Int'l reps.: France (Vogue), Germany (Teldec), India (Gramophone).

Island Music Dist., Golden Mile Shopping Centre, 7th fl., Suite 5817, Beach Rd., Singapore 7. Tel: 221-9210/9325. Telex: 25466. (Distributor)

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. Local branches: Singapore 0617, G3 Capitol Shopping Centre, N. Bridge Rd. Tel: 338-5659-Singapore 0617, B7/8 Colombo Court, N. Bridge Rd. Tel: 338-4013, 336-2171. (Importer)

Life Rec. Inds. (Pte.) Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 265-1333/1187. Cable: LIFERECORD. Telex: 33581. Whole-sale Dept.: 232 Serangoon Rd. Tel: 293-0129/3404.

M F P, see EMI.

Mercury, see PolyGram.

Music for Pleasure, see EMI.

One Up, see EMI.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see PolyGram.

Polydor, see PolyGram.

PolyGram Recs. Pte. Ltd. (IFPI), 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

Reg'l branch: Malaysia.

Labels: (Owned) DG, Fontana, Mercury, Philips, Polydor, RSO, (represented) A&M, CTI (USA), Capricorn (USA), Charisma (UK), De-Lite (USA), H&L (USA), Jupiter (Germany), MCA (USA), MGM, Metronome, Monument, Pablo (Germany), Rocket, 20th Century (USA), Vertigo, Verve. Int'l reps.: Worldwide (Phonogram, Polydor).

R S O, see PolyGram.

Regal, see EMI.

Regal Zonophone, see EMI.

Scripture Union Christian Book Centre, 36H Prinsep St., Singapore 7. Gen. Mgr.: Winston Yap.

Singapore Audio, 225 Plaza Singapura, 2nd fl., Orchard Rd., Singapore 9. Talsman, see EMI.

Teo Kwan Electric Recs. Co., 17 Dhoby Ghaut, Singapore 9. Tel: 360-402, 328-265. Cable: KWANGELECT.

Label: (Owned) Eagle.

Tony, see Tony Wong.

Unisong Pte. Ltd., Shaw Towers, No. 125, Beach Rd., Singapore 7. Tel: 293-4379. Gen. Mgr.: Kuek Sol Tee; Sales Mgr.: Tay Chor Huan.

Labels: (Owned) Cogent, Unisong.

W E A Recs. Pte. Ltd., Shaw Towers, 20th fl., Suite 2009, 100 Beach Rd., Singapore 0718. Tel: 294-2601. Cable: WEARECORD. Telex: 25958. Financial Controller: Yip Yuen Han; Gen. Mgr.: Jimmy Wee; Sales Mgr.: Ronne Loh.

Home office: USA.

Labels: (Licensed) Asylum, Atco, Atlantic, Big Tree, Cotillion, Dark Horse, Elektra/Asylum, Island, Planet, RFC, Reprise, Scotti Bros., Sire, Swan Song, Warner Bros., Whitfield.

Waverley, see EMI.

Tony Wong Co. (Pte.) Ltd. (IFPI), 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong; Gen. Mgr.: Chow Yue Teng; Sales Mgr.: Eddy Chew.

Label: (Owned) Tony.

Int'l reps.: Hong Kong (Wing Hing), Indonesia (P.T. Padang), Thailand (Lepso).

• music publishers

E M I Music Publ'g (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Cable: EMITRON. Telex: RS 25652. Mng. Dir.: Wee Tiong Wah; Financial Dir.: Joseph Khoo; Prof. Mgr.: Adeline Fong. Intersong Far East Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

W E A Music Pte. Ltd., Shaw Towers, 20th fl., Suite 2009, 100 Beach Rd., Singapore 0718. Tel: 294-2601. Cable: WEARECORD. Telex: 25958. Financial Controller: Yip Yuen Han; Gen. Mgr.: Jimmy Wee.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

• services

PLATING, PROCESSING & PRESSING PLANTS

E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Mng. Dir.: Wee Tiong Wah.

Hardie Trading (Servs.) Pty. Ltd., 100 Hillview Ave., Singapore 2366. Tel: 469-4822. Cable: HARDIETRAD. Telex: RS 23751. Mgr.: M.G. Buscombe.

Life Rec. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Luan Chin.

PolyGram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. (Pressing only)

Home office: Malaysia, UNI.

Unique Art Record Ind'l Ents. Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-5166/4230. Cable: CASCTCO. Telex: RS 35131. Pres.; Keng Hui Chuan; Sales Mgr.: S.T. Tsai.

RECORD PROMOTION

Gabco Pte. Ltd., 22 Jalan Hitam Manis, Singapore 1027. Tel: 633-005. Cable: GABBY. Telex: RS 25707. Chm.: Philip C.M. Seow; Gen. Mgr.: Jacqueline Fong; Sales Mgr.: Cindy Chang.

Rediffusion (Singapore) Pte. Ltd., 182 Clemenceau Ave., Singapore 0923. Cable: REDIFFUSE. Mng. Dir.: Jack Snowden; Gen. Mgr.: Noel Symons; Programme Controller: Ong Su Tow.

TAPE CUSTOM DUPLICATORS

E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Mng. Dir.: Wee Tiong Wah.

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S.F. Quek.

Audio: Cassette.

Video: 2" quad, 1" helical, 1/2" Beta & VHS cassette.

Life Recs. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Luan Chin.

Audio: Cassette.

Orari Nampo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.

Audio: cassette.

PolyGram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 22. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

Rediffusion (Singapore) Pte. Ltd., 182 Clemenceau Ave., Singapore 0923. Cable: REDIFFUSE. Telex: 24114. Mng. Dir.: Jack Snowden; Gen. Mgr.: Noel Symons; Programme Controller: Ong Su Tow.

Audio: Cassette, open reel.

Unimagnetic Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASCTCO. Telex: RS 35131. Dir.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira.

Audio: 8-tr., cassette.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

Audio: 8-tr., cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Home office: Malaysia, UNI.

Audio: All plastic parts.

Unimagnetic Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASCTCO. Telex: RS 35131. Dir.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira.

Audio: Cassette parts.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

Audio: All 8-tr. & cassette parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer)

Orari Nampo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.

Audio: 8-tr. & cassette.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Home office: Malaysia, UNI.

Brand name: UNI-EL MAR.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

Audio: TONY 8-tr., cassette.

JACKETS & SLEEVES

LABELS, DISK

Craft Print Pte. Ltd., PSA Multi Storey Complex, Unit 513, Block 3, 5th fl., Pasir Panjang Rd., Singapore 0511. Tel: 275-1816. Cable: CRAFTPRINT. Telex: 26862. Dir.: Dora Ong; Gen. Mgr.: Charlie Chan.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Home office: Malaysia, UNI.

RECORD MANUFACTURING EQUIPMENT

Hardie Trading (Servs.) Pty. Ltd., 100 Hillview Ave., Singapore 2366. Tel: 469-4822. Cable: HARDIETRAD. Telex: RS 23751. Mgr.: M.G. Buscombe. (Importer)

Product: Transco master recording blanks.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Home office: Malaysia, UNI.

Brand name: FINEBILT.

TAPE, BLANK LOADED & BULK RAW

Agfa, see East Asiatic.

Amplex, see Eastland.

B A S F, see Jebsen & Jessen.

East Asiatic Co. Pte. Ltd., Agfa-Gevaert Dept., Finlayson House, 1st fl., Raffles Quay, Singapore 1. Tel: 981201. Telex: 21234. Agfa-Gevaert Dept. Dir.: Andrew Heng Seng Par.

Audio: Blank-AGFA compact-cassette, open reel; raw-cassette, broadcast, studio.

Video: AGFA cassette, open reel.

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S.F. Quek.

Audio: Raw-AMPEX cassette, open reel.

Intermagetics Singapore Pte. Ltd., Woodlands Factory Bldg., Block 15, No. 10, Rd. 9, Marsiling Ind'l Estate, Singapore 25. Contact: Mr. Lian.

Jebsen & Jessen (Singapore) Ltd., PO Box 2444, Supreme House, 10th fl., Penang Rd., Singapore 9. Tel: 32-8361. Cable: JEBJESSEN. Telex: 21487. Dir.: A. Pons.

Audio & Video: BASF cassette, open reel.

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer) (Blank only)

Audio & Video: Cassette.

Orari Nampo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.

Audio: 8-tr. & cassette.

Sankei, see Unimagnetic.

Tony, see Tony Wong.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Home office: Malaysia, UNI.

Audio: 8-tr., cassette.

Unimagnetic Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASCTCO. Telex: RS 35131. Dir.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira. (Blank Only)

Audio: SANKEI cassette.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

Audio: TONY 8

TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S. F. Quek. Audio: AMPEX, PENTAGON duplicators.

Jebesen & Jessen (Singapore) Ltd., PO Box 2444, Supreme House, 10th fl., Penang Rd., Singapore 9. Tel: 32-8361. Cable: JEBJESSEN. Telex: 21487. Dir.: A. Pons. Audio: BASF pancakes.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Audio: ED-PIC, KING duplicators, winders.

• accessories

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S.F. Quek. Product: Record-record care prods., replacement styl; Tape-head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio & video).

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer)

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Product: Record-record care prods.; Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

• store fixtures

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Product: Tape display racks.

SOUTH AFRICA, REPUBLIC OF

Population: 23,771,970.

Rate of exchange: \$1 (US) = 0.95 rand.

Per capita income: \$1,316

Holidays: January 1, April 6 (Founders Day), April 9 (Good Friday), April 12 (Family Day), May 20 (Ascension Day), May 31 (Republic Day), October 10 (Kruger Day), December 16 (Day of the Vow), December 25 (Christmas), December 26 (Day of Goodwill).

RECORDS:

Record sales certification awards: Gold single—25,000 units, platinum single—100,000 units. Gold LP—20,000 units, platinum LP—50,000 units

Records sold domestically including imports (retail value): LP's 1981—4,225,255 units, \$44,365,186. 1980—\$44,538,792. Singles 1981—5,901,654 units, \$12,393,474. 1980—\$13,635,954

Records imported from USA: 1980—416,015 units.

Records imported from countries other than USA: 1980—269,989 units

Average retail price per record: LP's—\$7.98, singles—\$1.57.

Record club sales: None

Discounting: Frequent

Type of distribution: Manufacturer-to-retailer. Rank jobbing through national chain stores accounts for a large percentage of sales.

Type of promotion: Radio is the main promotional medium. National charts are compiled weekly by Springbok Radio. Television features two weekly programs, "Pop Shop" and "Easy Beat," both with film clips of international and local artists. International artists on tour are interviewed on television. Some newspapers regularly publish supplements on all facets of the entertainment industry. A number of local pop magazines are published.

Jobboxes: 500

TAPE:

Market: Cassettes have completely superseded 8-track. Cassette player/

recorders and radio cassette player/recorders for portable and auto use, along with the more technically elaborate music centers, are widely available in the marketplace. There seems to be an increase in popularity in cassette players of the Sony Walkman type.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—3,176,321 units, \$33,351,371; 1980—\$29,235,618

Pre-recorded tape imported from USA: 1980—49,285 units.

Pre-recorded tape imported from countries other than USA: 117,581 units.

Average retail price per tape: Cassette—\$7.89

CONSUMER ELECTRONICS:

Number of homes with: AM/FM radios—2,500,000 (55%), television sets 1,500,000 (33%), 1,300,000 color, 200,000 b&w; phonographs—2,000,000 (44%), audio tape recorders—1,000,000 (22%)

RADIO STATIONS:

No. of independent channels: 3. SABC channels 16

Comment: Pop, MOR, classical and indigenous African records are used for a very substantial part of SABC's radio programs, particularly on Radio 5 (a 24-hour pop music station) and the regional music stations—Radio Highveld, Port Natal and Radio Good Hope—and on the programs for African people in seven tribal languages. The independent Capitol Radio, based in Transkei, and Channel 702 in Bophutswana are also record music stations.

TELEVISION STATIONS:

No. of channels: 2 commercial (SABC), 100% color (PAL)

Comment: 1982 saw the start of a second channel—the joint Channel TV2/3—which serves the Nguni/Sotho language groups. Additional channels for other African language groups such as Zulu Khoza and Tswana are planned for the future. TV2/3 telecasts thirty hours per week, while TV1 telecasts fifty hours per week. The latter features programs in English and Afrikaans. Both channels present news and entertainment shows, documentaries, drama, opera, ballet, the arts, orchestral concerts, and religious and children's programs.

IMPORT/EXPORT REGULATIONS:

Import permits are required for records. Custom duty is 10% of FOB and 30% excise duty. Import permits are not required for pre-recorded tapes. Custom duty is 20% on FOB and 30% excise duty plus a surcharge of 10% of FOB. Usual shipping documents are required. Export credit insurance and forward exchange cover are available.

MARKET ANALYSIS:

The record industry shared in the high level of economic activity and consumer spending in South Africa in 1981. The longtime popularity of country music is even more on an upward curve, a trend substantiated by television and radio programs and by country music festivals. There is a revival in old-time jazz, and jazz clubs have a steady following. Rock and roll and pop music have maintained their popularity. Sales of records by black artists of indigenous music continued their upward swing. In fact, South African recordings in general now have a major influence in sales patterns due in part to sophisticated and technically advanced studio productions. Home taping continues to be a problem and as in all other countries the industry has made representations for a royalty levy on sales of blank tapes and hardware. **Bill Brooks**

• record & tape manufacturers / distributors / importers

Africa, see B&S.

Akulalwa, see EMI Music South Africa.

Amahubu, see WEA

Angel, see EMI Music South Africa.

Asylum, see WEA.

Alco, see WEA.

Atlantic, see WEA.

Auckland Park, see Gallo.

B & S Int'l, see B & S Music.

B & S Music Pty. Ltd., 16 Edward St., Regents Park, Johannesburg. Tel: 26-5010. Mng. Dir. & Sales Mgr.: Ernest Schroder. Gen. Mgr.: Thokoza Memele.

Labels: (Owned) Africa, B&S Int'l, Platinum, Promise, Rejoice, Thokoza Int'l rep.: USA (Copyright Serv. Bureau).

Beat City, see WEA

Betel, 385 Voortrekkers Rd., Pretoria 0084 Contact: Robbie Engelbrecht.

Label: (Represented) Word (USA).

Black Cat, see CPP.

Black Hi Lights, see Gallo.

Black Music, see CCP.

Blue Note, see EMI Music South Africa.

Brigadiers, see EMI Music South Africa.

Brotherhood Recs (Pty.) Ltd., 480 Co'k Ave., Ferndale, Randburg, 2194

Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 424841

Mng. Dir.: Grahame Beggs; Gen. Mgr.: Jenni Harris

Labels: (Owned) Brotherhood, (represented) Afe.

Buffalo, see David Gresham

Bullet, see CCP.

Butterfly, see Gramophone

C B S, see Gramophone.

C P P Rec. Co. (Pty.) Ltd., 32 Steele St., Steedeale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDNBOX. Telex: 8-7406. Mng. Dir.: K. Haycock.

Labels: (Owned) Black Cat, Black Music, Bullet, CCP, Hi Trax, Horse, Hot Stuff, Intuhuko, Lake Victoria, Mabob City, Reggae, Spes Bona, Yashingoma, Zimbabwe, (licensed) Creole (UK), De-Lite (USA), Greensleeves (UK), Salsoul (USA), Stuff (UK).

Capitol, see EMI Music South Africa.

Chocolate City, see WEA.

Church, see Teal.

City Special, see Teal.

Columbia, see EMI Music South Africa.

Contempo, see EMI Music South Africa.

Cool Blue, see EMI Music South Africa.

Cotillon, see WEA.

Country Music, see Gallo.

D G P Int'l, see David Gresham.

Double-Up, see EMI Music South Africa.

Dynamite, see EMI Music for Pleasure.

EMI Music South Africa (Pty.) Ltd. (IFPI), 32 Steele St., Steedeale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDNBOX. Telex: 4-21190.

Mng. Dir.: C. R. Kelly; Mktg. & Rep. Dir.: Allan McInnes.

Labels: (Owned) Akulalwa, Angel, Blue Note, Brigadiers, Capitol, Colum

ba, Contempo, Cool Blue, Double-Up, EMI, EMI America, EMI Int'l, Goli,

Gull, HMV, Harvest, Jamlot, Kaya-Lam, N'Kanyazi, Odeon, One-up, Oz, Parlophone, Purple, Regal-Zonophone, Ring, Safari, Shona Langa, Starline, Stateside, Swinger, Umsakazo, United/Liberty, Zodiac; (licensed foreign) BBC (UK), Chiswick (UK), Orignal (Australia), Powderworks (Australia), Purple (UK), RAK (UK), Radial Choice (UK), Wizard (Australia)

EMI Music for Pleasure (Pty) Ltd (IFPI), 32 Steele St., Steedeale, Johannesburg 2000 Tel (11) 613 2011. Cable: SOUNDNBOX. Telex: 87409. Mng. Dir. Neville Bugnaut, Sales Dir. B. O. Bothma, Mktg. Dir. Johan du Plooy.

Labels: (Owned) Dynamite, Flame, Mellow Mood, Skyline, (licensed foreign) Classics for Pleasure, Music for Pleasure, Music Way, Sounds Superb (all UK)

Elektra, see WEA

Embassy, see Gramophone

Emdubane, see Gramophone

Epic, see Gramophone.

Epidemic, see RPM

Explosion, see RPM

Ezomdabu, see Gallo

Fast Move, see RPM

Flame, see EMI Music for Pleasure

Freeway, see Music Incorporated

Friends, 16 Clamart Rd., Richmond, Johannesburg 2029 Tel (11) 786-7364, 726-8095 Telex: 960-420-967.

Label: (Represented) Mobile Fidelity (USA)

G R C, see Gramophone.

Gallo Recs (Pty.) Ltd., PO Box 6216, 130 Kerk St., Johannesburg 2000 Tel (11) 28-2400 Cable: GALLDTONE Telex: 83053. Mng. Dir. Peter Gallo.

Gen. Mgr.: Fred Bugnaut; A&R & Mktg. Mgr.: Ivor Haarbarger

Labels: (Owned) Black Hi Lights, Ezomdabu, Gallo, Motella, Soul Jazz,

Spades; (licensed domestic) Auckland Park, Country Music; The Sun; (li-

icensed foreign) Applause (USA), Arcade (UK), Baby (Italy), Becket (USA), Bronze (UK), CTI (USA), Capasetic (UK), Chrysalis (UK), Delphine (France), Disney (USA), Handshake (USA), Hansa (Germany), Hispavox (Spain), MCA (USA), Ronco (UK), Sam (USA), Telefunken (Germany)

Go Go, see Teal.

Goli, see EMI Music South Africa

Good as Gold, see Reville

Gramophone Rec. Co. (Pty.) Ltd (GRC) (IFPI), PO Box 2445, 132 Kerk St., Johannesburg. Tel: (11) 37-2827. Cable: AFRICORD Telex: 8-D153 Mng. Dir.: Percy Golembi. Gen. Mgr. & Sales Mgr.: John De Beer; A&R Mgr. Fred Pearson.

Labels: (Owned) Butterfly, CBS, Embassy, Emdubane, Epic, GRC, HVN, Harmony, Imbong, Intuhuko, Jive Marabi, Masterpiece, Portrait, Soul Train, (licensed) Caribou, GTO, Jet, Krshtner, Monument, Ode, Philadelphia Int'l, Prelude, TK, T-Neck, Tappan Zee (all USA).

David Gresham Prod's (Pty.) Ltd., PO Box 626, Zone 2000, 30 Eloff St., Johannesburg 2001. Tel: (011) 21-5029 Cable: DAVEGRESH Telex: 8-3645. Chm & Mng. Dir.: O. Gresham; Sales Mgr. Allan Goldswain; A&R Dir. Dennis East, Prod'r Julian Laxton; Mktg. Dir.: Charles Kuehn

Int'l branch: USA.

Labels: (Owned) Buffalo, DGP Int'l, Mpumelelo, NTU, Nitty Gritty, (li-

icensed foreign) Energy (UK), Montage (USA), Philly World (USA), Red Bus (UK), State (UK).

Gull, see EMI Music South Africa

H M V, see EMI Music South Africa.

H V N, see Gramophone.

Harmony, see Gramophone

Harvest, see EMI Music South Africa.

Highway Soul, see WEA.

Hi Trax, see CCP

Hi! Special, see Teal

Horse, see CPP.

Hot Beat, see RPM

Hot Music, see Music Incorporated.

Hot Stuff, see CCP

Imbong, see Gramophone

Ingagasi, see Teal.

Ingwenya, see WEA.

Intuhuko, see CCP & Gramophone.

Invisible Church Investments, 65 Prince Alfred St., Durbin 4001. Tel (031) 37-5414.

Label: (Represented) Maranatha! (USA)

Ipi Tombi, see Teal.

Jamlot, see EMI Music South Africa

Jive Marabi, see Gramophone.

Jo'Burg Recs. & Music Publ'g (Pty.) Ltd., PO Box 93005, Yeoville, Johannesburg 2143. Tel: (011) 41-6070. Mng. Dir.: Stan Cohen.

Labels: (Owned) Jo'Burg, King, R&T, Sounds of Soul, Soweto.

Kalahari, see Teal.

Kaya-Lam, see EMI Music South Africa.

King, see Jo'Burg.

Knockout, see RPM.

Lake Victoria, see CCP

Mabob City, see CPP.

Magic of Music, see Teal

Maphuta, see Teal.

Märner Music (Pty.) Ltd., Box 28530, Sunnyside, Pretoria 0132. Tel: (012) 44-1558. Cable: MUSIPUB. Telex: 8-0153. Pres. & Gen. Mgr.: Robert

Schroeder; Sales Mgr. Roy Bulkin.

Label: (Owned) Rob Roy.

Int'l rep.: Australia (Festival).

Masterpiece, see Gramophone.

Mellow Mood, see EMI Music for Pleasure.

Minc, see Music Incorporated.

Moonlight, see Teal.

Motella, see Gallo.

Mpumelelo, see David Gresham.

Music Incorporated (Pty.) Ltd., PO Box 39950, Bramley, Johannesburg 2018. Tel: (011) 37-9446. Telex: 8-9602. Mng. Dir.: Hifton Rosenthal

Labels: (Owned) Freeway, Hot Music, Minc, Sound Rays; (licensed foreign) WMOT (USA).

Music Machine, see Teal

N T U, see David Gresham

Nitty Gritty, see David Gresham

N'Kanyazi, see EMI Music South Africa.

Nonesuch, see WEA.

Odeon, see EMI Music South Africa

One-up, see EMI Music South Africa.

One Way, see Reville.

Oz, see EMI Music South Africa.

Palm, see Revelation

Parlophone, see EMI Music South Africa

Southern Music Publishing Co.
(South Africa) Pty. Ltd.
Johannesburg,
Republic of South Africa

Plastik, see Teal.
 Platinum, see B&S.
 Plum, see Teal.
 Portrait, see Gramophone.
 Pride, see WEA.
 Promise, see B&S.
 Purple, see EMI Music South Africa.
 R P M Rec Co (Pty) Ltd. (IFPI), RPM House, PO Box 2807, Zone: 2000: 62 Goud St., Johannesburg 2001. Tel: (11) 29-2583. Cable: PHONOSOUND. Telex: 8-0859. Exec. Chm.: Matt Mann, Mng. Dir.: Ivor Schlossberg; Sales Mgr.: Peter Cooke; Musical Dir.: Dan Hill.
Labels: (Owned) Cafe Society, Epidemic, Explosion, Fast Move, Hot Beat, Knockout, RPM, Shumba, Spotlight; (Licensed) A&M (UK, USA), Ariola (worldwide), Arista (UK, USA), Bearsville (USA), DJM (UK), Ice (UK), Island (UK), Magnet (UK), Motown (UK, USA), Savoy (USA).
Int'l reps: Austria, Germany, Switzerland (all Teldec); Benelux (Ariola).
R & I, see Jo'Burg.
 The Record Centre, E14 Old Mutual Centre, Exchange Place, Cape Town 8001. Tel: 43-5258. Mng. Dir.: Andrew McKenzie. (Distributor/Importer/Exporter)
 Regal Zonophone, see EMI Music South Africa
 Reggae, see CCP.
 Reprise, see B&S.
 Reprise, see WEA.
 Rev, see Reveille.
 Reveille Recs (Pty) Ltd., PO Box 261141, Johannesburg 2023. Tel: (011) 23-5276/1866. Mng. Dir.: Audrey Smith.
Labels: (Owned) Good as Gold, One Way, Rev, Reveille.
 Revelation Rec's (Pty) Ltd., PO Box 32414, Braamfontein, Johannesburg 2017. Tel: (011) 724-0511. Mng. Dir.: Gavin Morkel; Gen. Mgr.: Rob Hooller; Sales Mgr.: J. Woodrow.
Labels: (Owned) Palm, Revelation, Sonskyn; (Licensed) Benson, Birth Right, Bread 'n Honey, David Ingles, Len Mink, Lamb & Lion, Malaco, Newpax, Paragon, Refuge.
Ring, see EMI Music South Africa.
 Rob Roy, see Marner.
 Safari, see EMI Music South Africa.
 Shona Langa, see EMI Music South Africa.
 Shumba, see RPM.
 Skyline, see EMI Music for Pleasure.
 Sonskyn, see Revelation.
 Soul Jazz, see Gallo.
 Soul Soul, see Teal.
 Soul Train, see Gramophone.
 Sound Rays, see Music Incorporated.
 Sounds of Soul, see Jo'Burg.
 Soweto, see Jo'Burg.
 Spades, see Gallo.
 Spes Bona, see CCP.
 Spotlight, see RPM.
 Starline, see EMI Music South Africa.
 Stateside, see EMI Music South Africa.
 The Sun, see Gallo.
 Sunshine Recs. (Pty) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 4-24841. Mng. Dir.: Graham Beggs; Gen. Mgr.: Jenni Harris.
Label: (Owned) Sunshine, (represented) Abba.
 Swinger, see EMI Music South Africa.
 Symphonia Studios Pty. Ltd., PO Box 656, Bedford View 2008. Tel: 53-4225. Telex: 8-3260. Mng. Dir.: H.M. Zaczek.
Label: (Licensed foreign) Sheffield (USA).
 Teal Rec. Co. Ltd. (IFPI), PO Box 4105, 130 Kerk St., Johannesburg 2000. Tel: (011) 28-2400. Cable: TEALREC. Telex: 8-0312. Chm.: A.G.J. McGrath; Mng. Dir.: P.A. Gallo; Gen. Mgr.: I. Nathan; Promo. Mgr.: A. Marshall; PRO: H.R. Friedman; Prod'n Mgr.: C. Halgryn.
Labels: (Owned) Church, City Special, Go Go, Hit Special, Ingagasi, Kalahari, Magic of Music, Maputha, Moonlight, Music Machine, Plastik, Plum, Soul Soul; (Licensed domestic) Ipi Tombi, (Licensed) Attic (USA), Awendo Rakedo (Kenya), Boardwalk (USA), Durium (Italy), Fantasy (USA), Golden Hour (UK), Koth Kyombi (Kenya), Kung Fu (Kenya), Malaco (USA), Milestone (USA), PRT (UK), Prestige (USA), RCA (USA), Stax (USA), Sugar Hill (USA), Vogue (France).
 Thokoza, see B&S.
 Trutone Music (IFPI), PO Box 9299, Zone: 2000: 132 Kerk St., 5th fl., Johannesburg 2001. Tel: (11) 29-7149. Telex: 89727. Mng. Dir.: Bruce Mackenzie; Mktg. & Sales Gen. Mgr.: Geoff Carman; A&R Mgr.: Cheryl Van Blerck; Classical Mgr.: Bernie Snyman; Local Exec. Prod'r: Emil Zoghby.
Labels: (Owned) Trutone; (Licensed) Archiv (Germany), Caedmon (USA), Casablanca (USA), Charisma (UK), DG (Germany), Decca, ECM (Germany), EG (UK), Fono, Fontana (Netherlands), Heads, Heliodor (Germany), Inner City (USA), Karussell (Germany), K.Tel, MGM (USA), MPS (Germany), Mercury (USA), Metronome, Pablo (USA), Philips (Netherlands), Pickwick, Polydor (Germany), Privilege (Germany), RKO (UK), Ricordi, Rocket (UK), Spoken Arts (USA), Teldec, Turnabout (UK), Vertigo (UK), Verve (USA, Japan), Vox (USA).
Int'l reps: Worldwide (Phonogram & Polydor).
 The Turntable (Pty) Ltd. (IFPI), PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)
 Umsakazo, see EMI Music South Africa.
 United/Liberty, see EMI Music South Africa.
 WEA Recs. (Pty) Ltd. (IFPI), PO Box 17356, Hillbrow 2038; 20 Ridge Rd., Parktown, Johannesburg 2193. Tel: (011) 643-3141. Cable: WEAR. EDCORSA. Telex: 4-24139. Mng. Dir.: Derek Hannan; Financial Dir.: Michael Oldfield.
Home office: USA, WEA Int'l.
Labels: (Owned) Amahubu, Asylum, Atco, Atlantic, Beat City, Chocolate City, Cotillion, Elektra, Highway Soul, Ingwenya, Nonesuch, Pride, Reprise, WEA Int'l, Warner Bros.; (Licensed foreign) Beggars Banquet (UK), Dark Horse (USA), Lightning (UK), Logo (UK), Luapula (Zambia), Dyeoyo Ringo (Kenya), Radar (UK), Riva (UK), Shungu (Zimbabwe), Sire (USA), Swan Song (USA).
 Warner Bros., see WEA.
 Word of Life Wholesale, PO Box 698, Florida 1710. Tel: (011) 672-1192. Chief Exec.: R.B. Beeson; Gen. Mgr.: Miss C. Christopherson.
Label: (Represented) Singcord (USA).
 Yashingoma, see CCP.
 Zimbabwe, see CCP.
• music publishers

hannesburg 2001. Tel: (11) 23-5276, 23-1866. Chief Exec.: Audrey Smith.
 Angela Music Publ'g Co. (Pty) Ltd., 4 Goudvrs Rd., Melrose N., Johannesburg 2196. Tel: (11) 788-6094. Telex: 4-25063. Mng. Dir.: Terry Dempsey; Gen. Mgr.: Carrie Dempsey.
 B & S Music Publ'rs Pty. Ltd., 16 Edward St., Regents Park, Johannesburg. Tel: (11) 26-5010. Mng. Dir. & Gen. Mgr.: Ernest Schroder; Prof. Mgr. Thokoza Memela.
 Breakaway Music Co. (Pty) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 4-24841. Mng. Dir.: Graham M. Beggs; Gen. Mgr.: Jenni Harris.
 Cherry Lane Music Co. (Pty) Ltd., PO Box 379, 239 Alfeskor Bldg., 32 Third Ave., Wynberg Sandton, Bergvlei 2012. Gen. Mgr.: Anton Alberts.
 City Limits Music, see Minc.
 Clan Music Publ'g Co. (Pty) Ltd., PO Box 2807, Zone: 2000: 62 Goud St., Johannesburg 2001. Tel: (11) 29-2583. Cable: PHONOSOUND. Telex: 8-0859. Chm. & Mng. Dir.: Matt Mann; Gen. Mgr.: Robbe Kallenbach.
 EMI Brigadiers Music (Pty) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: ABEEMUSIC. Telex: 87409. Mng. Dir.: Clive Kelly; Gen. Mgr.: R. Kallenbach; Prof. Mgr.: Joe Nofal.
 EMI Music Publ'g (South Africa) (Pty) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: ABEEMUSIC. Telex: 87409. Mng. Dir.: Clive Kelly; Gen. Mgr.: R. Kallenbach; Prof. Mgr.: Joe Nofal.
 Essex Music Group (Pty) Ltd., PO Box 6857, Johannesburg. Tel: (11) 728-7365. Cable: SEXMUS. Mng. Dirs.: Kevin J. O'Hara, David Platz, Howard Richmond.
 Gallo Music (Music Publ'g Co. of Africa Pty. Ltd.) (SAMRO), PO Box 6216, 130 Kerk St., Johannesburg 2000. Tel: (11) 28-2400. Cable: MUSIPIUB. Telex: 83053. Mng. Dir.: Peter Gallo.
 Goldrush Music, see Angela.
 Intersong (Pty) Ltd., PO Box 10678, 130 Kerk St., Johannesburg 2000. Tel: (11) 37-6480. Cable: BELINDSONG. Telex: 8-0153. Dir. & Gen. Mgr.: A.M. Heatlie.
 Jo'Burg Recs. & Music Publ'g (Pty) Ltd. (SAMRO), PO Box 93005, Yeoville, Johannesburg 2143. Tel: (011) 41-6070. Mng. Dir.: Stan Cohen.
 Jonathan Music (South Africa) (Pty) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Chm.: Barry Kimberley; Mng. Dir.: Kevin O'Hara; Dir.: Vicky Bentsch-Kimberley.
 Jordan Music (Southern Africa) (SAMRO), PO Box 32414, Braamfontein, Johannesburg. Tel: (011) 724-0511. Mng. Dir.: Gavin Morkel; Gen. Mgr.: Rob Hooller; Prof. Mgr.: Liz Dugan.
 Juluka Music, see Minc.
 Laetrec Music Ltd., PO Box 6216, Zone: 2000: Gallo Centre, 2nd fl., 130 Kerk St., Johannesburg 2001. Tel: (11) 28-2400. Telex: 83053. Mng. Dir.: Peter Gallo; Gen. Mgr.: John Edmond.
 Little Monster Music (Pty) Ltd. (SAMRO), PO Box 626, Johannesburg 2001. Tel: (011) 21-5029, 21-5041. Cable: DAVEGRESH. Telex: 8-3645. Mng. Dirs.: Dennis East, David Gresham, Dirs.: A. Goldswain, J. Laxton; Gen. Mgr.: Dennis East; Prof. Mgr.: Pat Challis.
 MCA Music (Africa) (Pty) Ltd., PO Box 6216, Johannesburg 2000. Tel: (11) 28-2400. Cable: LEEDSMUSIK. Telex: 8-3053. Dir.: Peter Gallo; Gen. Mgr.: Peter Loes.
 Minc Music, PO Box 39950, Bramley, Johannesburg 2018. Tel: (011) 37-9446. Telex: 8-9602. Mng. Dir.: Hilton Rosenthal.
 Ivan Mogull Music (South Africa) (Pty) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Dirs.: Ivan Mogull, Kevin J. O'Hara.
 Musicpiece Publ'rs (Pty) Ltd. (NORM, SAMRO), PO Box 11254, Zone: 2000: 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDNBOX. Telex: 8-7409. Mng. Dir.: Clive Calder; Mgr.: R. Kallenbach; Prof. Mgr.: Joel Nofal.
 David Platz Music (South Africa) (Pty) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Dirs.: David & Paul Platz, Kevin O'Hara.
 Plymouth Music (Pty) Ltd. (SAMRO), PO Box 11254, Zone: 2000: 32 Steele St., Steeledale, Johannesburg 2001. Tel: (011) 613-2011. Cable: ABEEMUSIC. Telex: 87409. Dir.: B. Papert; Gen. Mgr.: R. Kallenbach; Prof. Mgr.: Joe Nofal.
 Reveille Music (Pty) Ltd., PO Box 261141, Johannesburg 2023. Tel: (011) 23-5276/1866. Mng. Dir.: Audrey Smith; Gen. Mgr.: Leslie Madings; Prof. Mgr.: Laura Bernstein.
 Robroy Music, Box 28530, Sunnyside, Pretoria 0132. Tel: (012) 44-1558. Cable: MUSIPIUB. Telex: 8-0153. Dir. & Gen. Mgr.: Robert Schroeder; Prof. Mgr.: Roy Bulkin.
 Southern Music Publ'g Co. (SA) (Pty) Ltd., 62 St Patrick's Rd., Houghton, Johannesburg 2198. Tel: 648-5404. Cable: SOUTHMUSIC. Dir.: Glyn Taylor.
 Tradelius & Co., PO Box 3159, Durban 4000. Tel: (031) 69137. Cable: AC CORDID. Telex: 6-0389. Pres.: H. Tradelius; Int'l Div. Dir.: E. Rasch; Prof. Mgr.: Ronald Chetty.
 Warner Bros. Music (South Africa) (Pty) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Dirs.: Kevin J. O'Hara, Derek Hannan, Chuck Kave, Leonard Golove.
 Yackama Music (SAMRO), PO Box 626, Johannesburg 2000. Tel: (011) 21-5029. Cable: DAVEGRESH. Telex: 8-3645. Chm. & Mng. Dir.: David Gresham; Dirs.: Allan Goldswain, Thomas J. Masring.
• sheet jobber / supplier
 Tradelius & Co., PO Box 3159, Durban 4000. Tel: (031) 69137. Cable: AC CORDID. Telex: 60389. Pres.: H. Tradelius; Int'l Div. Dir.: E. Rasch.
• services
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Association of the Southern African Photographic Ind. (ASAPI), PO Box 5411, Johannesburg. Tel: (11) 613-2011. Sec'y: W. Brooks.
 Southern African Record & Tape Dists. Ass'n, PO Box 8213, Johannesburg 2000. Tel: (11) 613-2011. Telex: 87409. Chm.: C.R. Kelly; Sec'y: W. Brooks.
LICENSING ORGANIZATIONS, MUSIC
 D A L R O (Dramatic, Artistic & Literary Rights Org. Pty. Ltd.), PO Box 9292, Johannesburg 2000; SAMRO House, DeBeer & Juta Sts., Braamfontein 2001. Tel: 725-2580. Cable: LITTERA. Mng. Dir.: Gideon Roos. (Performing, recording & reprographic rights for literary, dramatic & artistic works)
 N O R M (National Org. for Reproduction Rights in Music in Southern Africa Ltd.), PO Box 4378, Zone: 2000: 1017 Bosman Bldg., 99 Eloff St., Johannesburg 2001. Tel: (011) 29-0627. Chm.: George Hardie; Sec'y: Kathleen Webb. (Mechanical rights only)

S A M R O (Southern African Music Rights Org. Ltd.), PO Box 9292, Johannesburg 2000; SAMRO House, De Beer & Juta Sts., Braamfontein 2001. Tel: 725-2580. Cable: ACISUM. Telex: 424653. Mng. Dir.: Gideon Roos. (Performing rights only).
 S A R R A L (South African Rec'g Rights Ass'n Ltd.), PO Box 4378, Zone: 2000: 1017 Bosman Bldg., 99 Eloff St., Johannesburg. Tel: (11) 29-0627. Cable: MECRIGHTS. Telex: 83687. Mng. Dir.: G.R. Hardie. (Mechanical rights only).
PLATING, PROCESSING & PRESSING PLANTS
 EMI Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDNBOX. Telex: 87406. Factory Dir. & Gen. Mgr.: E. Cumings.
 Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Telex: 83053. Dir.: Peter Gallo. (Pressing only).
RECORD PROMOTION
 The Turntable (Pty) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke.
TAPE CUSTOM DUPLICATORS
 EMI Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDNBOX. Telex: 87406. Factory Dir. & Gen. Mgr.: E. Cumings.
 Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Telex: 83053. Dir.: Peter Gallo.
Audio: 8-tr., cassette.
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette.
 Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Bruce Mackenzie.
Audio: Cassette.
• supplies
CARTRIDGE & CASSETTE PARTS
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette pulleys, hubs, cushion foils.
 Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Bruce Mackenzie.
Audio: Cassette boxes, lids & halves.
EMPTY CARTRIDGES, CASSETTES & REELS
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette.
 Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Bruce Mackenzie.
Audio: Cassette.
JACKETS & SLEEVES
LABELS, DISK
 Interpak (Pty) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Telex: 80245. Rec. Pac. Mgr.: J.N. Berz. (45, LP)
 The Turntable (Pty) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer-Labels)
POLYETHYLENE BAGS & SHRINKWRAP
RAW MATERIALS
RECORD MANUFACTURING EQUIPMENT
 The Turntable (Pty) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)
PROFESSIONAL TAPE SUPPLIES
 Interpak (Pty) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Telex: 80245. Rec. Pac. Mgr.: J.N. Berz. (Distributor/Importer)
Audio: Cassette labels
TAPE, BLANK LOADED & BULK RAW
 Agra-Photo (Pty) Ltd., PO Box 1366, Johannesburg 2000; Wrench Rd., Isando. Tel: 36-2811. Cable: MATADDR. Telex: 8-7936, 8-8558, 8-6406.
Audio: Blank—2", 1", 1/2" open reel, cassette; Raw—2", 1", 1/2" open reel, 1/4" cassette.
Video: Blank—1/4" U-matic cassette, 1/2" Beta & VHS cassette, 1/4" V-2000 cassette.
 B A S F South Africa (Pty) Ltd., 68 Fifth St., Johannesburg 2001. Tel: (011) 673-5311. Cable: SABASF. Telex: 425714. Pres.: R.D. Rauschenbach; Sales Mgr.: G. Mueller.
Audio: Blank—2", 1", 1/2" open reel, cassette; Raw—1/4" cassette.
Video: 1" open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette, 1/4" V-2000 cassette.
 Intermagnetics Transkei Pty. Ltd., PO Box 959, Vindohla Heights, Umtata 5100, Transkei. Tel: (0471) 2417. Pres.: Frank G. Goodchild; Sales Mgr.: Richard C. Tarr.
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Fun Time Int'l cassette.
• accessories
 Agra-Photo (Pty) Ltd., PO Box 1366, Johannesburg 2000; Wrench Rd., Isando. Tel: 36-2811. Cable: MATADDR. Telex: 8-7936, 8-8558, 8-6406.
Product: Tape—head cleaners, leader tape & splicing tape (audio)
 B A S F South Africa (Pty) Ltd., 68 Fifth St., Johannesburg 2001. Tel: (011) 673-5311. Cable: SABASF. Telex: 425714. Pres.: R.D. Rauschenbach; Sales Mgr.: G. Mueller.
Product: Leader & splicing tape, calibration tapes.
 Symphonia Studios Pty. Ltd., PO Box 656, Bedford View 2008. Tel: 53-4225. Telex: 8-3260. Mng. Dir.: H.M. Zaczek.
Product: Record—record care prods., turntable mats.
 The Turntable (Pty) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors, replacement styli; tape—carrying & storage

cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape

• **store fixtures**

The Turntable (Pty) Ltd., PO Box 4645, Upper DK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. Product: Record & tape browser boxes, display racks, divider cards, security systems

SPAIN

Population: 38,500,000
 Rate of exchange: \$1 (US) = 95 pesetas.
 Per capita income: \$4,200.
 Holidays: January 1 (Circumcision of the Lord), January 6 (Epiphany), March 19 (San Jose), April 16 (Maundy Thursday), April 17 (Good Friday), May 1 (Labor Day), June 18 (Corpus Christi), July 25 (St. James Day), August 15 (Assumption), October 12 (Our Lady of Pilar: Columbus Day), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25 (Christmas), other Christian holidays.

RECORDS:

Record sales certification awards: Gold single—75,000 units Gold LP—50,000 units; platinum LP—150,000 units.
 Records sold domestically including imports (retail value): LP's 1980—20,000,000 units; \$91,000,000. Singles 1980—7,200,000 units, \$10,000,000.
 Average retail price per record: LP's—\$4.00-\$8.00; singles—\$1.40-\$1.80; maxi-single—\$3.20
 Record club sales: 10% of total.
 Discounting: Rare.
 Type of distribution: Manufacturer-to-wholesaler-to-retailer (20%), manufacturer-to-retailer (71%), rack jobbing (7%), mail (2%).
 Type of promotion: Promotion is made through the press (3%), radio (59%), television (30%), discotheques (7%), other (1%).
 Jubilees: 20,000.

TAPE:

Pre-recorded tape sold domestically including imports (retail value): Cassette 1980—30,000,000 units, \$125,000,000.
 Average retail price per tape: Cassette—\$2.70-\$7.20.

CONSUMER ELECTRONICS

Number of homes with: Phonographs—3,500,000; audio tape recorders—7,000,000; video tape recorders—60,000.

RADIO STATIONS:

No. of commercial 338; no. of government 63; no. of AM 181; no. of FM 220.
 Comment: There has been a strong rise in the FM stations that program only current hits and have advertisement spots of a one-minute maximum. The system with the greatest impact is Radio Formula, which includes the top 40 on the FM stations of the SER (Sociedad Espanola de Radio difusion) Network. There are various commercial networks—SER, COPE and RCE—as well as RNE, the advertisement free national network. AM stations continue to be strong in news and information programming.

TELEVISION STATIONS:

No. of government channels 2.
 Comment: Programming is broken down into films and telefilms (35%), news (25%), amusing (10%), cultural (10%), sports (10%), children's (6%), music (4%).

IMPORT/EXPORT REGULATIONS:

Record and tape exportation is free. Record import rights represent a 55% increase over the retail price in the country of origin. Fernando Salaverri

• **record & tape manufacturers / distributors / importers**

Afrodita, Pintor Murillo 31, Alicante.
 Alba, see Edigsa.
 Alfid, Tres Senoras 1-5, Barcelona 24.
 Alhambra, see Columbia.
 Aligator, see Dial.
 Als 4 Vents, see Apolo & Edigsa.
 Amalgama, see EMI-Deon.
 Apolo Recs., Mascaró 23, Barcelona 32. Tel: (91) 236-6169. Chief Exec. Angel Fabregues Morla.
 Labels: Als 4 Vents, Drips, Tandem, Tauro.

Archiv, see Polydor.
 Arco Canary Recs., San Vicente Ferrer 73, Santa Cruz de Tenerife, Canary Islands. Tel: (922) 27-65-63. Gen. Mgr.: Jose Luis Gutierrez Solano; Int'l Mgr.: Jose Manuel Garcia Santos.
 Ariola, see Ariola-Eurodisc.
 Ariola-Eurodisc SA (IFPI), Calle Aragon 204, 4th fl., Barcelona 11. Tel: (93) 254-9805. Cable: HISPARDILA. Telex: 52771. VP Ariola Int'l Group: Ramon Segura; Gen. Mgr.: Jose Maria Camara; Int'l Div.: Tato Luzardo; Mktg. Div.: Carlos Sanmartin; Admin. & Financial Dir.: Peter Kuper; Sales Mgr.: Camilo Muedra.
 Branch: Madrid 10, General Martinez Compos 9, 1st fl. Tel: (91) 447 4026. Telex: 23537.
 Labels: (Owned) Ariola, Arista, Eurodisc, Vergara; (Licensed foreign) Bronze (UK), Island (UK), MCA (USA), Manticore (UK), Mericana (USA), Microfon (Argentina), Handshake (USA), Jive (UK), Polo (UK), Supraphon (Czechoslovakia), Virgin (UK).
 Int'l reps.: Argentina (Microfon), Bolivia (Lauro), Central America (Dideca), Chile (Quatro), Colombia (Sonolux), Ecuador (Fadisa), Mexico (Bertelsmann), Peru (FTA), Portugal (PolyGram), Venezuela (Cordica).
 Arzila, see Ariola-Eurodisc.
 Ark, see EMI-Deon.
 Arte & Ciencia, Ygeneta 2, San Sebastian.
 Audiomundo, see Portadores.
 Audio SA, La Granada 14, Barcelona 6.
 Audio & Video SA (IFPI), Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Pres.: Fidel Perez Hernandez; Gen. Mgr.: Bartolome Espadale.
 Labels: (Owned) Audio, Azar, Boa, Fase, Irs, Jack, Magnetic, DFI, Spot.
 Auditorium, see Phonic.
 Auvu Ed. de Audio/Visuales SA (IFPI), Doctor Carulla 31-33, Barcelona 17. Tel: (93) 212-7967. Telex: 51539. Gen. Mgr.: Alfonso R. Serra; Sales Mgr.: Jaime Roma.
 Labels: (Owned) Auvu, Ax, Gala, Liceo, Neuronium; Top; (Licensed) Affinity (UK), Charly (UK), Deesse (France), Posh Boy (USA), Sun (USA).
 Int'l reps.: Colombia (Fuentes), Venezuela (Corpodisco).
 Ax, see Auvu.
 Azar, see Audio & Video.
 B & F Ent's., Jose Martinez Velasco 8, Madrid 30. Tel: (91) 273-2467. Mng. Dir.: Mr. Platon; Export Div. Mgr.: Miguel Fernandez. (Importer/Exporter).
 Pablo Lopez Balada Portugalete 5, Barcelona, Tel: (93) 243-2579. Chief Exec.: Pablo Lopez Balada; Sales Mgr.: Mr. Rouras.
 Label: Palobal.
 Barnafon, see Zahro.
 Bass-Drums, Pintor Mir 9, Bajos, Barcelona 31. Tel: (93) 357-4250/0646. Pres. & Prod'r: Ramon Farran.
 Label: (Owned) Drums.
 Belpais SA, Apdo. 13, San Carlos, Ibiza. Tel: (971) 33-03-45. Dir.: Erik Schoenland.
 Belter SA (Discos) (IFPI), Calle Comis 1, Barcelona 23. Tel: (93) 211-5500. Cable: BELTERDISC. Telex: 51259. Chief Exec.: Francisco Roses.
 Branch: Madrid, Salut 17. Tel: (91) 231-61-69. Cable: BELDISC. Telex: 42065.
 Int'l branch: Portugal.
 Labels: (Owned) Belter, Impacto, Ocre, Olivo, Olympos, Sauce Int'l; (Licensed) Black & Blue (France), Midsong (USA), Motown (USA), Musart (Mexico), Prelude (USA), Salsoul (USA).
 Int'l reps.: Argentina (Tonodisc), Australia (Carimia), Bolivia (Lauro), Canada (Libreria Espanola), Colombia (Discomoda, Fuentes), Costa Rica (CBS Indica), Ecuador (Coprodisa), Finland (Original), Japan (Santa), Mexico (Musart), Peru (IEMPASA), Switzerland (Sanchez, Marcus Schmid), USA (CBS Int'l), Venezuela (Velvet).
 Bilbao Trading SA Import-Export, Marques del Puerto 9, Bilbao 8. Tel: (94) 415-5255. Cable: VELLIDOMUSIK. Telex: 31351. Gen. Mgr.: Ramon A. Rodamilans; Sales Mgr.: Jose A. del Campo. (Distributor/Importer/Exporter).
 Boa, see Audio & Video.
 Bocaccio, see Compania Fonografica Espanola.
 C A M Espana SA, Arturo Soria 157, Madrid 33. Tel: (91) 413-2837/29450. Cable: EDMUSICAM. Telex: 23955.
 Branch: Barcelona 23, Padua 30, 1st & 2nd fls. Tel: 211-2936. Telex: 54483. Admin. Mgr.: Giuseppe Lullit; Prod'n Mgr.: Fabrizio Damiani.
 C B S SA (Discos), Paseo de la Castellana 93, Madrid 16. Tel: (91) 455-3845. Cable: COLRECORD. Telex: 22890. Mng. Dir.: Stig von Bahr.
 Branch: Barcelona 21, Diagonal 584 Principal.
 Labels: (Owned) CBS, Epic; (Licensed) A&M (USA), Baby (Italy), CGD (Italy) Carrere (France), Geffen (USA), Trema (France).
 Int'l reps.: Worldwide (CBS Int'l).
 Cabra, see Edigsa.
 Cala D'Or, see Mailer.
 Camden, see RCA.
 Cancela Tape, see Zahro.
 Capitoll, see EMI-Deon.
 Caravan, see Dial.
 Cardisc SA, Pte Garrofers 19-21, Bajos 4a, Barcelona 26. Tel: (93) 347-3766/3933. Gen. Mgr.: Carlos Gimenez Pertinez; Sales Mgr.: Luis Garcia Porras.
 Carnaby, see Columbia.
 Casablanca, see Fonogram.
 Caudal, see Zahro.
 Chapa, see Zahro.
 Chinchicla, see Movieplay.
 Cinematras, see RCA.
 Circulo de Lectores (Club de Discos) SA, Valencia 344, Barcelona 9. Tel: (93) 258-76-00. Cable: CILLEC. Dir.: Juan Maymo.
 Labels: (Owned) Oriador, Pergola.
 Clave, see Hispavo.
 Clavel, see Portadores.
 Colfesa (Columbia Fonogram Asociadas SA) (IFPI), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
 Columbia SA (Discos) (IFPI), Apdo. 2299, Av. de los Madroños 27, Parque Conde de Orgaz, Madrid 33. Tel: (91) 200-8040. Cable: DISCOLUMBIA. Telex: 44316. Pres.: Aurora Inurrieta; Mng. Dir.: Enrique Inurrieta; Gen. Mgr.: Enrique M. Gareta; Int'l Mgr.: Marcial Elgueta; Mktg. Mgr.: Antonio Martinez; Financiar Mgr.: Antonio Fernandez-Peinado; Export/Import Mgr.: Ramon Fernandez; Promo. Dir.: Gabriel Gonzalez; Int'l Promo. & Repertoire: Vicente de Juan; Nat'l A&R: Fernando Mitjavila.
 Branches: Barcelona 37, Girona 176. Tel: (93) 257-9007. Mgr.: Rafael Olive; Sales Mgr.: Manuel Caspedes; Promo.: Romy Felix; Classical Repertoire Mgr.: Juan Arnau.
 Int'l branches: Las Palmas de Gran Canaria; USA, Alhambra.
 Labels: (Owned) Alhambra, Carnaby, Columbia, Iberia.
 Int'l reps.: Argentina (Discosa), Bolivia (Lauro), Brazil (Som Industria & Comercio), Colombia (Philips), Ecuador (Famosa), Germany (Teldec), Greece (Music-Box, Minos Matsas), Japan (King), Mexico (Discosa), Peru

(Industrial Sonoradio), Portugal (Vadeca), Switzerland (Musikvertrieb), Turkey (Melodi), USA (Alhambra), USSR (Melodyra), Uruguay (Sondor), Venezuela (Grabaciones Mundiales).
 Compania Fonografica Espanola (IFPI), Augusto Figueroa 39, Madrid 4. Tel: (91) 222-7474. Cable: MILDISC. Gen. Mgr.: Carlos Perez Alvaro; Guimbarda Mgr.: Manuel Dominguez.
 Labels: (Owned) Bocaccio, Explosion, Guimbarda, Jazz-Stop, Poplandia; (Licensed foreign) Arkof (France), Everest (USA), Flying Fish (USA), Hexagone (France), High Peak (UK), Logo (UK), MPS (Germany), Philo (USA), Plant Life (UK), Roudner (USA), Rubber (UK), Sonet (UK), Spotlite (UK), Temple (UK), Topic (UK), Transatlantic (UK), Ventador (France).
 R. Cuxart (Eds.), Montecasino 2, Barcelona 6. Tel: (93) 201-5899. Chief Exec.: Ramon Cuxart.
 Labels: (Owned) Eda, Stereo 4a Dimension; (Licensed) 12.
 Int'l reps.: Germany (Stereo Tape), UK (Coombe).
 D G G, see Polydor.
 D I S C A N, Canalejas 61-1 Izq., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis.
 Decca, see Fonogram.
 Diada, see Dial.
 Dual Discos SA, Po. De La Castellana 247, Madrid 16. Tel: (91) 733-5243. Cable: DIALDISC. Gen. Mgr.: Laurentino Ramos; Sales Mgr.: Carlos Fernandez; Int'l Mgr.: Nahuel Gerruti.
 Labels: (Owned) Aligator, Caravan, Diamante, Diapason, Doblon, Golden Eye, Limoero, Nevada, Temple, Warm Shoes; (Licensed) BBC (UK), Everest (USA), Folkways (USA), Guitarra (Mexico), Musidisc (Argentina), Opus (Czechoslovakia), Dron (USA), San Juan group (USA), Stash (USA), Vee Jay Int'l (USA).
 Int'l reps.: Argentina (Musidisc), Bolivia (Discolandia), Chile (Sonidos), Colombia (FM), Ecuador (Ecuason), Mexico (Guitarra), Venezuela (Sonografica Venezolana), USA (Ralph L. Seltzer).
 Diamante, see Dial.
 Diapason, see Dial.
 Dplo, see Phonic.
 Discobal SA, C. Felipe de Paz, 4, Barcelona 28. Tel: (93) 339-2776. Gen. Mgr.: Jose Manuel Gonzalez. (Tape Manufacturer/Distributor).
 Labels: Discobal, Sira, Sueve.
 Discophon SA (IFPI), Calle Valencia 288, Barcelona 7. Tel: (93) 215-1324. Owner: Antoni Serra Gomez.
 Labels: (Licensed) ALA (USA), Bulldog (UK), Crescendo (USA), Everest (USA), PVK (UK), Palacio de la Musica (Venezuela), Phonoco (UK), Yaya-Fama (USA).
 Doblon, see Dial.
 Drips, see Apolo.
 Drums, see Bass-Drums.
 E M I-Deon SA (IFPI), Via Augusta 2 bis, 4th fl., Barcelona 6. Tel: (93) 217-0500. Cable: GRAMDFDND. Telex: 52497. Pres.: Luis Sagu-Vela; Gen. Mgr.: Pierre Maget; Deputy Mgr.: Alberto Cardona; EMI-Deon Div. Dpns. Mgr.: Rafael Gil; Sales Mgr.: Julio Escusa.
 Branch: Madrid 13, Plaza de Ramales 2. Tel: (91) 242-5207.
 Labels: (Owned) Amalgama, Ark, Capitol, EMI, EMI America, Harvest, Liberty-United Artists, Odeon, Pathe, Reflexo, Regal, Toshiba-EMI, La Voz de Su Arno; (Licensed) Deutsche Harmonia Mundi (Germany), Discos Top-Hits (Venezuela), La Discoteca (Venezuela), MPL Communications (UK), Pink Floyd (UK), Promotone (Netherlands), Purple (UK), RAK (UK), Valentim de Carvalho (Portugal).
 Eda, see R. Cuxart.
 Edigsa (Ed. General SA) (IFPI), Gran Via de les Corts Catalanes 654, Barcelona 10. Tel: (93) 302-2516. Gen. Mgr.: Manuel Sancho.
 Labels: (Owned) Alba, Als 4 Vents, Cabra, Edigsa, Oliba, Pardal, Pebrots, Xistral, Zeleste; (Licensed) Acanta (Germany), Balkanton (Bulgaria), Bearsville (USA), Big Beat (France), Le Chant du Monde (France), Cherry Red (UK), DRG (USA), ECM (Germany), Factory (UK), First American (USA), Folkways (USA), Fuentes (Colombia), Greensleeves (UK), Harmonia Mundi (France), Japo (Germany), L&R (Germany), Pantone (Czechoslovakia), SM (France), Sono Cairo (Egypt), SteepleChase (Denmark), Watt (Germany).
 Int'l reps.: France (Le Chant du Monde, Harmonia Mundi).
 Epic (div. of Discos CBS SA) (IFPI), Po. de la Castellana 93, Madrid 16. Tel: (91) 455-3845/4026. Cable: COLRECORD. Telex: 22890. Mng. Dir.: Stig von Bahr; Sr. Dir.: Ramon Crespo; Sales Mgr.: Roberto Navarro.
 Labels: (Owned) Epic; (Licensed) A&M (USA), Ariston (Italy), Boardwalk (USA), CGD (Italy), Caribou (USA), Carrere (USA), Cleveland Int'l (USA), Dreyfus (France), Full Moon (USA), GD (UK), Geffen (USA), Jet (UK), Krschner (USA), Nemperor (USA), Oricon (Mexico), Philadelphia Int'l (USA), Starlite (USA), Sweet City (USA), TK (USA), T-Neck (USA), Trema (France).
 Espectra, see Sintonia.
 Eufonic, La Fuente 16, Abrera (Barcelona).
 Eurodisc, see Ariola-Eurodisc.
 Experience, see Fono 2.
 Explosion, see Compania Fonografica Espanola.
 Fase, see Audio & Video.
 Ferysa, Droronez 1, Madrid 29. Tel: (91) 215-7477/6848. Dir.: Fernando Rodriguez Polo; Gen. Mgr.: Juan Jose Canamaque; Sales Mgr.: Migel Iglesias.
 Fismas SA, Guillermo Tell 21, Barcelona 12. Tel: (93) 228-0905. Gen. Mgr.: Ezequiel Beaumont; Sales Mgr.: Inmaculada Mateo. (Distributor/Importer).
 Fonal, see Mailer.
 Fono 2 Recs., Apdo. 54122, Valdesangil 34-3/B/C, Madrid 35. Tel: (91) 216-4652. Chief Exec.: Jose Luis Alvarez Sanchez; Sales Mgr.: Angelines Bustos.
 Labels: (Owned) Experience, Fono 2, JLA; (Licensed) Stereo Tape (Germany).
 Int'l reps.: Germany (Stereo Tape).
 Fonogram SA (IFPI), Av. de America & Hernandez de Tejada s/n, Madrid 27. Tel: (91) 267-4200. Telex: 22849. Div. Mgr.: Jose Pascual; Gen. Mgr.: Mariano de Zungia; Pop Mktg.: Patrick Noel Burke; Sales Mgr.: Frascino Hernandez.
 Branch: Barcelona 37, Calle Bruch 136. Tel: (93) 207-4512. Mgr.: Luis Lopez.
 Labels: (Owned) Casablanca, Decca, Fontana, Mercury, Philips, Vertigo; (Licensed) CNR (Netherlands), Charisma (UK), De-Lite (USA).
 Fontana, see Fonogram.
 Gades, see Izquierdo.
 Gala, see RCA & Auvu.
 Gaviota, see Hispavo.
 Golden Eye, see Dial.
 Gong, see Movieplay.
 Graficas Foco SA (IFPI), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
 Guimbarda, see Compania Fonografica Espanola.

Southern Music Espanola, S.A.
 Barcelona, Spain

Harvest, see EMI-Odeon.
 Hispavox SA (IFPI), Torrelaguna 64, Madrid 27. Tel: (91) 415-2304. Cable: VOXSA. Telex: 22931. 46859. Pres.: Jose Manuel Vidal Zapater; Mng. Dir.: Jose Luis Gil Rodriguez; Deputy Mng. Dir.: Saul Tagarro; Int'l Dir.: Luis Calvo; Int'l A&R: Carlos J. Casado.
 Branch: Barcelona 13, Calle Marina 291. Tel: (93) 235-2390. Telex: 52599.
 Labels: (Odeon) Clave, Gaviota, Hispavox, Ondina; (Nonesud) ATC (Argentina), Arion (France), CTI (USA), Chant du Monde (France), Delphine (France), Disneyland (USA), Erato (France), Fantasy (USA), Fonit-Cetra (Italy), Gamma (Mexico), Hungaroton (Hungary), Kultura (Hungary), Milestone (USA), Prestige (USA), RKM (Belgium), Real (USA), Scotti Bros. (USA), Sire (USA), Star (USA), Vanguard (USA), Vox (USA).
 Int'l rep.: Australia (Festival), Benelux (Dureco), Bolivia (Lauro), Canada (Unidisc), Central America (Dideca), Chile (Quatro), Colombia (Coscas), Dominican Republic (Mozart), Ecuador (Hesa), France (Arion, Erato, Polydor), Germany (DGG, Polydor), Greece (Music Box), Hungary (Hungaroton), Italy (Ariston, WEA), Mexico (Gamma), New Zealand (Festival), Peru (El Virrey), Portugal (Radio Triunfo), South Africa (Gallo), USA (Musical Heritage, West Side Latino, Vox), Uruguay (Palacio de la Musica), Venezuela (Love).
 Iberia, see Columbia.
 Iberica del Sonido, Principe 12, Madrid.
 Impacto, see Belter.
 Imperial Int'l SA, Velazquez 101, Madrid 6. Tel: (91) 411-2613. Telex: 43448. Gen. Mgr.: Alain Milhaud; Sales Mgr.: Angel Lopez Sanchez.
 Labels: (Odeon) K-Tel, 333.
 Indalo, see RCA.
 Iris, see Audio & Video.
 Izquierdo Producciones Discograficas, Avda. Carrero Blanco 10, Chiclana de la Frontera, Cadiz. Tel: (956) 40-09-95. Chief Exec.: Rafael Izquierdo.
 Labels: Gades, PID.
 J. L. A. see Fono 2.
 Jack, see Audio & Video.
 Jazz Quartica, 39-3a Sostres, Barcelona 24.
 Jazz-Stop, see Compania Fonografica Espanola.
 K-tel, see Imperial.
 Kardantia, see Movieplay.
 Liberty-United Artists, see EMI-Odeon.
 Liceo, see Auri.
 Limoero, see Dial.
 Lineatres, see RCA.
 Lord Pop, Ferrer del Rio 33, Madrid 28.
 M G A (Eds. & Producciones Fonograficas), Constitution 127, Barcelona 14. Tel: (93) 332-5166. Gen. Mgr.: Manuel Gimenez Alvarez.
 M G M, see Polydor.
 Magnetic, see Audio & Video.
 Maller SA, Vicente Juan Rosello 22, Palma de Mallorca. Tel: (971) 284-166. Dir. Gen.: Miguel Aller Martin.
 Labels: (Odeon) Cala D'Or, Fonal, Maller.
 Marler SA (IFPI), Paseo de la Virgen del Puerto 7, Madrid 5. Tel: (91) 265-7800. Chief Exec.: Antonio Martinez; Gen. Mgr.: Emilio Fernandez; Sales Mgr.: Vicente Jimenez.
 Labels: (Odeon) Marler, Succes, Trama, Turquesa, Valor; (Nonesud) Everest (USA), Record Serv. (Italy), Roulette (USA), Sweet City (USA), Turca-phon (Switzerland), Vox (USA).
 Int'l rep.: Colombia (Sonolux), Costa Rica (Dnda Nueva), Dominican Republic (Distribudora Dominicana), France (Musidisc), Guatemala (Discos & Cassettes), Mexico (Alamo), Nicaragua (Discos & Cassettes), Panama (Dnda Nueva), USA (Godehl), Venezuela (Discorona).
 Mercuro Discos, Jaime Hermda 9 Bis, Madrid 17. Tel: (91) 204-6993. Dir. Gen.: Cruz Gonzalez Sanz.
 Mercury, see Fonogram.
 Metodos Videntes SA, Muntaner 479, Barcelona 21.
 Mirlo, see RCA.
 Montilla, see Zafiro.
 Movieplay SA (IFPI), Fernando El Santo 17, 2nd fl., Madrid 4. Tel: (91) 419-7013, 419-7266. Telex: 43861. Gen. Mgr.: Juan Santabaya; Ass't Gen. Julio Fernandez-Cueto; Sales Mgr.: Jorge Campos; A&R Mgr.: Gustavo Ramo; Promo. & Pub. Mgr.: Juan-José Gutierrez; Int'l Mgr.: Juan C. Fuentes.
 Branch: Barcelona 6, Tuset 34. Tel: (93) 218-8000. Mgr.: Manuel Ibanez.
 Labels: (Odeon) Chnchele, Gong, Kardantia, Movieplay, Serano, Xera, Yup; (Nonesud) Alshire (USA), Arelio (Cuba), Avator (UK), Barclay (France), Chissuch (UK), Condor/Dicap (France), Egg (France), Everest (USA), Graduate (UK), Ice (UK), Intercord (Germany), Nueva Trova (Cuba), Drleon (Mexico), Red Bus (UK), Red Shadow (UK), Rondelet (UK), Safan (UK), Stage Coach (UK).
 Int'l rep.: Argentina (Discosa), Australia (Festival), Austria (Intercord), Chile (Alerce), Colombia (Orbe, Philips), Costa Rica (Dideca), Dominican Republic (Alhambra), Ecuador (Coprodisa), El Salvador (Dideca), France (Chant du Monde), Germany (Intercord), Guatemala (Dideca), Honduras (Dideca), Italy (Dunum), Japan (Toshiba), Mexico (Discosa), Nicaragua (Dideca), Panama (Sonomundo), Peru (El Virrey), USA (Alhambra, RCA), Venezuela (Grabaciones Mundiales).
 Neuronum, see Auri.
 Nevada, see Dial.
 Ocre, see Belter.
 Odeon, see EMI-Odeon.
 Off, see Audio & Video.
 Diba, see Edgisa.
 Divro, see Belter.
 Dlympo, see Belter.
 Ondina, see Hispavox.
 Orlado, see Circulo de Lectores.
 P D S, see Portadores de Sonido.
 P I D, see Izquierdo.
 Palobal, see Pablo Lopez Balada.
 Pan & Musca, Apartado de Correos 2441, Barcelona.
 Pardal, see Edgisa.
 Pathe, see EMI-Odeon.
 Par (IFPI), Enrique Jardiel Poncela 4, Madrid 16. Tel: (91) 250-5310. Cable: DISCODAPX. Telex: 45051. Dir.: Jose M. Burgos Gonzalez; Gen. Mgr. Cala Ina Jaume.
 Pazo SA, Enamorados 34, Barcelona 13.
 Pebrots, see Edgisa.
 Percasa, Via Carpetana 71, Madrid 19.
 Pergola, see Circulo de Lectores.
 Philips, see Fonogram.
 Phone SA, Calle Madrazo 14, 3rd fl., Barcelona 6. Tel: (93) 228-0905. Pres: Jorge Onco; Sales Mgr.: Gen. Mgr.: Luis Quintana; Jaime Ferrer.
 Labels: (Odeon) Auditorium, Diplo, Phonic; (Nonesud) Ampro (USA), Arrowbits (UK), Beatt Int'l (UK), Crypto (France), M. Laguens (France), Stereo Tape (Germany), Vee-Jay (USA), Who's Who in Jazz (USA).

Phonorecord, Cuesta de Santo Domingo, Madrid 11. Tel: (91) 241-0509/0580. Dir.: Maximo Baratas.
 Polydor SA (IFPI), Agastia s/n, corner of Av. de America, Madrid 27. Tel: (91) 267-4200. Telex: 22849. Chief Exec.: Carlos Borrillo; Gen. Mgr.: Mariano de Zuniga; Sales Mgr.: Luis Herrero.
 Branch: Barcelona 9, Bruch 136. Tel: (93) 207-0739. Contact: Antonio Rovira.
 Labels: (Odeon) Archiv, DGG, MGM, Polydor; (Nonesud) Dreamland (USA), EG (UK), RSO (UK).
 Poplandia, see Compania Fonografica Espanola.
 Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-31-30. Gen. Mgr.: J.M. Estebarez Manilla.
 Labels: (Odeon) Audiomundo, Clavel, PDS; (Nonesud) Beatt (UK), Magnet (Switzerland).
 Puput, see Zafiro.
 Puzzle, see Zafiro.
 R C A SA, Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Gen. Mgr.: Alberto Gaites; A&R & Int'l Liaison: Ernesto Duarte.
 Branch: Barcelona.
 Labels: (Odeon) Camden, Cinematres, Gala, Indalo, Lineatres, Mirlo, RCA, Red Seal, Victor, Victrola, Vik; (Nonesud) AWB, CAM, Cheapster, Chrysalis, Ensign, Grunt, Inphason, Millennium, Numero Uno, Reader's Digest, Son Lvre, 20th Century-Fox, Two Tone, Why-Fi.
 Int'l rep.: Worldwide (RCA).
 Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3009/3106. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez; Sales Mgr.: Andres Ruiz Tarazona; Sales Ass't: Mercedes Tarazona Matilla. (Distributor/Importer).
 Red Seal, see RCA.
 Reflejo, see EMI-Odeon.
 Regal, see EMI-Odeon.
 Sauce Int'l, see Belter.
 Serano, see Movieplay.
 Serdisco, see Zafiro.
 Seven 7, Fuente del Coll 15, Barcelona 23. Tel: (93) 219-4566. Mgr.: Manuel Gomez.
 Singleton Prods., Via Augusta 59, Desp. 804, Barcelona 6. Tel: (93) 237-7060/3163. Telex: 97700. Gen. Mgr.: William H. Singleton; Admin. & Finance: Madlen E. Singleton; Sales Mgr. & Serv.: Ronald F. Burke.
 Labels: (Odeon) Vampire.
 Sintonia SA (IFPI), Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Gen. Mgr.: Bartolome Espadale.
 Labels: (Odeon) Espectra, Sintonia.
 Sira, see Discobal.
 Spot, see Audio & Video.
 Stereo 4a Dimension, see R. Cuxart.
 Succes, see Marler.
 Sueve, see Discobal.
 Tandem, see Apolo.
 Tauro, see Apolo.
 333, see Imperial.
 Temple, see Dial.
 Tipi, see Auri.
 Toshiba-EMI, see EMI-Odeon.
 Trama, see Marler.
 Triton (Eds.) (IFPI), Lepanto 392, Barcelona 25. Tel: (93) 235-6325. Chief Exec.: Miquel Carbonell; Gen. Mgr.: Narcis Vidal; Sales Mgr.: Albert Verret.
 Turquesa, see Marler.
 12, R. Cuxart.
 Valor, see Marler.
 Vampire, see Singleton.
 Vergara, see Ariola-Eurodisc.
 Vertigo, see Fonogram.
 Victor, see RCA.
 Victoria (AS Musical Discos), Larrard 34, Barcelona 24. Tel: 214-7302. Dir. Gen. Juan Aules Sabartes.
 Victrola, see RCA.
 Vieta Audio Electronica SA, Calle Boivina 239, Barcelona 20.
 Labels: (Represented) Delos (USA).
 Vik, see RCA.
 La Voz de Su Amo, see EMI-Odeon.
 Wah-Wah Producciones Discograficas, Saliente, A, Madrid 30. Tel: (91) 274-3208. Telex: 43241. Pres.: Ricardo Manzanares. (Importer/Exporter).
 Warm Shoes, see Dial.
 Xera, see Movieplay.
 Xistral, see Edgisa.
 Yup, see Movieplay.
 Zafiro Group (IFPI), Paseo de la Castellana 141, Madrid 16. Tel: (91) 459-3004. Cable: ZAFIRO. Telex: 22690. Pres. & Mng. Dir.: Esteban Garcia Morencos; Gen. Mgr.: Antonio Driega; Sales Mgr.: Jose Luis Dritz; Int'l Mgr.: Angel Prieto.
 Labels: (Odeon) Barnafon, Canceled Tape, Caudal, Chapa, Montilla, Puput, Puzzle, Serdisco, Zafiro; (Nonesud) Mezhniga (USSR), PRT (UK), PWM (Poland), Slovart (Czechoslovakia), Sugar Hill (USA).
 Int'l rep.: Argentina (Discos Argentina), Chile (Quatro), Colombia (Interamericana), El Salvador (Dideca), Mexico (Mexicana), Panama (Prodium), USA (Alhambra), Uruguay (Renvar, Variety), Venezuela (Polydor).
 Zeleste, see Edgisa.
 Zelesta SA, Pedro Muguruza 8, 5th fl., Madrid 16. Tel: (91) 250-37-11. Gen. Mgr.: Rafael Martos.

• music publishers

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 Adago Eds. Musicales (SGAE), see Quiroga.
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 April Music (SGAE), Av. Paseo de la Castellana 93, Madrid 16. Tel: (91) 455-3845. Cable: COLRECORD. Telex: (831) 22890. Gen. Mgr.: Carlos Ruseno.
 Arabella Eds. Musicales SA, Calle Aragon 204, 4th fl., Barcelona 11. Tel: (93) 254-9805. Cable: HISPARDILA. Telex: 52771. Gen. Mgr.: Jose M. Camara, Ramon J. Segura.
 Arpa Eds. Musicales (SGAE), see Quiroga.
 Belter SL (Eds. Musicales) (SGAE), Salut 17, Madrid. Tel: (91) 231-61-69.
 Cable: BELDISC. Telex: 42065. Chief Exec.: Francisco Roses.
 Bocaccio Eds. Musicales (SGAE), Recoletos 11-2C, Madrid 1. Tel: (91) 276-9230. Telex: 48621. Chief Exec.: Alain Milhaud.
 Boom Eds. Musicales (SGAE), see Quiroga.
 C A M Espana SA, Arturo Soria 157, Madrid 33. Tel: (91) 413-2837/2945.
 Cable: EDIMUSICAM. Telex: 23955.
 Branch: Barcelona 23, Padias 30, 1st & 2nd fls. Tel: (91) 219-3936. Telex: 54483. Admin. Mgr.: Giuseppe Lull; Prod'n Mgr.: Fabrizio Damiani.
 Cadencia (Eds.) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34. Tel:

(91) 729-1544. Pres.: Carmen Macicior Jdraque; Gen. Mgr.: Federico Moreno-Torroba Jr.
 Calypso (Eds. Musicales) (SGAE), see Quiroga.
 Canciones del Mundo SA, Magallanes 15, Madrid 3. Tel: (91) 448-2350. Gen. Mgr.: Luis Regatero.
 Branch: Barcelona 37, Bruch 136-138. Tel: (93) 207-4202.
 Carcelle SA (SGAE), Ronda San Pablo 11, Barcelona 15. Tel: (93) 242-5410.
 Chappell Iberica SA, Magallanes 25, Madrid 15. Tel: (91) 448-23-50. Gen. Mgr.: Luis Regatero.
 Clan Eds. Musicales (SGAE), see Quiroga.
 Clave (Eds. Musicales) (EMMA), see Quiroga.
 Clipper's (Grupo Ed.) (SGAE), Ramba de Catalunya 10, 3rd fl., Barcelona 7. Tel: (93) 317-4686/90. Telex: 51539. Chief Exec.: Julio Guiu Clara; Dirs.: Julio Guiu Arbeloa, Francisco Vinuesa Gimenez.
 Coda Eds. Musicales (SGAE), see Quiroga.
 Daimon Eds., Manuel Tamayo, Provensa 284, Barcelona 8. Tel: (93) 215-03-58. Cable: EDIDAIMON. Telex: 97648.
 Francis Day (Eds.), see EGO.
 Dual Discos Ed. Musicales SA, Po. De La Castellana 247, Madrid 16. Tel: (91) 733-5243. Cable: DIALLDISCO MADRID. Gen. Mgr.: Laurentino Ramos; Int'l Mgr.: Nahuel Cerrutti.
 Discorama Eds. Musicales, Av. de Jose Antonio 62, Madrid 13. Tel: (91) 248-0404. Mng. Dir.: Eduardo Bartrina de Caso; Gen. Mgr.: Gerd Muller.
 E D A, Montecassino 2, Barcelona 6. Tel: (93) 357-5899. Chief Exec.: Ramon Cuxart.
 E G O Musical SA, Edif. Windsor, 6th fl., No. 4a, Diagonal 474, Barcelona 6. Tel: (93) 237-7844. Cable: EGOMUSICAL. Telex: 52497. Mng. Dir.: Pierre Maget; Gen. Mgr.: Avelino Esparza.
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 Branch: Madrid 16, Encina 36. Tel: (91) 221-3650.
 E M M A (Ed. Musical de Autores Asociados) SA (SGAE), see Quiroga.
 Farran Musica, Pintor Mir 9, Bajos, Barcelona 31. Tel: (93) 357-4250/0646. Pres.: Ramon Farran; Gen. Mgr.: Antonio Serra.
 Fiesta en Triana (Ed.), Virgen de Lujan 47, 2nd fl., Barcelona. Tel: (93) 27-92-84.
 Fontana SA (Eds. Musicales), Magallanes 26, Madrid 15. Tel: (91) 448-23-50. Cable: EDIFON. Gen. Mgr.: Luis Regatero.
 Hispania (Ed.), Av. Jose Antonio 31, Madrid 13. Tel: (91) 231-2633, 222-6092. Dir.: Julian Suarez Ruiz; Gen. Mgr.: Julian-Mario Suarez Gomez.
 Hispavox SA (Eds. Musicales), Torrelaguna 64, Madrid 27. Tel: (91) 413-38-07. Cable: EDIVOX. Telex: 22931, 46859. Mng. Dir.: Jose Luis Gil, Ass't. Gen. Mgr.: Carmen Lopez.
 Hit, see Clipper's.
 Kamma Music, see RCA.
 M G A (Eds. & Producciones Fonograficas), Constitution 127, Barcelona 14. Tel: (93) 332-5166. Gen. Mgr.: Manuel Gimenez Alvarez.
 Manor (Ed.), Berlin 95-97, Entlo, A, Barcelona. Tel: (93) 250-3907. Dir.: Alberto Ros Blasco; Gen. Mgr.: Manolo Catalan Gili.
 Marler SA (Eds. Musicales), Paseo de la Virgen del Puerto 7, Madrid 5. Tel: (91) 265-78-00. Chief Exec.: Antonio Martinez; Gen. Mgr.: Emilio Fernandez.
 Mecenas, see RCA.
 Mendaur (Eds. Musicales) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34. Tel: (91) 729-1544. Pres.: Carmen Macicior Jdraque; Gen. Mgr.: Federico Moreno-Torroba Jr.
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 Musical Emporium, Ramba Canaletas 129, Barcelona 2.
 Musica Moderna (Ed.) (SGAE), Marques de Cubas 6, Madrid 14. Tel: (91) 221-5593. Ed. & Gen. Mgr.: Antonio Carmona.
 Musc. Distribucion SA, Tallers 9, Pral. A, Barcelona 1. Tel: (93) 302-2744/2592. Cable: LEONARD. Gen. Mgr.: Gabriel Lara Cano.
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 Paulinas (Eds.), Protasio Gomez 15, Madrid 27. Tel: (91) 742-0511/5113.
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 Peer-Southern Drg., see Southern Music.
 Penta-Music SA (SGAE), Fernando El Santo 17, 2nd fl., Madrid 4. Tel: (91) 419-7013. Gen. Mgr.: Juan Santabaya; Mgr.: Valentín Rodriguez.
 Quiroga (Eds.) (SGAE), Alcalá 70, Madrid 9. Tel: (91) 276-3950/66. Cable: QUIROGAMUSIC. Telex: 42710. Fonotelex: 42-00057. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos P. Cancio; Prof. Mgr.: Manuel Lopez-Quiroga Jr.
 Branch: Barcelona 2, Canuda 45. Tel: (93) 318-6049. Gen. Mgr.: Jose Cruells Solbes.
 R C A Espanola SA (Eds. Musicales), Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Telex: 22460. Pres.: Alberto Gaites; Dir.: Antonio Martinez.
 Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3009/3106. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez.
 Ritmo & Melodia (Ed.) (SGAE), see Quiroga.
 Segra Eds., Valencia 288, Barcelona. Tel: (93) 215-1324. Dwner: Antoni Serra Gomez; Gen. Mgr.: A. Graus Queralt.
 Sintonia SA Eds. Musicales, Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Gen. Mgr.: Bartolome Espadale; Prof. Mgr.: Jose de la Vega.
 Southern Music Espanola SA (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Telex: 54040. Chief Exec.: Jose Carreras Moys.
 Branches: Madrid 4, Hortaleza 18. Tel: (91) 231-0661 - Valencia 5, Arzobispo Melo 3. Tel: (960) 33-19-35.
 Talsman-Ronald SA, see EGD.
 Union Musical Espanola SA (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: (91) 429-4877.
 World Music Espanola (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Gen. Mgr.: Jose Carreras Moys.
 Branch: Madrid 4, Hortaleza 18. Tel: (91) 231-0661.
 Zelesta (Eds. Musicales) (SGAE), see Quiroga.

• services

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A E D E M (Asociacion Espanola de Editores de Musica), Carrera de San Jeronimo 29, Madrid 14. Tel: (91) 265-7800. Pres.: D. Luis Regatero; Sales Mgr.: Antonio Martinez.
 A N A I P (Asociacion Espanola de Industriales de Plasticos), Ramundo Fernandez Villaverde 45, Madrid 3. Tel: (91) 234-7697. Pres.: Ramon M. Azcue; Gen. Mgr.: Jose M. Cavanillas.

A N E R S (Asociación Nacional de Empresas de Registro de Sonido), Cincas 25, Madrid 2. Exec. Sec'y: Jose Luis Uguet de Resayre.
A P Y M E F (Asociación de la Piqueta y Mediana Empresa Fonográfica), Mascaro 23, Barcelona 32. Tel: (93) 236-1856. Pres.: Ramon Cuxart Guardia; Gen. Mgr.: Angel Fabregues Morla.
Asociación de la Piqueta y Mediana Empresa Fonográfica, see APYMEF.
Asociación Española de Editores de Musica, see AEDM.
Asociación Fonográfica Española, Avda. del Brasil 17, 8th fl., Madrid 20. Tel: (91) 455-6395.
Dirección General de Musica & Teatro Ministerio de Cultura, Po. de la Castellana 109, Madrid.
International Music Council, Nat'l Committee, Martin de los Heros 56, Madrid 8. Tel: 241-5841.
International Society for Contemporary Music, Nat'l Section, Martin de los Heros 56, Madrid 8. Tel: 241-5841.
Juventudes Musicales de Barcelona (Jeunes Musicales), Pau Claris 139, 4th fl., Barcelona 9. Tel: (93) 215.36.57.
Organizaciones Artísticas Centano, Rosellon 366, Barcelona 25. Tel: (93) 258.08.68. Chief Exec.: Antonio Centano; Gen. Mgr.: Luis Centano.
Sindicato Nacional del Papel & Artes Graficas, Fernandez de la Hoz 12, Madrid 4. Tel: 419.17.50.

CATALOG SERVICES

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227.91.15, 239.88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.
Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

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S G A E (Sociedad General de Autores de Espana), Fernando VI 4, Madrid 4. Tel: (91) 419.21.00. Cable: SOGETORES. Telex: 46469.

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Pressing capacity: 45-3 million units/year; LP-5 million units/year.
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Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
Sonopresse, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Cable: VDX. Telex: 22931. Gen. Mgr.: Luis Vidal Zapater. (Plating & processing only).
Vergara, General Mola 9, Barcelona 9. Tel: (93) 257.94.05. (Pressing only).

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Ediciones Deportivas ALG, San Raimundo, Madrid.
Edgisa (Ed. General SA), Gran Vía de las Cortes Catalanes 654, Barcelona 10. Tel: (93) 302-2516. Chief Exec.: Manuel Sancho.
Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
Melodix, Pedro Muguruza 8, 5th fl., Madrid 16. Tel: (91) 250.37.11.
Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241.3009/3106. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez; Sales Mgr.: Andres Ruiz Tarazona.

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C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 26. Tel: (93) 255-1307. Telex: 54536. Gen. Mgr.: Juan Deltell. Audio: 8 tr., 8 tr. quadrasonic, cassette, open reel.
Cofasa (Columbia Fonogram Asociadas SA), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton. Audio: Cassette.
D I S C A N, Canalejas 61-1 Izq.d., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis. Audio: Cassette.
E M I D-deon SA, Poligono Manso Factory, Prat de Llobregat, Barcelona. Tel: (93) 379-0508. Telex: 52497. Factory Mgr.: S. Malamoros. Audio: Cassette.
Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VDX. Mng. Dir.: Jose Luis Gil. (PWG) Audio: Cassette.
Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797. (PWG) Audio: 8 tr., 8 tr. quadrasonic, cassette.
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Phonic SA, Calle Madrazo 14, Barcelona 6. Tel: (93) 228-0905. Pres.: Jorge Doncos. Gen. Mgr.: Luis Quintana; Sales Mgr.: Jaime Ferrer. Audio: Cassette.
Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Esteban Mansilla. Audio: 8 tr., 8 tr. quadrasonic, cassette, open reel.
Sintonia SA, Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Gen. Mgr.: Bartolome Espadale. Audio: 8 tr., cassette, open reel.
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Jose-Maria Sala Elementos Audiovisuales, Ronda San Antonio 21, Barcelona. Tel: (93) 243-6207. Mgr.: Jose-Maria Sala.

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Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
Person Iberica SA, Torrente de Vidaleit 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Dlegario Godo; Gen. Mgr.: Jaime Gratacos. Audio: Cassette.
Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Esteban Mansilla. Audio: AUDIO MAGNETICS 8-tr. & cassette.

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Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VDX. Mng. Dir.: Jose Luis Gil.
Hostench SA (Talleres Graficos), Corcega 231-233, Barcelona 36. Tel: (93) 230.55.37. Cable: FERHDSWILA. (Jackets only).
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Martin (Graficas), Anafi 5, Madrid 19. (Jackets only).
Ofset ALG, San Raimundo 31, Madrid 20. (Jackets only).
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Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227.91.15, 239.88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.
Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton. (Labels only).
Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VDX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.
Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797. (Labels only).

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B A S F Espanola, Paseo de Gracia 99, Barcelona 8. Tel: (93) 215-1354. Audio-Video Prods. Mgr.: Jorge Guardia, Sales Mgr.: Carlos Wuest. (Blank only).
C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 13. Tel: (93) 255-1307. Telex: 54536. Gen. Mgr.: Juan Deltell. (Blank only). Audio: 8 tr., cassette, open reel. Can. see DISCAN.
D I S C A N, Canalejas 61-1 Izq.d., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis. Audio: CEF cassette.
Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797. Audio: 8 tr., cassette.
Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Esteban Mansilla. (Blank only). Audio: 8 tr., cassette.
Scotch, see 3M.
3 M Espana SA, Josefa Varcacel 31, Madrid 27. Tel: (91) 742.00.12. Telex: 27499. Mng. Dir.: Antonio Gastejo; Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonio Vergara; Mktg. Mgr.: Manuel Martin de Barbadillo. Audio: SCOTCH blank-8 tr., cassette, open reel; raw-cassette. Video: SCOTCH blank-2", 1" open reel, 1/2" cassette, 1/4" Beta & VHS cassette.

• accessories manufacturers

Audio SA, La Granada 34, Barcelona 6. Tel: (93) 217-1554. Telex: 54293. Gen. Mgr.: Carlos Pueyo, Sales Mgr.: Antonio Colome. Product: Record-PICKERING replacement styli.
Fisam SA, Guillermo Tell 21, Barcelona 12. Tel: (93) 228-0905. Gen. Mgr.: Ezequiel Beaumont, Sales Mgr.: Inmaculada Mateo. Product: Record-carrying & storage cases, record care prods., Tape-carrying & storage cases, head cleaners, demagnetizers.
Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797. Product: Carrying & storage cases; Record-45 rpm adaptors; Tape-leader tape.
Mabel, Calle Ripollas 84, Barcelona 13. Tel: (93) 235-4000. Product: Record-STANTON replacement styli.
Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Esteban Mansilla. Product: Tape-head cleaners.
3 M Espana SA, Josefa Varcacel 31, Madrid 27. Tel: (91) 742.00.12. Telex: 27499. Mng. Dir.: Antonio Gastejo; Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonio Vergara, Mktg. Mgr.: Manuel Martin de Barbadillo. Product: Tape-head cleaners, demagnetizers, leader & splicing tape.

• store fixtures

Fisam SA, Guillermo Tell 21, Barcelona 12. Tel: (93) 228-0905. Gen. Mgr.: Ezequiel Beaumont; Sales Mgr.: Inmaculada Mateo. Product: Record & tape browser boxes, display racks, divider cards.

• record & tape manufacturer / importer / distributor

Munmszab Rec'g Co., PO Box 2380, Khartoum. Tel: 73355, 81388, 73990. Labels: (Owmed) Munmszab; (represented) Chahatphone (Chad), Sono Cairo (Egypt), Soud el Phan (Egypt, Greece). Int'l reps.: Chad (Chahatphone), Egypt (Sono Cairo), Ethiopia (Impex Radio, Yared Music Shop), Libya (El Fezani).

• accessories & store fixtures

Munmszab Rec'g Co., PO Box 2380, Khartoum. Tel: 73355, 81388, 73990. Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, needles, browser boxes, display racks, divider cards.

SURINAM

Population: 400,000.
Per capita income: \$1600.
Holidays: January 1, Good Friday, May 1 (Labor Day), July 1 (Day of Freedom), November 25 (Independence Day), December 25, 26.

• record & tape manufacturers / distributors / importers

Didi Recs., PO Box 183, 2420 Paramaribo; Malebatumstr 4, 2438 Paramaribo. Tel: 76398. Int'l branch: Netherlands, A.M. Girwar. Labels: (Owmed) Didi, Old Gold.

SWEDEN

Population: 8,200,000.
Rate of exchange: \$1 (US) = 5.50 krona.
Holidays: January 1, Epiphany, Good Friday, Easter Monday, May 1, Ascension Day, Whit Monday, Mid-Summer Day, All Saints' Day, December 25, 26.

RECORDS

Record sales certification awards: Gold single-25,000 units, platinum single-50,000 units. Gold LP-50,000 units, platinum LP-100,000 units.
Records sold domestically: LPs 1981-14,740,000 units, \$114,900,000; 1980-15,700,000 units, \$135,000,000. Singles 1981-2,250,000 units, \$6,100,000; 1980-2,100,000 units, \$6,100,000.
Average retail price per record: LPs-\$8.50; singles-\$2.75.
Record club sales: 10%-15% of total.
Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer system predominates. There are two major rack jobbers, which comprise about 15% of the market. Direct importing is frequent and is estimated to account for at least 25% of the market and about 30%-35% of full-price album sales.

Type of promotion: Government-controlled and non-commercial radio and tv are the prime media for the promotion of records. Swedish tv has now fully accepted promotion videos for their own artistic values. The major daily evening newspapers are important for advertisements and reviews. The newly started bimonthly magazine, Schlager, has proved to be important. Discos are also significant, as are in-store video presentations and the UK radio station Radio Luxembourg.

Jobboxes: 1,000.

TAPE:

Market: Audio-1981 sales of pre-recorded cassettes, which stood at 3.25 million units, were down 7% in units and turnover from 1980. Sales of blank cassettes were about 15 million. Video-Almost 10% of Swedish households have video equipment, with VHS having about 75% to 80% of the market, and Beta and V-2000 sharing the remainder. About 1.9 million units of blank cassettes were sold in 1981.

Pre-recorded tape sold domestically: Cassette 1981-3,250,000 units, \$25,200,000; 1980-3,473,000 units, \$31,100,000.
Average retail price per tape: Cassette-\$8.50.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (97%); television sets (95%); color (70%); b/w (50%); phonographs (60%); audio tape recorders (60%); video tape recorders (10%).

RADIO STATIONS

No. of commercial 3 (FM); no. of government 1 (AM).
Comment: One channel (P3) plays primarily recorded music 24 hours daily, although the percentage has lowered in the last year. 24 local radio stations are now in operation.

TELEVISION STATIONS:

No. of channels: 2 government, 95% color (PAL).
Comment: The two non-commercial channels each transmit about 40 hours per week. Programs featuring rock and pop are quite rare and have ratings of only 10% to 20% of the viewers.

MARKET ANALYSIS

While the sales of singles were up 7% in 1981, sales of albums and cassettes were down by a like percentage. Overall, business was down 3%. Home taping and direct imports are still the two major problems. Effective September 1, 1982, a tape levy became effective, with example levies being about \$4.5 for a C-90 audio tape and about \$9 for an E-180 blank video cassette. The government expects an annual levy intake of \$24 million, with only \$1.6 of this amount going to industry and copyright organizations.

Direct imports are estimated to be at least 25% of the market; some current albums have about 35%. Canada is the biggest source of this product. More and more small independent labels and producers are entering the recording business and bringing in much new talent. Local music is still very strong, and all of last year's biggest sellers were of local origin.

SUDAN

Population: 18,700,000.
Rate of exchange: \$1 (US) = 0.35 Sudan pound.
Per capita income: \$300.
Holidays: January 1 (Independence Day), March 3 (Unity Day), May 25 (Revolution Day), October 12 (Republican Day), December 25, and various Mohammedan religious holidays.

Abba, Gyllene Tider and Freestyle all had albums selling about 200,000 units.

With almost 10% of the households having video, Sweden now has the highest penetration of video per capita in the world. Almost every major record company now has its video wing, including EMI, WEA-Metronome, PolyGram, CBS, Polar, Mariann, and Sonet. **Leif Schulman**

• **record & tape manufacturers / distributors / importers**

Abata Handels AB, Vanadisplan 5, S-113 31 Stockholm. Tel: (08) 33-75-48. (Distributor)

Ad Lib Dist'n AB, PO Box 52, Skattegaardsvaegen 49, S-162 11 Vaellingby. Tel: (08) 739-26-50/22-08. Exec.: Ivan Sundberg. (Distributor/Importer)

Advent, see Amigo.

Amigo Musik AB (IFPI), PO Box 6058, Norrbackagatan 47, S-10231 Stockholm. Tel: (08) 34-89-25. Cable: GEODAH. Telex: 17840. Pres.: Per-Anders Boquist; A&R Mgr.: Jan Boquist; Sales Mgr.: Laila Munther; Label Mgr.: Ulf Lundqvist.

Labels: (Owned) Advent, Amigo

Anette, see Lido-Prod'n.

Angel, see EMI.

Archiv, see PolyGram.

Arrow Recs., PO Box 295, S-580 01 Linköping. Tel: (013) 121-997 Gen. Mgr.: B. Roger Fransson (Importer).

Artist, see Nordiska.

Asylum, see WEA Metronome.

Atco, see WEA Metronome.

Atlantic, see WEA Metronome.

Barnparaden, see Nordiska.

Barclay, see PolyGram.

Basun Studio AB, Bastugatan 39, S-117 25 Stockholm. Tel: (08) 84-18-75. Pres.: Peter Olsson; A&R Dir.: Anders Larsson.

Labels: (Owned) SWS, YTF.

Be-Bop, see Tandem.

Arne Bill Prod'n AB, Groendalsvaegen 18, S-147 00 Tumba. Tel: 379-00, 317-91.

Labels: (Owned) Bill, Butler.

Blitz Recs AB, PO Box 347, Gamla Brogatan 34, S-101 24 Stockholm. Tel: (08) 21-33-25, 21-67-94, 20-22-30, 32-67-69. Telex: 12481. Owner: Wolfgang Jedliczka.

Labels: (Owned) Blitz; (licensed) Orange (USA), Sky (Germany).

Blue Horizon, Strybordsvagen 44, Oxelösund. Tel: (0155) 3-30-47.

Blue Note, see EMI.

Bohus AB (Grammofon) (IFPI), PO Box 24, S-442 01 Kungälv. Tel: (0303) 109-90, 168-71. Mng. Dir.: Bjarne Lundqvist; Gen. Mgr.: Gert Lengstrand.

Boogie, see Scramia & EMI.

Bra Musik/Skandinavisk Press AB, PO Box 803, S-201 80 Malmö. Tel: (040) 10-18-30. Telex: 32575. Mng. Dir.: Rolf Nilsson; A&R Prod. Mgr.: Hans Ingvar Hansson; Mktg. Mgr.: Richard Larsson.

Label: (Owned) United Music Int'l.

Int'l rep.: Denmark (Skandinavisk Press), Finland (Mestariustannus), Norway (Skandinavisk Press).

Butler, see Arne Bill.

C B S Recs. AB, (IFPI), PO Box 20037, Mariehallsvaegen 40, S-161 20 Bromma. Tel: (08) 98-02-50. Cable: COLRECORD. Telex: 17736. Mng. Dir.: Sten af Klinteberg; Financial Mgr.: Ingemar Östberg; Mktg. Mgr.: Lennart Backman.

Labels: (Owned) CBS, Cupol, Embassy, Epic, Harmony, Portrait; (licensed) A&M (USA), Ariola (Germany), Arista (UK, USA), GTO (UK), IT (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA), T-Neck (USA).

Int'l rep.: Worldwide (CBS).

Carlson Sweden Grammofon Co., PO Box 117, S-721 05 Västerås. Tel: (021) 13-12-11, 35-66-10. Mng. Dir.: Sture Redin.

Labels: (Owned) Carlisma, Centy, Memphis, Montana, Omega, RR, Record, Sunrise, Swede, Sweden, WMP.

Capitol, see EMI.

Casablanca, see PolyGram.

Centy, see California.

Cewe, see Epok.

Cirkus, see Sonet.

Cisco, see Kountry Korral.

Classics For Pleasure, see EMI.

Click Recs./BBS Musik AB (IFPI), PO Box 12, S-780 45 Björbo. Tel: (0241) 2-34-95. Mng. Dir.: Lollo Berglund; Sales Mgr.: Rolf Hallgren; Int'l Sales Mgr.: Les Cariton.

Labels: (Owned) Click, Coop, Crus; (licensed foreign) Paddlewheel (Japan).

Int'l rep.: Japan (Nippon Flamingo).

Walter Cohn, Bromsvaegen 25, S-125 30 Alvsjö. Tel: (08) 47-35-46. (Distributor)

Columbia, see EMI.

Coop, see Click.

Cotillon, see WEA Metronome.

Crux, see Click.

Crystal, see EMI.

Cupol, see CBS.

D G, see PolyGram.

D J Special, see W-Sign.

Dacapo, see EMI.

Decca, see PolyGram.

Deram, see PolyGram.

Double Up, see EMI.

Dragon Recs./Westin & Wallgren, Lovbergavagen 9, S-132 00 Saltsjö-Boo. Tel: (08) 747-9332. Gen. Mgr.: Lars Westin; Sales Mgr.: Jan Wallgren. Dux, see PolyGram.

E M I Svenska AB, Box 1289, Trönövägen 17, S-171 25 Solna. Tel: (08) 730-0060. Cable: EMIGRAM. Telex: 10046. Mng. Dir.: Rolf Nygren; Sales & Mktg. Mgr.: Hasse Breitholtz; Promo. Mgr.: Bengt Berg; Int'l A&R Mgr.: Lars Brenner.

Labels: (Owned) Angel, Blue Note, Capitol, Classics For Pleasure, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, EMI Int'l, Electrola, Emidisc, Encore, Glen, HMV, Harvest, Liberty, Music For Pleasure, Odeon, One Up, Parlophone, Pathe, Prisma, Radic, Regal, Regal Zonophone, Rondo, Seraphim, Starline, Sunset, Talisman, Tower, United Artists, Waverley, World, Zonophone; (licensed) Ardeck (UK), Bulldog (UK), Carere (France), Ember (UK), Fantasy (USA), Magnet (UK), Milestone (USA), Pckwck (USA), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Rondo, SWS, Springboard (USA), Stax (USA).

El, see Europa-Produktion.

Electra (Grammofon AB) (IFPI), PO Box 14, Osterogatan 4, S-163 93 Spanga-Stockholm. Tel: (08) 751-0406. Telex: 14075. Pres.: Hans-Ove Eriksson; VP & Financial Mgr.: Sven Erik Soeder; Int'l A&R Classical & Special Prods.: Hans Lindqvist; Int'l A&R Pop.: Klas Burling; Mktg. & Sales Mgr.: Jan Björklund; Royalty & Dist'n Mgr.: Lars Johansson.

Labels: (Owned) Musca, Swedish Society Discofil, Teletar, Viking; (licensed foreign) Das Alte Werk (Germany), Arion (Italy), Attic (Canada), Aura (UK), Avatar (UK), BBC (UK), Cheapskate (UK), DeLuxe (Australia), Electrola (UK), Erato (France), Grunt (USA), Harmonia Mundi (France), Intercom (Germany), Jupiter (Germany), Logo (UK), Melodiya (USSR), Millennium (USA), Motown (USA), Pckwck (UK), RCA (USA), Rag Baby (USA), Regard (UK), Rialto (UK), Strand (Germany), Teldec (Germany), Telefonken (Germany), Transatlantic (UK), Turnabout (USA), Why-Fi (UK), Vox (USA).

Electrola, see EMI.

Elektra, see WEA Metronome.

Elektra-Musican, see WEA Metronome.

Embassy, see CBS.

Emidisc, see EMI.

Encore, see EMI.

Entertainer, see Sound of Scandinavia.

Epic, see CBS.

Epok Skivforlag, Vintergatan 10B, Ornskoldsvik. Tel: (0660) 300-52.

Labels: (Owned) Cewe, Epok.

Christer T. Eriksson & Son AB, PO Box 317, S-181 03 Lidköping. Tel: (08) 766-0290. Telex: 10155. Mng. Dir.: Christer T. Eriksson; Sales Mgr.: Claes Eriksson. (Distributor/Importer/Exporter)

Sven Eriksson (Ingenjorsfirma), PO Box 834, S-121 08 Johanneshov.

Label: (Represented) Sheffield Lab (USA).

Ess-Rosing (AB), Luntmakargatan 59, S-113 58 Stockholm. Tel: (08) 34-64-01. Telex: 12080. Dir.: Brian Shack. (Distributor)

Europa Film Recs. (IFPI), PO Box 20065, Tappvagen 24, S-161 20 Bromma (Stockholm). Tel: (08) 98-77-00. Cable: EURDPAFILM. Telex: 17656. Gen. Mgr.: Stefan Schroder.

Europa-Produktion AB, Rasundavagen 45, S-171 52 Solna. Tel: (08) 83-31-05.

Labels: (Owned) El, Olga, Hop, see Sonet.

Fontana, see PolyGram.

Forsyte New Music, Box 4021, S-171 04 Solna. Tel: (08) 83-45-09. Gen. Mgr.: Annika Sundstroem; Sales Mgr.: Lars Sundstroem. (Distributor)

Four Leaf Clover, Jaernvaegsgatan 70, S-172 35 Sundbyberg. Tel: (08) 98-28-08/55. Exec.: Lars Samuelson.

Fralsningsarmens Handelsavdelning, PO Box 5090, Ostermalmsgatan 71, S-102 42 Stockholm 5. Tel: (08) 63-17-00. (Distributor)

Frituna Produktion AB, Vaertavaegen 15, S-115 28 Stockholm. Tel: (08) 63-13-45. Telex: 12328. Pres.: Goeran Waltnar; VP A&R: Claes af Geijerstam.

Int'l branches: Denmark, France.

Int'l rep.: Finland (EMI), Norway (Phonogram).

G D C (Grammofonbolagens Distributioncentral) AB, Dalvagen 4, Solna. Tel: (08) 730-0720. Pres.: Goran Stenberg; Sales Mgr.: Ingemar Skoglund, Stig Stahl, Peter Werner. (Distributor)

Galaxy, see Scramia.

Gamla Stenakros, see Record Trading.

Gazell, see Sonet.

Gilda Recs., Aritektvaegen 24, Fack, S-161 09 Bromma. Tel: (08) 80-30-95. Chief Exec.: Ragnar Blomstroem.

Glen, see EMI.

GlenDisc, Vallvagen 2, S-182 75 Stocksund. Tel: (08) 85-68-00. Cable: GLENPROD. Telex: 12442 (Fotex S) Attn: GLENPROD. Mng. Dir.: Bruno Glenmark.

Golden Label, see TMC.

Gospel & Musik, Rastengatan 15, S-172 06 Sundbyberg. Contact: Oscar Rubnerth.

Label: (Represented) Word (USA).

Grammoplast AB, Box 8019, S-163 08 Spanga. Tel: (08) 761-7060. Dir.: Svante Raeeat; Gen. Mgr.: Hans Johansson.

Grand Prix, see Sonet.

Gummesons Book/Music Publ'r, PO Box 6302, Tegnergatan 8, S-113 81 Stockholm. Tel: (08) 15-18-30. Telex: 14275. Gen. Mgr.: Ulf Heimdahl; Sales Mgr.: Ingemar Eriksson; A&R Mgr.: Leif Lundberg.

Labels: (Owned) Signatur, Sirius, Solet.

H M Y, see EMI.

Happaranda Budget Line Recs., Selmedalsvagen 22, S-166 55 Hagersten. Tel: (08) 46-15-11.

Happy Birthday Recs.—Exec. Prod'r: Bo Waldersten; Int'l A&R: Sanji P Tandam—see Sound of Scandinavia.

Harmony, see CBS.

Harvest, see EMI.

Heavy Sound, Regeringsgatan 89, S-111 39 Stockholm. Tel: (08) 11-81 14. Cable: HEAVY. Telex: 14339. Mng. Dir.: Torbjorn Hullegard.

Hemmets Haerold, see Prim.

Hemmets Journal AB, Fack, S-212 05 Malmö. Tel: (040) 934560. Telex 32449. Mng. Dir.: Jan Morch.

Inter-Disc, see Record Trading.

Jefferson, see Scandinavian Blues Ass'n.

Jockey, see Record Trading.

Karusell, see PolyGram.

Kilo, see TMC.

Knappupp, see Sonet.

Kontra Punkt, see Record Trading.

Kountry Korral Prod'ns, PO Box 8014, S-720 08 Västerås 8. Tel: (021) 18-86-20/90. Pres.: Lillies Ohlsson.

Labels: (Owned) Cisco, Kountry Korral.

L P-Pyndet AB, PO Box 70, S-815 01 Tierp. Tel: (0293) 131-65. Telex: 47126. Gen. Mgr.: Karl-David Kitstrom; Sales Mgr.: Kjell Gronberg, Nils-Erik Kitstrom. (Distributor/Importer)

Liberty, see EMI.

Lido Prod'n, Fack 131, S-531 01 Lidköping. Tel: (0510) 231-25.

Label: (Owned) Anette.

Lilla Huset Musik AB, Stationsgatan 4, S-827 00 Ljusdal. Tel: (0651) 157-00. Chief Exec.: Boerje Bergstroem.

Label: (Owned) Wigwam.

London, see PolyGram.

M H W, see Musiknaetet Waxholm.

Marcus Music AB (IFPI), Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Deputy Dir.: Margaretha Andersson; Gen. Mgr.: Lars Rosin; Sales Mgr.: Ann-Birgit Carlsson; Chief Exec.: Christer Berg.

Mariann Int'l Recs., Honsngatan 78, S-117 21 Stockholm. Tel: (08) 84-58-88. Telex: 17936. VP: Benny Hedlund.

Labels: (Owned) Mariann.

Int'l rep.: Denmark, Finland, Norway (all EMI).

Memphis, see California.

Mercury, see PolyGram.

Metronome, see WEA Metronome.

Montana, see California.

Montax AB, Klockargatan 27, Falkenberg S-311 00. Tel: (0346) 81060.

Moondisc, see Sound of Scandinavia.

Moonshine, see Safir.

Mudist, see Music Ultra.

Musica, see Electra.

Music Consult AB, Oestgotagatan 17, S-116 25 Stockholm. Tel: (08) 44-03-80. Telex: 12597. Import Mgr.: Johan Gereholt. (Distributor/Importer)

Music For Pleasure, see EMI.

Musica Ultra Dist'n Inc. (Mudist), PO Box 6084, S-200 11 Malmö. Tel: (040) 23-90-60, 23-90-70. Cable: PROSTGATAN. Pres.: Christer Gardsby; A&R Mgr.: Ronny Klinteberg.

Labels: (Owned) Mudist, YTF.

Musiknaetet Waxholm AB (MNV), Radhusgatan 12, Box 71, S-185 00 Vaxholm. Tel: (0764) 323-45. Gen. Mgr.: Jan-Olof Schli; Sales Mgr.: Lizzie Jorgensen; Studio Mgr.: Curt-Ake Stefan; Prod'ns: Tomas Gabriellsson, Jonas Sjoestrom.

Label: (Owned) MNW.

Int'l rep.: Denmark (SAM), Finland (Poko), Norway (MAI).

Nonesuch, see WEA Metronome.

Nordiska Musikforlaget AB (IFPI), PO Box 745, S-101 30 Stockholm 1. Tel: (08) 13-24-80. Cable: MUSICALIA. Telex: 11859. Pres.: Bengt Edvardsson; Sales Mgr.: Tony Lonn.

Labels: (Owned) Artist, Barnparaden; (licensed) Acanta (Germany), All Stars (France), BASF/Acanta (Germany), Claves (Switzerland), Montparnasse 2000 (France), Music Minus One (USA), Selected Sound (Germany).

Int'l rep.: Denmark (Wilhelm Hansen), Finland (Scandia-Musiikki), Norway (Norsk).

Odeon, see EMI.

Olga, see Europa-Produktion.

Omega, see California.

One Up, see EMI.

Onkeslag, see Record Trading.

Lilith Orongroj, c/o Birgitta Olsson, Bondegatan 63 II, S-116 34 Stockholm.

Label: (Represented) Redwood (USA).

P M Sales AB, Frammaesbacken 12, S-171 42 Solna. Tel: (08) 83 73 00. Cable: PLANREC. Telex: 14392. Mng. Dir.: Mats Olsson; Gen. Mgr.: Dwe Midner; Sales Mgr.: Hans Larsson. (Distributor)

Parlophone, see EMI.

Pathe, see EMI.

Peer-Southern Prod'ns AB (IFPI), Grev Turegatan 38, S-114 38 Stockholm. Tel: (08) 67-99-10. Cable: SOUTHMUSIC. Telex: 12250. Mng. Dir.: Ivan Nordstrom.

Int'l rep.: Worldwide (Peer-Southern).

Philips, see PolyGram.

Phonograph, see W-Sign.

Pilot Music AB, Fack, S-171 19 Solna. Tel: (08) 730-0810. Pres.: Kjell Samuelson; Gen. Mgr.: Rolf Samuelson; Sales Mgr.: Bertil Lindholm.

Planet Recs. & Music, Frammaesbacken 12, S-171 42 Solna. Tel: (08) 83-73-00. Cable: PLANREC. Telex: 14392. Pres. & Mng. Dir.: Mats Olsson; Gen. Mgr.: Maj-Britt Olsson; A&R Mgr.: Peter Olsson, Anders Larsson.

Labels: (Owned) Bastun, Planet; (licensed) Atomic Art, Cream (both USA); Arena Int'l, Cherry Red, Dingles, Graduate, Gull, Heartbeat, Hi, Human, MR, Marcus, Nems, Pipe, Secret, (all UK); Medley (Denmark).

Int'l rep.: Denmark (Royton), Norway (Arne Bendiksen).

Platina Recs. AB, St. Arodsatan 29, H. Backa, S-422 43 Gothenburg. Tel: (031) 52-66-50. Pres.: Evert Jakobsson.

Playback Inspelnings AB, Gustav Adolfs Torg 10, S-211 39 Malmö. Gen. Mgr.: Lennart Christansson.

Label: (Owned) Playback.

Play Music AB, PO Box 112, Vinterg. 5, S-172 23 Sundbyberg. Tel: (08) 98-54-30. Cable: PLAYMUSIC. Telex: 11967. Int'l Contacts: Benkt Bussler, Johan Sander. (Distributor/Importer/Rackjobber)

Int'l branch: Norway.

Polar Music Int'l AB, PO Box 7793, Hamngatan 11, S-103 96 Stockholm. Tel: (08) 14-30-20. Cable: SWEDENMUSIC. Telex: 11959, 15256. Pres.: Stig Anderson.

Labels: (Owned) Polar; (licensed domestic) Stranded, Studio 55, Trash; (licensed foreign) Boardwalk (USA), Zilch (UK).

Polydor, see PolyGram.

PolyGram Direct Mktg. Scandinavia Org., PO Box 50202, S-20212 Malmö. Tel: (040) 43-64-50. Cable: SCANDINAVIA. Mng. Dir.: Sten Rosdahl; Sales Mgr.: Sten Enbom.

PolyGram Recs. AB, PO Box 3093, Dalvaegen 4, S-171 03 Solna. Tel: (08) 730-0940. Cable: POLYG S. Telex: 10466, 10750. Mng. Dir.: Lennart Backman, Fin. & Admin. Dir. & Deputy Mng. Dir.: Benno Norrholm; Local A&R: Goeran Lindqvist; Int'l A&R Mgrs.: Krister Nilsson, Robert Hultman; Local Pub. Mgr.: Ingvar Erikson; Int'l Pub. Mgr.: Eva Soederqvist; Sales Mgr.: Ingemar Skoglund.

Labels: (Owned) Archiv, Barclay, Casablanca, DG, Decca, Deram, Dux,

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Fontana, Karusell, London, Mercury, Philips, Polydor, Smash, Sonora, Threshold, Vertigo, Verve; (licensed domestic) Proprius, R&P, Svenska Ljud; (licensed foreign) Backstreet (USA), Brain (Germany), Charisma (UK), DJM (UK), Dreamland (USA), EG (UK), F-beat (UK), Fiction (UK), Hot Ice (Iceland), Jive (UK), MCA (USA), PRE (UK), Pablo (USA), RSO (UK), Rocket (UK), Spring (USA), Stiff (UK).

Portrait, see CBS.
Prestige AB (Scandinavian Music Club), Foretagsvagen 14, S-202 12 Malmoe. Tel: (40) 43-64-50. Telex: 32771. Chief Exec.: S. Rosdahl.
Prim Recs. (IFPI), Dagenhuset, Gammalgårdsv. 38-42 Stora Essingen, S-105 36 Stockholm. Tel: (08) 13-03-40. Telex: 10888. Pres.: Sverre Larsson; Gen. Mgr.: Lars Eric Janson; Sales Mgr.: David Edstrom.
Labels: (Owmed) Hemmets Maerold, Prim; (licensed foreign) Benson, Birdwing, Dayspring, Good News, Greenfree, Heartwarming, Home Sweet Home, Impact, Lamb & Lion, Light, Maranatha!, Myrrh, Paragon, New Paz, Refuge, Solid, Solid Rock, Sparrow, Spirit, Triangle (all USA); Word (UK, USA).
Int'l reps.: Finland (Taborfoerlaget), Norway (Filadelfiafoerlaget).

Prisma, see EMI
Proprius, see PolyGram.
Qwest, see WEA Metronome.
R & P, see PolyGram.
R R, see California.
Radic, see EMI.
Record, see California.

Record Trading AB, Box 211, S-183 23 Taebye. Tel: (08) 758-3700. Cable: GALVANOMATRIS. Telex: 11350. Pres.: Kurt Westman
Labels: (Owmed) Gamla Stenkakor, Inter-Disc, Jockey, Kontra Punkt, Onskesagan, Super-Sound.

Regal, see EMI.
Regal Zonophone, see EMI
Reprise, see WEA Metronome.
Rock & Country Recs., PO Box 83, Stationsgatan 13, S-310 58 Vessigebo. Tel: (0346) 206-59. Gen. Mgr. Christer Malmstedt; Sales Mgr.: Bo Gunnar Bramborn. (Distributor/Importer)
Labels: (Owmed) Rock & Country; (licensed foreign) Ace, Cha Cha, Dore, Goldband, Jim, Judd, Razorback, Sarg, Showay, Swallow, Yucca, (all USA).
Rollis Grammfonskivor AB, PO Box 291, S-201 22 Malmoe. Tel: (040) 23-06-56. Mng. Dir.: Hans Ingvar Hansson; Pres.: Lennart Carlsson; Sales Mgrs.: U. Andersson, J. Eriksson. (Wholesaler/Importer/Exporter)
Rondo, see EMI.
Ronny's Music, PO Box 4297, S-203 14 Malmoe. Tel: (040) 12-89-12. Pres.: Ronny Hall. (Importer of oldies singles)

S A M Dist'n Musik AB, Box 60, S-185 00 Vaxholm. Tel: (0764) 32600, 31590. Telex: 15268. Chief Exec.: Peter Karlsson; Export/Import Mgrs.: Hans Andreasson, Ann-Marie Beckman, David Parmacek, Goeran Thureson. (Distributor/Importer/Exporter).
Labels: (Licensed) Ack Waerland, Alternativ, Arhoole, Ball, Bauta, Bella Ciao, Bernt Staf Produktion, Bjornspar, Blues Boy, Blues Classics, Bruksteatern, Bruset, Carosello, Checkpoint Charlie, Chiekommitten, Clanka Lanka, Clay, Crammed Disc, Crass, Crownprince, Dagen Gyr, Dagsva, Daybreak, Del-Fi, Dohjort, Ergon Pretty Band, Eko, Emma Europa, Factory, Falkinn, Fest, Fetish, Forsalud, Fresh, Fria Teatern, Genlyd, Giga, Greensleeves, Grnsbaeck, Heartwork, Hemlig, Hurv, Husaspelet, Image, Irmagard, J-G, Joe Gibbs, Jukebox Lil, Kaellan, Krokben, Kulturmissionen, L + R, Last Buzz, Leo, Lyudbarrikaden, Lyudsklydfest Myrbein, Lyudsparet, Lyrrichord, MAI, Makossa, Manifest, Massproduktion, Minne for Livet, Mr. R&B, Mistur, Musikaetert Washholm, Munich, Musiklaget, Norsholms Befretsefront, Old Timey, Oldie Blues, Original, Orizzonte, Patric, Petcia, Piglet, Poko, Pop Mot Missmodskommitten, Pumpkin, Puzzle, R-Editon, RK08, Ralph, Randig, Rare Bird, Red, Red Lightnin, Rhino, Rip, Ritmo, Rooster, Rough Trade, Route 66, Saxophonograph, Silence, Sista Bussen, Slick, Sloboban, Slaa Tillbaka, Solarplexus, Solomonic, Solid Smoke, Stockholm, Subversivbolaget, Svenska Popfabriken, Tali, Tangent, Tara, The Record Company, Tonkraft, Top Ranking, Topic, Torso, Tredje Taaget, Trojan, ULO, Urspar, War Bride, Y

S O S, see Sound of Scandinavia.
S R, see Swedish Radio.
S W S, see Bastun & EMI.
Safir Music of Scandinavia AB (IFPI), Hollandargatan 32, S-113 59 Stockholm. Tel: (08) 30-59-83. Telex: 17019. Chief Exec.: Lars Ericsson. Gen. Mgr.: Lennart Fries; Sales Mgr.: Jan Holmberg.
Labels: (Owmed) Moonshine, Moonshine Canada, Moonshine USA, Safir; (licensed) Laser (Australia).
Int'l reps.: Canada (Moonshine), Denmark (EMI), Finland (CBS), Norway (EMI), UK (Moonshine), USA (Moonshine).

Sarec Recs., Box 4010, S-141 04 Huddinge. (Distributor)
Scandinavian Blues Ass'n, Tallkrogsvaegen 8, S-122 33 Enskede. Tel: (08) 59-54-43. Pres.: Joergen Sandin
Label: (Owmed) Jefferson.
Int'l rep.: Worldwide (Amgo in Sweden).

Scranta Grammfon, PO Box 2037, Haesaengsvaegen 3, S-691 02 Karlskrona. Tel: (0586) 534-49. Mng. Dir.: Ebbe Nilsson; Gen. Mgr.: Per Nilsson; Sales Mgr.: Sten Nilsson, Studio Mgr.: Acke Svensson.
Labels: (Owmed) Boogie, Galaxy, Scranta.
Int'l reps.: Denmark (Sun), Norway (Talent Music Org.).
Seelig & Co. (AB), PO Box 17120, Solna. Contact: Ragnar Berglund
Label: (Represented) Moss Music Group (USA).

Seraphim, see EMI.
Signatur, see Gummessons & Marann.
Sirius, see Gummessons.
Skandinavisk Press, see Bra.
Skarby Int'l Recs., Box 10180, S 100 55 Stockholm
Label: (Represented) Redwood.
Skivbolaget, see TMC.
Smash, see PolyGram.

Smokestack Rec. Sales, PO Box 29005, S-100 52 Stockholm. Tel: (08) 62-77-22. Chief Execs.: Hans Schwetz, Hans Andreasson. (Distributor/Importer).
Snurr, see WEA Metronome.
Solist, see Gummessons.
Sonet Grammfon AB (IFPI), Box 1205, Atlasvaegen 1, S-181 23 Lidingoe. Tel: (08) 767-0150. Cable: SONETMUSIC. Telex: 10037. Pres.: Gunnar Bergstrom; Gen. Mgr.: Dag Haeggqvist; Dir.: Sven Lindholm; PR Mgr.: Lars-Olof Helen.
Int'l branch: England

Labels: (Owmed) Cirkus, Flop, Gazell, Grand Prix, Knappupp, Sonet, Spotlight, Storyville; (licensed) Air (UK), Albon (UK), Alligator (USA), Bearsville (USA), Blueprint (UK), Blues Classics (USA), Bomp (USA), Bronze (UK), Calibre (UK), Caroline (UK), Celluloid (France, USA), Chiswick (UK), Chrysalis (UK, USA), Collectors Classics (Denmark), Cube (UK), Electric (UK), Elhte (Switzerland), Excello (USA), Exilbus (Denmark), Flora (Norway), Flower (Norway), Flying Fish (USA), Front Line (UK), GNP Crescendo (USA), Golden Guinea (UK), Golden Hour (UK),

H&L (USA), Hannibal (UK), Island (UK), JCOA (USA), Jazz Piano (Denmark), Jazz Unlimited (Denmark), Kicking Mule (USA), MAM (UK), Mute (UK), Nashboro (USA), PRT (UK), Piccadilly (UK), Plantation (USA), Precision (UK), Pye (UK), Rockhouse (Netherlands), Roulette (USA), Rounder (USA), SSS Int'l (USA), Specialty (UK), Speedball (UK), Strand (Germany), Sun (USA), Takoma (USA), Triola (Norway), Ultraphone (Germany), Vanguard (USA), Virgin (UK), Ze (USA).
Int'l reps.: Denmark (Sonet/Dansk), Finland (Sonet/Scandia), Norway (Sonet).

Sonora, see PolyGram.
Sound of Scandinavia & Rec'g AB, PO Box 1108, Storaengsvaegen 22, S-141 23 Huddinge. Tel: (08) 774-0780. Cable: SOSREC. Telex: 12601. Pres. & Mng. Dir.: Leif Bigert.
Labels: (Owmed) Entertainer, Moondisc, SOS, T-Bone; (licensed domestic) Happy Birthday; (licensed foreign) All Platinum, Cadet, Checker, Chess, De-Lite, IBC, Salsoul, Stang, Sugar Hill, Turbo, Vibration (all USA); Armageddon, Blue Chip, Hedonics, Hot Box (all UK).

Int'l reps.: Denmark (CBS), Finland (Polarvox), Norway (Continental Consult, EMI).
Space, see W-Sign.
Spotlight, see Sonet.
Starline, see EMI.
Storyville Recs. AB (IFPI), Atlasvaegen 1, S-181 23 Lidingoe. Tel: (08) 767-0150. Cable: SONETMUSIC Stockholm. Telex: 10037. Mng. Dir.: Dag Haeggqvist; Dir.: Karl-Emil Knudsen. (Also see Sonet)

Int'l reps.: Canada (Moss), Denmark (Sonet), Finland (Laiho), France (Milan), Norway (Arne Bendiksen), USA (Moss).
Stranded, see Polar.
Studio 55, see Polar.
Sunrise, see California.
Sunset, see EMI.
Super-Sound, see Record Trading.
Svenska Ljud, see PolyGram.
Swede, see California.
Sweden, see California.

Swedish Radio Co. Fonogram (IFPI), Oxenstiernsgatan 20, S-105 10 Stockholm. Tel: (08) 784-0000. Cable: BROACCAST. Telex: 10000. Telefaxmil: 46 8-784 3233. Gen. Mgr.: Britt-Marie Bystedt; Gen. & Sales Mgr.: Torsten Byggdall.
Label: (Owmed) SR.
Int'l rep.: UK (Conifer).

Swedish Rec. Pool AB, Box 403, S-101 25 Stockholm. Tel: (08) 11-76-46, 11-79-69. Telex: 14387. Pres.: Hans Kjell. Gen. & Sales Mgr. & Chief Buyer: Frederick Ramel. (Distributor/Importer/Exporter)
Swedish Society Discofil, see Electra.
T-bone, see Sound of Scandinavia.
T M C (The Music Co. AB), PO Box 503, Lokevagen 57, S-183 25 Taebye. Tel: (08) 756-72-55. Telex: 14021. Pres.: G. Soderman; Sales Mgr.: A. Wendel.

Labels: (Owmed) Skivbolaget—The Record Co.; (licensed) ANR/Popchannel (Netherlands), Arrival, CGD Int'l (Italy), Can't Stop (USA), Chart, Creole (UK), Dureco (Netherlands), Durium (Italy), Friends (Netherlands), Golden Label, Impact, Imperial, Kilo, K-tel, Lotus, Malaco (USA), PVK (UK), Prelude (USA), Rollin' Rock (USA), WMO (USA).
Tab Recs., PO Box 210, S-732 00 Arboga. Tel: (0589) 103-50. Gen. Mgr.: Harry Holm.
Talismans, see EMI.
Tandan Recs. AB, Marknadsvaegen 297, S-183 34 Taebye. Tel: (08) 768-3900. Telex: 12601. Dir.: Sanji P. Tandan; Controller: Frederick Von Rosen; US Prod. Label Mgr.: John Wallin; European Prod. Label Mgr.: Michel Petre; Exec. Prod.: Hans Kjell.
Labels: (Owmed) Be-Bop Tandan.

Tape-Center AB, PO Box 7202, S-103 84 Stockholm. Tel: (08) 10-83-38. Gen. Mgr.: Carsten Meyer.
Telesat, see Electra.
Threshold, see PolyGram.
Tonola Grammfon AB, Box 1106, S-400 30 Goteborg. Telex: 854-27441. Contact: Harry Svensson.
Label: (Represented) Direct Disk (USA).

Tower, see EMI.
Trash, see Polar.
United Artists, see EMI.
United Music Int'l, see Bra.
Vertigo, see PolyGram.
Verve, see PolyGram.
Viking, see Electra.

W E A Metronome Recs. AB (IFPI), Storaengsvaegen 27, S-115 34 Stockholm. Tel: (08) 61-06-16. Cable: METROREC. Telex: 19022. Mng. Dir.: Boerje Ekberg, Anders Burman.
Labels: (Owmed) Asylum, Alco, Atlantic, Cotillion, Elektra, Elektra-Musican, Metronome, Nonesuch, Qwest, Reprise, Snurr, Warner Bros. WEA Int'l; (licensed foreign) Beggars Banquet (UK), Big Tree (USA), Dark Horse (USA), Embryo (USA), Finndar (USA), Full Moon (USA), Korova (UK), Little David (USA), Paradise (USA), Planet (USA), Sire (USA), Solar (USA), Swan Song (USA), Whitfield (USA).

W M P, see California.
W-Sign Mktg AB, Lokevagen 57, S-183 42 Taebye. Tel: (0762) 129-62. Telex: 13161. Chief Exec.: C. Wendel.
Labels: (Owmed) DJ Special, Phonograph; (licensed) Space.
Int'l rep.: USA (IRB).

Thore Wallenstrand, Erik Dahlbergsallen 3, S-115 24 Stockholm. Tel: (08) 67-54-12.
Warner Bros., see WEA Metronome.
Waverley, see EMI.
Whigam, see Lilla Huset.
World, see EMI.
Y T F, see Bastun & Music Ultra.
Zonophone, see EMI.

W E A Metronome Recs. AB (IFPI), Storaengsvaegen 27, S-115 34 Stockholm. Tel: (08) 61-06-16. Cable: METROREC. Telex: 19022. Mng. Dir.: Boerje Ekberg, Anders Burman.
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Whigam, see Lilla Huset.
World, see EMI.
Y T F, see Bastun & Music Ultra.
Zonophone, see EMI.

• music publishers

Ahlins Musikforlag AB, see Sweden.
Ar Music Scandinavia AB, PO Box 10220, Vallhallavagen 134, S-100 55 Stockholm. Tel: (08) 63-07-20. Telex: 12335. Pres.: Sture Borgedahl; Gen. Mgr.: Lars Wiggman.
Amgo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-89-25. Telex: 17840. Pres.: Jan Boquist.
And Publ'g Co. (d.v. of TMC AB), PO Box 503, S-183 25 Taebye. Tel: (08) 756-72-55. Telex: 14021. Pres.: G. Soederman.
Apri Music AB, PO Box 20037, Mariehallsvagen 40, S-161 20 Bromma. Tel: (08) 98-02-50. Cable: COLRECORD. Telex: (854) 17736. Gen. Mgr.: Stefan Egmar; Admin.: Hans Lindeborg.
Blitz Publ'g, PO Box 347, Gamla Brogatan 34, S-101 24 Stockholm. Tel: (08)

21-67-94, 21-33-25, 20-22-30, 32-67-69. Telex: 12481. Owner & Mgr Wolfgang Jedliczka.
 Brass Center, Box 4303, Stigbergsliden 16, S-400 40 Goeteborg. Tel (031) 24-65-20.
 Hans Busch Musikforlag AB, Stubbstigen 3, S-181 47 Lidingsöe. Tel (08) 765-1230.
 Camp Music Corp. AB, Jaernvaegsgatan 70, S-172 35 Sundbyberg. Tel: (08) 98-28-08/55 Exec.: Lars Samuelson.
 Careless Music, Box 7003, S-163 07 Spanga. Tel: (08) 36-50-20. Chief Exec.: Les Carlton.
 Cherry Lane Music Scandinavia AB, see Air.
 E M I Music Publ'g (Sweden) AB, Ynglingagatan 17, S 191 53 Stockholm. Tel: (08) 23-66-80. Cable: TURNTABLE. Telex: 12587 Mng. Dir.: Bengt Sundstroem.
 Eaton Music Scandinavia AB, see Air.
 Hans Edler Music AB, Krysshammansvaegen 10, Stockholm. Tel: (08) 83-49-40. Telex: 10625. Pres.: Hans Edler.
 Ehrlingtorlagen AB, PO Box 5268, Linnegatan 9/11, S-102 45 Stockholm. Tel: (08) 63-07-60. Cable: EHRLINGMUSIK. Pres. Thore Ehrling; Gen. Mgr.: Staffan Ehrling; Professional Mgr.: Bo Goran Edling.
 Essex AB (Musikforlaget) (STIM), PO Box 10220, Valhallavagen 134, S-100 55, Stockholm. Tel (08) 63-07-20. Cable: AIRMUSIC. Telex: 12335. Pres. & Gen. Mgr.: Sture Borgedahl.
 Fiadelfia Foerlaget AB (STIM/NCB), Dagenhuset, Gammelgardsv 38-42 Stora Essingen, S-105 36 Stockholm. Tel: (08) 13-03-40. Pres.: Sverre Larsson; Gen. Mgr.: Lars Eric Janson; Prof. Mgr.: Lennart Jernestrand.
 Flamingo Music Publ'g AB, c/o Air Music, PO Box 10220, Valhallavagen 134, S-100 55 Stockholm. Tel: (08) 63-07-20. Telex: 12335. Pres.: Sture Borgedahl; Gen. Mgr.: Roland Ferneberg.
 Frituna Produktion AB (STIM), Vaertavaegen 15, S 115 28 Stockholm. Tel: (08) 63-13-45. Telex: 12328. Pres.: Goeran Waltner.
 Carl Gehrman, PO Box 505, S-101 26 Stockholm. Tel: (08) 10-30-04. Cable: MUSIKGEHRMAN.
 Glenngons AB, Valvagen 2, S-182 75 Stocksund. Tel: (08) 85-68-00. Cable: GLENPROD. Telex: 12442 (Fotex S) Attn: GLENPROD. Mng. Dir.: Bruno Glenmark.
 Gummessons Book/Music Publ'r, PO Box 6302, Tegnergatan 8, S-113 81 Stockholm. Tel: (08) 15-18-30. Gen. Mgr.: Ulf Heimdahl.
 Intersong-Foerlagen AB, PO Box 3094, Dalvagen 4, S-171 03 Solna. Tel: (08) 83-08-90. Cable: SONDRATEL. Telex: 12383. Pres.: Dile Bergman.
 John's Music (STIM, NCB), see Sonet.
 Keynings Musikforlag, see Sweden.
 Key Music Prod'n, PO Box 2037, S-691 02 Kariskoga. Tel: (0586) 392 80. Mng. Dir.: Per Nilsson.
 Kountry Korral Prod'ns, PO Box 8014, S-720 08 Vasteras 8. Tel: (021) 18-86-20/90. Pres.: Lillies Ohlsson.
 Liberty AB (Ed.), PO Box 14, S-163 93 Stockholm. Tel: (08) 751-04-60. Telex: 14075. Gen. Mgr.: Hans-Ove Eriksson.
 Lilla Huset Musikproduktion, Stationsgatan 4, S-827 00 Ljusdal. Tel: (0651) 157-00. Chief Exec.: Boerje Bergstrom.
 Abr. Lundquist Musikforlag AB, Katarina Bangata 17, S-116 25 Stockholm. Tel: (08) 43-67-67. Cable: LUNDROUND. Pres.: Helge Roundquist; Sales Mgr.: Anders Roundquist.
 M A M Music Publ'g AB, see Sweden.
 M C A Music Svenska AB, see Sweden.
 Marcus Music-Imudico, Raesundaevaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Bengt Sundstroem.
 Midnight Sun (STIM, NCB), see Sonet.
 Modern Music AB, see Sweden.
 Multitone AB, Storaevaegen 27, S-115 34 Stockholm. Tel: (08) 61-13-16. Cable: METROREC. Telex: 19022. Pres.: Boerje Ekberg; Gen. Mgr.: Sven-Dlov Bagge.
 Musikaetel Wazholm AB (MNV), Radhusgatan 12, Box 71, S-185 00 Vaxholm. Tel: (0764) 323-45.
 Mustang Music AB, Bergsundsgatan 19, S-117 34 Stockholm. Tel: (08) 68-35-20. Pres.: Ove Hansson.
 Nordic Songs AB, PO Box 745, S-101 30 Stockholm 1. Tel: (08) 13-24-80. Cable: MUSICALIA. Telex: 11859. Pres.: Bengt Edwardsson; Prof. Mgr.: Tony Lonn.
 Nordiska Musikforlaget AB, PO Box 745, S-101 30 Stockholm 1. Tel: (08) 13-24-80. Cable: MUSICALIA. Telex: 11859. Pres.: Bengt Edwardsson; Prof. Mgr.: Tony Lonn.
 Peer-Southern Org., see Southern Music.
 Pilot Music AB, Fack, S-171 19 Solna. Tel: (08) 730-0810. Pres.: Kjell Samuelson; Gen. Mgr.: Dile Samuelson.
 Planet Music, Framnaesbacken 12, S-171 42 Solna. Tel: (08) 83-73-00. Cable: PLANREC. Telex: 14392. Pres. & Mng. Dir.: Mats Olsson; Gen. Mgr.: Peter Olsson; Prof. Mgr.: Anders Larsson.
 Platina Musikforlag, St. Arodsgratan 29, H. Backa, S-422 43 Gothenburg. Tel: (031) 52-66-50. Pres.: Evert Jakobsson.
 David Platz Music Scandinavia AB, see Air.
 Polar Music AB, see Sweden.
 Reuter & Reuter Forlags AB, see Sweden.
 Play Music, PO Box 112, S-172 23 Sundbyberg. Tel: (08) 98-54-30. Telex: 11967. Int'l Contact: Benkt Bussler.
 Safir Music Publ'g, Hollandargatan 32, S-113 59 Stockholm. Tel: (08) 30-59-83. Gen. Mgr.: Lennart Fries.
 Sonet Music AB (STIM/NCB), Box 1205, Atlasvaegen 1, S-181 23 Lidingsöe. Tel: (08) 767-0150. Telex: 10037. Gen. Mgr.: Dag Haeggqvist; Prof. Mgr.: Ola Hakansson.
 Sound Of Scandinavia & Rec'g AB, PO Box 1108, Storaevaegen 22, S-141 23 Huddinge. Tel: (08) 774-0780. Cable: SOSREC. Telex: 12601. Pres. & Mng. Dir.: Leif Bigert.
 Southern Music AB (STIM, NCB), Grev Turegatan 38, S-114 38 Stockholm. Tel: (08) 67-99-10. Cable: SOUTHMUSIC. Telex: 12250. Mgr.: Ivan Nordstrom.
 Stockholms Musikproduktion, see Sweden.
 Sugar Music (Scandinavia) AB, see Sweden.
 Sweden Music AB, PO Box 7793, Hamngatan 11, S-103 96 Stockholm. Tel: (08) 14-30-20. Telex: 11959, 15256. Pres.: Stig Anderson.
 T M C Music/T M C Publ'g, PO Box 503, Lokevagen 57, S-183 25 Taby. Tel: (08) 756 72 55. Telex: 14021. Pres.: G. Soderman; Gen. Mgr.: Johan Wendel; Prof. Mgr.: Martin Wendel. (Administered by Warner Bros.)
 Tab Music/Textab Musikforlag, PO Box 210, S-732 00 Arboga. Tel: (0589) 103-50. Contact: Harry Holm.
 Target Music AB, Arkitektvaegen 24, Fack, S-161 09 Bromma. Tel: (08) 80-30-95. Mng. Dir.: Tue Stiby; Gen. Mgr.: Ragnar Blomstrom.
 Union Songs AB, see Sweden.
 Warner Bros. Music (Scandinavia) AB, PO Box 4082, Hoeghdsvaegen 28, S-182 04 Enebyberg. Tel: (08) 768-7150/4844. Telex 12812. Pres.: Lennart Desmond; Prof. Mgr.: Hans Desmond.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

F S T (Foereningen Svenska Tonsaettare) (Society of Swedish Composers), PO Box 5091, S-102 42 Stockholm 5. Tel: (08) 24-29-50.
 National Committee of the International Music Council, c/o Royal Academy of Music, Blasseholmstorg 8, S-111 48 Stockholm.
 S K A P (Society of Swedish Popular Composers & Authors), PO Box 5091, S-102 42 Stockholm 5. Tel: (08) 24-29-50. Pres.: Bo Goeran Edling.
 Scandinavian Blues Ass'n, Tallkrogsvaegen 8, S-122 33 Enskede. Tel: (08) 59-54-43. Pres.: Joergen Sandin.
 Society of Swedish Composers, see FST.
 Society of Swedish Popular Composers & Authors, see SKAP.
 Svenska Gruppen IFPI, PO Box 1008, S-171 23 Solna; Ankdamngatan 5H, S-171 43 Solna. Tel: (08) 730-57-80. Telex: 19139.
 Swedish Music Information Centre, PO Box 5091, S-102 42 Stockholm 5, Birger Jarlsgratan 6B Stockholm.
 Swedish Music Publ'r Ass'n (Svenska Musikforlaeggarefoereningen upa), c/o MIC, Box 5091, S-102 42 Stockholm. Tel: (08) 24-29-50. Pres.: Kettli Skarby; Gen. Mgr.: Christian Sylvan.

LICENSING ORGANIZATION, MUSIC

STIM (Svenska Tonsaettares Int'l'l Musikbyra - Swedish Performing Rights Society), PO Box 1539, S-111 85 Stockholm. Tel: (08) 24-29-50. Pres.: Ove Rainer; Gen. Mgr.: Hans Nordmark. (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS

Europa Film, Rec. Plating Div., PO Box 20065, S-161 20 Bromma 20. Tel: (08) 98-77-00. Cable: EUROPASTUD. Telex: 17656. Pres.: Torbjorn Sjoeborg; Gen. Mgr.: Bengt Runsten; Sales Mgr.: Eric Augustsson. (Plating & processing only)
 Grammoplast AB, Box 8019, S-163 08 Spanga. Tel: (08) 761-7060 Dir. Svante Raeret; Gen. Mgr.: Hans Johansson. (Pressing only)
 Heger Plastics AB, Stallarholmen. Tel: (0152) 405-85.
 Skandinaviska Grammofoon AB, PO Box 148, Industrigatan 12, S-662 00 Aemael. Tel: (0532) 12-290. Telex: 5390. Mng. Dir.: Sven Samuelsson. Pressing capacity: 45-5000 units/day, LP-30,000 units/day.
 Svensk Grammofoonindustri (AB), Box 22, S-197 00 Bro. Tel: (758) 4-61-85 Telex: 19261. Gen. Mgr.: Jan-Erik Uddegard.
 Pressing capacity: 45-15,000 units/day; LP-15,000 units/day.
 Toolex Alpha AB, Box 176, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. & Gen. Mgr.: Desten Nilsson; Sales Mgr.: Gunnar Axe

RECORD PROMOTION

E M A Telstar AB, PO Box 18, S-181 21 Lidingsöe. Tel: (08) 767-0110. Telex: 12234. Contact: Thomas Johansson.
 Int'l branch: Denmark, Knud Thorbjornsen.

Folkparkernas Artistformidling, Swedenborgsgatan 1, S-116 48 Stockholm. Tel: (08) 44-01-20.

Marcus Music AB, Raesundaevaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Christer Berg; Sales Mgr.: Ann-Birgitt Carlsson; Chief Eng.: Joergen Thuresson.

Studioland AB, PO Box 2161, Edeby Quarn, S-103 14 Stockholm 2. Tel: (08) 40-46-56. Mng. Dir.: Thure O. Aberg.
 Telstar Konsertribureau AB, Frosatrabacken 24, S-127 37 Skarholmen. Tel: (08) 46-25-75.

Svante Widen Agencies, Snodroppsgränd 15, S-162 41 Vaellingby/Stockholm. Tel: (08) 38-18-37. Mgr.: Svante Widen.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Marcus Music AB, Raesundaevaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Christer Berg; Sales Mgr.: Ann-Birgitt Carlsson; Chief Eng.: Joergen Thuresson.

Audio: Cassette.
 Playback Inspolings AB, Gustav Adolfs Torg 10, S-211 39 Malmö. Gen. Mgr.: Lennart Christiansson.

Audio: Cassette, open reel.
 Skandinaviska Grammofoon AB, PO Box 148, Industrigatan 12, S-662 00 Aemael. Tel: (0532) 12-290. Telex: 5390. Mng. Dir.: Sven Samuelsson.

Audio: Cassette.
 Svensk Grammofoonindustri (AB), Box 22, S-197 00 Bro. Tel: (758) 4-61-85 Telex: 19261. Gen. Mgr.: Jan-Erik Uddegard.

Audio: Cassette.
 Talkback Studios AB, Luetzengatan 12, S-115 23 Stockholm. Tel: (08) 62-01-79, 62-01-09. Pres.: Ulf Zwedberg; Sales Mgr.: Lotta Lind. (PKG)

Audio: Cassette.
 Toolex Alpha AB, Box 176, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. & Gen. Mgr.: Desten Nilsson; Sales Mgr.: Gunnar Axe.

Audio: Cassette.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex AB, Risneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
 Audio: Cassette boxes.

Videogram, PO Box 295, S-58001 Linköping. Tel: (013) 12-19-97. Telex: 50029. Gen. Mgr.: Roger B. Fransson; Sec'y: H. Birgitta Karlsson. (Video only)

PROFESSIONAL TAPE SUPPLIES

Ampex AB, Risneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.

RAW MATERIALS

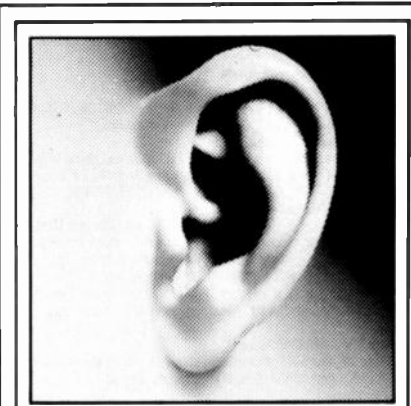
Svensk Grammofoonindustri (AB), Box 22, S-197 00 Bro. Tel: (758) 4-61-85. Telex: 19261. Gen. Mgr.: Jan-Erik Uddegard.
 Chief product: Record PVC compound.

RECORD MANUFACTURING EQUIPMENT

Alpha Delta, see Toolex.
 Europa Film AB, PO Box 20065, S-161 20 Bromma. Tel: (08) 98-77-00. Cable: EUROPASTUD. Telex: 17656. Pres.: Torbjorn Sjoeborg; Gen. Mgr.: Bengt Runsten; Sales Mgr.: Eric Augustsson.

Chief product: Plating equip.
 Toolex Alpha AB, Box 176, Esplanaden, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. Gen. Mgr.: Desten Nilsson; Sales Mgr.: Gunnar Axe.

Chief product: ALPHA DELTA 7, ALPHA DELTA 12 automatic record presses.



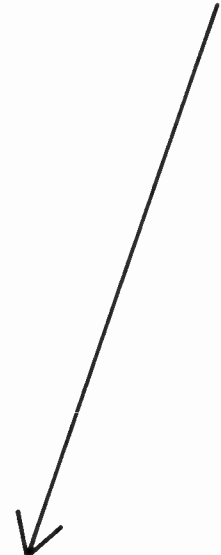
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YNGLINGAGATAN 17
 S-11347 STOCKHOLM
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TAPE, BLANK LOADED & BULK RACK

Agia-Gevaert AB, Torshamnsgatan 18, Stockholm, Tel (08) 751 03-00
 Cable: AGFACEVAERT, Mng. Dir.: Raymond Van Roosbroeck, Sales Mgr.
 Lennart Karlsbrink.
Audio: AGFA cassette, open reel.
Video: AGFA blank-2" & 1" open reel.
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg Tel (08) 28 29 10 Cable
 VIDEOTAPE, Telex: 10867, Gen. Mgr. W. Bjoerklund.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, Beta, VHS
 Ekman & Co. Import AB, Box 300, Stora Nygatan 29, S-401 24 Gothenburg
 Tel (031) 17-45-80. Cable: EKMANSS. Telex: 2353, 20763
Audio: DENON cassette.
 Prim Recs., Dagenhuset, Gammelgardsv. 38-42 Stora Essingen, Stockholm
 Tel: (08) 13-03-40 Telex: 10888 Pres.: Sverre Larsson; Gen. Mgr.: Lar-
 seric Janson; Sales Mgr. David Edstrom (Blank only)
Video: 1/2" Beta & VHS cassette, 1/2" V-2000 cassette.
 Talkback Studios AB, Luetzengatan 12, S-115 23 Stockholm Tel: (08) 62-
 01-79, 62-01-09. Pres.: Ulf Zvedberg; Sales Mgr. Lotta Lind (Blank
 only)
Audio: LSI-COMPUPAC cassette.
 Track Tape AB, Box 9031, Bronsaldersgatan 7, S-200 39 Malmoe Tel: (40)
 22 45-60. Telex: 33553. Gen. Mgr. Ingegerd Englert
Audio: Cassette.
 Videogram, PO Box 295, S-58001 Linköping, Tel. (013) 12-19-97. Telex
 50029. Gen. Mgr. Roger B. Fransson, Sec'y H. Birgitta Karlsson.
Video: 1/2" cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg, Tel (08) 28 29-10 Cable:
 VIDEOTAPE Telex: 10867, Gen. Mgr., W. Bjoerklund.
Audio: Duplicators.
 Elfa Radio & Television AB, Industrivagn 23, S-171 17 Solna Tel (08) 730
 0700 Cable: ELFARADIO. Telex: 10479. Pres.: Gunnar Roth, Sales Mgr.
 Tore Hedlund.
Audio: PENTAGON duplicators.

• accessories manufacturers

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stock-
 holm 6. Tel: (08) 34-89-25. Telex: 17840. Pres.: Per-Anders Boquist;
 Sales Mgr.: Laila Munther.
Product: Record-45 rpm adaptors.
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg, Tel. (08) 28-29-10. Telex
 10867 Gen. Mgr.: W. Bjoerklund.
Product: Tape-head cleaners, demagnetizers.
 Georg Dahlberg AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31
 Stockholm 6. Tel: (08) 34-01-95. Cable: GEODAH. Telex 17840. Pres.
 Per-Anders Boquist.
Product: Record-carrying & storage cases, 45 RPM adaptors; Tape-car-
 rying & storage cases, head cleaners.
 Elfa Radio & Television AB, Industrivagn 23, S-171 17 Solna. Tel: (08) 730-
 0700. Cable: ELFARADIO. Telex: 10479. Pres.: Gunnar Roth; Sales Mgr.:
 Tore Hedlund.
Product: Record-record care prods., replacement styli. Tape-head
 cleaners, demagnetizers, leader & splicing tape.
 Sven Eriksson Audio, PO Box 834, S-121 08 Johanneshov. Tel: (08) 19-50-
 50. Telex: 13210. Owner: Sven Eriksson; Sales Mgr.: Gunnar Silms. (Im-
 porter)
Product: Record-record care prods., replacement styli; Tape-head
 cleaners, demagnetizers.
 N A S A B, Chalmersgatan 27a, S-411 35 Goeteborg. Tel: (031) 18-86-20
Product: Record-PICKERING replacement styli.
 P F Samson Aktiefbolag, Sveavaegen 1, S-335 00 Gnosjö. Tel: (0370) 9-18-
 71, 9-22-10. Cable: SAMSONGOSJÖ. Telex: 70392. Gen. Mgr.: Percy F.
 Samson.
Product: Record-stands.
 Seb Prod'n, PO Box 7003, S-163 07 Spanga. Tel: (08) 36-50-20, 36-32-66.
 Contact: Les Carlton.
Product: Tape-carrying & storage cases (video)

• store fixtures manufacturers

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stock-
 holm 6. Tel: (08) 34-89-25. Telex: 17840. Pres.: Per-Anders Boquist;
 Sales Mgr.: Laila Munther.
Product: Record divider cards.
 Fors & Fors AB, PO Box 100, S-170 11 Drottningholm. Tel: (08) 759-0090
 Mng. Dir.: Haekan Fors; Sales Mgr. Ingrid Windeklide.
Product: X-rack record, MC, video & tape display racks

SWITZERLAND

Population: 6,350,000.
 Rate of exchange: \$1 (US) = 1.95 francs.
 Per capita income: \$15,800.
 Holidays: January 1 & 2, Good Friday, Easter Monday, May 1 (certain can-
 tons), August 1 (Swiss National Day), December 25 & 26, plus a number
 of local holidays.

RECORDS:

Record sales certification awards: Gold single-50,000 units, platinum
 single-100,000 units. Gold LP-25,000 units; platinum LP-50,000
 units; double platinum-100,000 units.
Records sold domestically including imports (retail value): LP's 1981-
 8,445,000 units, \$57,890,770; 1980-\$77,000,000. Singles 1981-
 3,626,000 units, \$7,486,670; 1980-\$12,000,000.
Average retail price per record: LP's-\$9.75, singles \$3.00
TV merchandising: 5.2% of total
Record club sales: 5.9% of total.
Discounting: Rare.
Type of distribution: International representatives operate as importers/
 wholesalers. Smaller independent companies use wholesalers. Six rack
 jobbers account for about 42% of total record sales. There has been a
 slight growth in rack jobbing; one-stopping is of no importance. Direct
 imports, including private parallel imports, still exist, but they lost ground
 in 1981 because of the firm Swiss Franc. The specialty market is mainly

served by direct imports. Record companies introduced special direct im-
 port services to meet the increasing demand for rare product.
Type of promotion: Record companies concentrate their promo efforts on in-
 store promotion. Retailers receive much attention, sometimes even re-
 ceiving invitations to major concerts abroad. Television and radio promo-
 tion is still very limited as it works strictly on non-commercial terms.
 Television and radio people as well as the music press emphasize their
 independence and they are not always on friendly terms with the record
 companies. As the commercial station Radio 24 is again on the air, it is
 frequently used as a promotional outlet. Other businesses are often en-
 gaged in promoting music events such as consumer industry companies
 supporting concerts. Popular music does not have an important place in
 the Swiss daily press. Only three major Swiss music magazines are pub-
 lished: POP/Rock, Music Scene and Life Music. The major concert
 agency, Good News, has a monopoly-like position.
Jukeboxes: 18,000.

TAPE:

Market: Audio-8-track is nonexistent. The market share of pre-recorded
 cassettes is increasing. Widespread home taping has helped to increase
 blank tape sales. Cheap 60-minute tapes sell for only \$1.50; high quality
 90-minute tapes for \$4.00. More than 75% of new cars are equipped with
 stereo radio/tape equipment. Video-Blank tape sales are booming as
 1981's 600,000 units sold more than doubled 1980's 275,000 units. Re-
 tail prices range from \$7 (Beta) to \$8 (VHS). Market shares are approxi-
 mately 70% for VHS, 20% for VCC, and 10% for Beta. Prices for pre-re-
 corded cassettes have decreased slightly, now being \$80 to \$150. Video
 rentals have become very popular. Newer movies are introduced slowly.
 During 1982, the soccer world championship is expected to boost video
 sales further.

Pre-recorded tape sold domestically including imports (retail value): Cas-
 sette 1981-4,106,000 units, \$30,690,256; 1980-\$30,000,000.
Average retail price per pre-recorded audio tape: Cassette-\$9.50.
Average retail price per pre-recorded video tape: \$80-\$150.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (95%); television sets (85%), color
 (75%), b&w (25%); phonographs (78%); audio tape recorders (90%);
 video tape recorders (8%).

RADIO STATIONS:

No. of commercial 1 (Radio 24 operating from Italy); no. of government 6 (3
 AM, 3 FM).
Comment: Radio 24, which had been off and on the air over the past two
 years, has now been cleared by the Italian courts. This means that the
 Swiss government monopoly has been successfully challenged. Smaller
 French stations operate into the French-speaking part of the country.
 Government stations have introduced nightly MDR programs to attract
 listeners. Commercials are not accepted as yet. Still popular are foreign
 stations like Sudwestfunk (Germany), Radio Luxembourg, and Oe 3 (Austria).
 More locally flavored programs are being offered by government-
 owned stations. The government intends to introduce a law which will
 legalize local commercial and private-owned radio stations.

TELEVISION STATIONS:

No. of channels: 3 government, 100% color (PAL).
Comment: German and Austrian programs are widely watched. A close
 television network provides Swiss homes with twelve channels, including
 local German programs, three French programs and two Austrian
 programs. Swiss programmers try hard to meet the foreign challenge but
 they hardly succeed. Radio and tv fees are increased every year, thus
 causing some uproar among the respective audiences. Cable tv is
 becoming more popular mainly due to movies. Satellite tv plans are
 being postponed a few years because of high costs. Videotext programs
 are offered by Swiss channels.

MARKET ANALYSIS:

The relative strength of the US dollar and British pound against the Swiss
 franc (other than the German mark) helped Swiss record companies con-
 trol parallel imports, which still have not been totally eliminated. The
 music business nevertheless still fighting labor, inventory and adminis-
 tration costs as further increases will not be accepted by the market.
 Almost no market growth in sales can be noticed and it appears that the
 recording market has reached its limit at approximately \$100 million de-
 pending on exchange rate movements. Therefore, record companies are
 looking for new business opportunities such as the distribution of pre-
 recorded video tapes.

The market is more or less monopolized by representatives of the large in-
 ternational companies like CBS, PolyGram, EMI, Ariola, Bellaphon and
 Vogue. The major independent company and distributor, Musikvertrieb
 Ltd., is still operating very successfully.

Smaller independent companies such as Activ, Gold and Disctrade have
 found comfortable niches in the market to compete with the majors. They
 usually represent smaller foreign labels and with considerable success.
Dialect rock has been succeeded to a large extent by a wave of Swiss rock
 acts led by the internationally successful Krokus (Ariola). Bandslike
 Kuller (Phonogram), Bitch (Bellaphon), Vic Vea (EMI), Steve Whitney
 Band (Phonogram), Trampolin (CBS) and Main Street (Disctrade). All
 hope to follow Krokus' success. New wave artists with international po-
 tential are Yello (Phonogram), Pink Pong (Big Mouth), and Vera Kaa
 (Ariola). The Swiss rock ladies to watch for are Betty Legler (Big Mouth),
 Olivia Grey (EMI), and Bee-Bach (Ariola). Record companies intend to
 invest more money into local productions with international appeal since
 the Swiss market is too limited to support extensive productions. In ad-
 dition, the market is divided into three major ethnic markets/language re-
 gions-German, French, and Italian-a factor that complicates matters.
 Swiss record buyers still favor Anglo-American product, which is im-
 pressingly dominated on Swiss charts.

The 1981 album headliners were Betty Legler, Alan Parsons Project, BJH,
 John Lennon, Krokus, Peter Maftay, Abba, Phil Collins, ELO and Barbra
 Streisand. In 1982 the new German music seems to be very popular.
 Concerts are organized by the major agencies like Good News and Free &
 Virgin. The Zurich Hallenstadion with a capacity of 12,000 is the largest
 Swiss venue. Other towns offer halls with seatings up to only 3000. Festi-
 vals like Montreux (jazz, classical), Nyon (folk), Lucerne (classical), Wil-
 lisau (jazz), Zurich (jazz) and Lugano (jazz) are still very attractive. Ex-
 tensive Swiss tours, with packages of local artists, have not always
 proved to be successful. Regional festivals usually draw audiences of up
 to 1000

Recording studios such as Mountain (Montreux), Aquarius (Geneva), Pow-
 erplay (Zurich), and Sinus (Bern) meet international standards.
 A special video promo service with music clips, which was offered to record
 retailers by EMI/CBS and PolyGram, has proved to be very strong. The
 same companies also introduced a successful video service for major
 Swiss discotheques.

Pierre F. Haessler

• record & tape manufacturers / distributors / importers

A P V Prod'n Ltd., Postfach A-135, Graben 1, CH-6301 Zug. Tel: (042)
 21.30.42. Pres.: August P. Villiger; AR & Promo.: Margrit Villiger.
 Labels: Image, Montana, Tro.
 A R A, see MTB.
 Activ-Recs. AG, Postfach 18, CH-8753 Mollis. Tel: (058) 34.27.34. Telex:
 875145. Co-Pres.: Jakob Baumgartner, Claudio Deldegan, Christoph Ber-
 ger.
Labels: (Owned) Activ, Activ Special, Creativ.
 African Violet, see America Sound.
 Air, see Musciand.
 Aktuell, see Musciand & Pick.
 Alpina, see Electromusic.
 Alwa Prod'n & Publ'g, Wuhstr. 33, CH-4450 Sissach. Tel: (061) 98.26.05.
 Gen. Mgr.: Alexander Watzdorf.
 America Sound, Scheuchzerstr. 35, CH-8022 Zurich. Tel: (01) 362.01.82.
 Telex: 57666. Owner & Pres.: Kathi Schnyder; Gen. Mgr.: Peter Schnyder;
 Sales Mgrs.: Kathi & Peter Schnyder. (Distributor/Importer).
Labels: (Owned) African Violet, America Sound; (Licensed domestic) Wil-
 isau Live.
 Angel, see EMI.
 Archiv, see PolyGram.
 Ariola-Eurodisc, AG (IFPI), Letzgraben 89, CH-8047 Zurich. Tel: (01)
 491.53.90. Telex: 53436. Mng. Dir.: Ludwig Schmuck; Deputy Mng. Dir.
 & Gen. Mgr.: Bruno Huber; Sales Mgr.: Marco Zanotta.
Labels: (Owned) Ariola, Arista, Ascolta; (Licensed foreign) Albion (UK),
 Anikles (UK), Arabella (France), Arista (USA), Athena (Germany), Audio-
 Fidelity (UK), Bearsville (USA), Bronze (UK), CGD group (Italy), CMH
 (USA), Chrysalis (UK), Clan Celentano (Italy), Coconut (Germany), Der
 Andere Song (Germany), Dm Disc (UK), Do It (UK), Genetic (UK), Go-
 Feet (USA), Handshake (UK), Hansa (Germany), Immediate (Nether-
 lands), i-Spy (UK), Infinity (USA), Island (UK), Joy (UK), MCA (USA),
 Mantique, Melodia (USSR), Musizza (Italy), Oass (Germany), Palmbeach
 (UK), Red Bus (UK), Revenge (UK), Rockburgh (UK), Rocktopus (Ger-
 many), Savoy (USA), Schallter (Austria), Springtime (UK), Supraphon
 (Czechoslovakia), Tomato (USA), Two-Tone (UK), Vanilla (Italy), Vergara
 (Spain), Virgin (UK), Ze (UK).
 Arista, see Ariola-Eurodisc.
 Artiphon, see Turcaphon & Musikvertrieb.
 Arts Menagers, 80-82 Rt. de Geneve, CH-1208 Geneva. Contact: R. Torre.
Label: (Licensed) Moss Music Group (USA).
 Ascolta, see Ariola-Eurodisc.
 Atlantic group, see WEA.
 Bacillus, see Bellaphon.
 Baerenreiter-Verlag Basel AG, Neuweilerstr. 15, CH-4015 Basel. Tel: (061)
 39.58.99. Telex: 64472. Mng. Dir.: Franz Kobel.
Labels: (Owned) Baerenreiter Muscaphon.
 Barclay, see PolyGram.
 Bellaphon AG (IFPI), Farbfhofstr. 21, CH-8048 Zurich. Tel: (01) 62.74.02.
 Telex: 822281. Chief Exec. B. Zivanovic; Gen. Mgr.: Mario Magstrs.
Home office: German Federal Republic.
Labels: (Owned) Bacillus, Bellaphon, Pfiffikus; (Licensed) Boardwalk,
 Concord Jazz, Gordy, Rare Earth, Scotti Bros., Tamlia Motown (all USA).
 Bere, see MTB.
 Blue Note, see EMI.
 Brain, see PolyGram.
 Brunswick, see PolyGram.
 C B S Schallplatten AG (IFPI), Dberneuhofstr. 6, CH-6340 Baar. Tel: (042)
 33.33.63. Telex: 868874. Mng. Dir.: Norman D. Bloch; Sales Mgr.: Achille
 Koelliker; Mktg. Mgr. Annelies Hephon.
Home office: USA, CBS Recs. Int'l.
Labels: (Owned) CBS, Embassy, Epic, Great Performances, Harmony,
 Masterworks, Odyssey, Okeh, Portrait, Versailles; (Licensed) A&M (USA),
 Aladin (Germany), Alfa (USA), Ambient Sound (USA), Bang (USA), Ber-
 slerky (USA), Bethlehem (USA), Blue Classics (USA), Blue Sky (USA), Ber-
 caribou (USA), Changes (USA), Channel (USA), Chycago (USA), Cleve-
 land Int'l (USA), Dart (UK), Date (USA), Decent (USA), Fillmore (USA),
 Geffen (USA), Go (USA), Hickory (USA), Him (USA), Horizon (USA), Illeg-
 al (UK), Invictus (USA), Jet (UK), Johnston (USA), Kaledoscope (UK),
 Kat Family (USA), Kirschner (USA), Lorimar (USA), MRC (Germany), Met-
 romedia (USA), Meys (France), Monument (USA), Musik Project (Switzer-
 land), Ode (USA), Oldtime (USA), Pavilion (USA), Philadelphia Int'l
 (USA), Platinum (France), Polar (Sweden), Priority (USA), Raglan (USA),
 Starlife (USA), Tabu (USA), Tappan Zee (USA), VCL (UK), Vee Jay
 (France).
 C C T (Compact Cassettes Trading AG), Birmsendorferstr. 55, CH-8036 Zur-
 ich. Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal.
Label: (Owned) Galaxy.
 C P S A (Gie. de Prod'n Sonores & Audiovisuelles), Place du Grand Mont,
 CH-1052 Le Mont/Lausanne. Chief Exec.: Aurel Trost; Gen. Mgr.: Pierre-
 Henri Dumont. (Distributor/Importer)
 Caete, see IRC.
 Capitol, see EMI.
 Carex, see Eures.
 Carsound, see Turcaphon.
 Casablanca, see PolyGram.
 Casino, see EMI.
 Celler, see Disques Office & Phonag.
 Chalet Recs./Friedrich's Prod'n, 13 Rue Margnac, CH-1206 Geneva. Tel:
 47.68.10. Telex: 289789. Pres. Gen. & Sales Mgr.: Jean-Claude Frieder-
 ich.
Int'l reps: Benelux (Trema in France), Canada (Chalet), Central & South
 America (RCA), France (Trema), Greece (CBS), Hong Kong (Victor in Japan),
 Indonesia (Victor in Japan), Italy (Carosello), Japan (Victor), Mex-
 ico (RCA), Scandinavia (RCA), Singapore (Victor in Japan), South Africa
 (Gramophone), South America (RCA), Spain (CBS/Epic), Switzerland
 (Trema in France), Taiwan (Victor in Japan), USA (Chalet), Yugoslavia
 (Jugoton).
 Chars, see Musciand.
 Classic Pick, see Pick.
 Claves Schallplatten & Musikverlag, Trugelweg 14, CH-3600 Thun. Tel:
 (033) 23.16.49. Cable: CLAVES. Gen. Mgr.: Marguerite Deutschler-Hu-
 ber.
Int'l reps: Austria (Oesterreichischer Schallplattenklub der Jugend), Bel-
 gum (La Boite a Musique), Finland (Fuga), France (ADDA), Germany
 (Disco-Center), Hong Kong (Pacific), Italy (La Bottega Discantica), Neth-
 erlands (Hosati), Sweden (Nordiska), UK (Gamut), USA (Brilly Imports).
 Cobra, see EMI.
 Collector's, see IRC.

Cotophon Schallplatten, Hopfengarten, CH 9451 Eichberg Tel (071) 75 27 55 Mng Dir Carl Nauer
 Columbia, see EMI
 Core SA, Rue Gambetta 22, CH 1815 Clarens Montreux Tel 61 38 88 Gen Mgr Georges Chorafas, Sales Mgr Alberto Chellini
Label: (Represented) Latin Percussion Ventures (USA)
 Creativ, see Activ Recs
 Crystal, see EMI
 Custom, see MTB
 D G, see PolyGram
 Dacapo, see EMI
 Disc Import, Seebahnstr 111 CH 8003 Zurich Tel (01) 461 34 28 Telex 813967 Chief Exec K J Oberleitner (Distributor/Importer)
 Discoton, see MTB
 Disques Office (IFPI), Rte de la Glane 35, CH 1700 Fribourg Tel (037) 24 62 61 Telex 36424 Dir & Gen Mgr Jean Claude Vial, Sales Mgr Bernard Chassot
Labels: (Owned) Cellier Disques Office, Frontier, Future Memories, La zer, Via Music, (represented) AZ Bam, Accord, Adele, Aves (France), America (France), Arfolk, Arholue (USA), Aron, Atoll, Ballon Noir, Biograph (USA), CI-Charles Talar (France), Canetti (France), Cavalier, Ce zame (France), Club du Disque Arabe, Cobra, Oebs, Oeesse (France), Ois neyland (France), Edici, Elver, Encyclopedie Sonore, Festival, GT- Gerard Tourner (France), Hexagone (France), Ibach, Jazz Anthologie, Kebec Oisc, Musidisc (Belgium), Ocora, Owl, Petit Menestreil (France), Ri Fi (Italy), Rigolo (France), Saravah, Serp, Sono Carlo, Sonodisc, Storyville, Trema, Vista (USA), **Carreore Group**-Apollo, Caroline, Eagle, Fleche, He loise
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 Friederich's Prod'n, 13 Rue Mangnac, CH-1206 Geneva Tel 47 68 10, Telex 289789 Pres Jean Claude Friederich
 Gorbex Musikverlag, Postfach 118, CH 5432 Neuenhof, Tel (056) 83 32 43 Hazyville (Ed.), Im Koller 17, CH 8706 Feldmellen Tel (01) 923 49 18
 Cable OSTERWALD MUSIC Telex 75437 Pres R Hazy Osterwald; Gen Mgr Renato Cerutti
 Helbing (Ed.) AG, Pfaffikerstr. 6, CH 8604 Volketswil Tel (01) 945 43 93, Cable HELBLINGMUSIC Telex 56062 Pres Peter Brunner
 Helena Music, see Wintasco
 Hug & Co. Musikverlag, Limmatquai 26 28, CH 8022 Zurich Tel (01) 251 68 50 Cable MUSIKHUG Owner & Gen Mgr Erika Hug
 I M P A C T (International Music Publ'rs & Composers Trust) SA, Box 10, Via del Tiglio 11, CH 6900 Cassarate/Lugano Tel (091) 51 80 71

Jacky Music, see Wintasco
 Intersong Musikverlag GmbH, Winterthurerstr. 40, CH-8610 Uster, Zurich Tel (01) 941 14 34 Telex 52645 Mng. Dir Hans Oestreicher
 K B L, 22 Av de Miremont, CH 1206 Geneva Tel (022) 46 26 95, Chief Exec Christian Oestreicher
 Kneusslin (Ed.), Amseistr 43, Basel Tel (061) 35 90 58 Chief Exec.: Fredrick Kneusslin
 Lausanne Musique (SUISA), Rue de l'Alle 46, CH-1000 Lausanne 9 Tel (021) 22 80 24 Gen Mgr Olivier Bultex
 Lemania Music, see Ere du Verseau
 Macumba (Eds.) Musicales SA, Place du Grand Mont, 1052 Le Mont/Lausanne Tel (21) 33 33 55 Gen Mgrs: Pierre Henri Dumont, Aurel Trost
 Mueller & Schade AG, Postfach 67, CH-3000 Berne 7, Tel (031) 22 16 91
 Music Club Verlag (SUISA), Alte Landstr 23, CH 8942 Oberrieden Tel (01) 720 82 03 Telex 59013 Owner Bernard Hennon
 Musicland AG, Althardstr 224, CH 8105 Regensdorf/Zurich Tel (01) 840 60 40 Telex 56359 Chief Exec Gian Carlo Astore
 Music Today SA, Baarerstr. 57, CH 6301 Zug Tel (042) 21 07 45
 Musikvertrieb AG, Badenerstr 555, CH-8048 Zurich Tel (01) 491 97 54 Telex 52740 Pres Dr Jack Dimenstern, Mgr. Sarah Dimenstern
 Nikto (Eds.), Av de la Grenade 6, CH 1207 Geneva Tel (022) 35 17 62
 Cable NIKTOPRESS

O B H Musikverlag (Otto B Hartmann), PO Box 2691, CH-6901 Lugano 1 Tel (091) 68 55 86, Pres Otto B Hartmann
 Orma Verlag, Postfach 18, CH 8755 Mollis Tel (058) 34 27 34 Telex 875145 Gen Mgrs Jakob Baumgartner, Christoph Berger
 Oversea Music, Zuercherstr 35, CH-8154 Oberglatt Tel (01) 850 32 39 Telex 56479 Pres Michel Lieber
 P D U Eds. Discografiche & Musicali SA, Via Genesero 6, CH 6900 Lugano (091) 54 86 81, 54 87 51 Telex 73208 Contact Catherine Laczko

Panorama Sound Musikverlag, Bohnackerstr 1 3, CH 8157 Dietsdorf Tel (01) 853 21 76 Telex 58835 Chief Exec P Neff
 Peer Southern Org, see Southern Music
 Pegasus (Ed.), Casella Postale 1, CH 6605 Locarno Monti
 Jane Peterer Publ'g, Brunnwiesenstr 26, CH 8049 Zurich Tel (01) 56 44 40 Cable MUSICKCENTER Pres Jane Peterer
 E Ruh Verlag Zurichstr 33, CH 8134 Adliswil Tel (01) 710 63 13
 Say Yes Music AG, Seestr 12, CH 6072 Sachseln Tel (4141) 66 30 06 Telex (45) 54138 Gen Mgr Dr Hermann Stern
 Southern Music AG, Pfaffikerstr 6, CH 8604 Volketswil Tel (01) 945 43 93 Cable SDUTHMUSIC Telex 56062 Mgr Rita Brunner
 Tudor Ed (Switzerland), Badenerstr 531, CH 8048 Zurich Tel (01) 491 72 50 Telex 59108 Chief Exec Wlodek Glowacz
 Turicaphon (Ed.) AG, Winterthurerstr 40, CH-8610 Uster/Zurich Tel (01) 941 14 34 Cable TURICAPHON RIEDIKON Telex 52645 Pres & Gen Mgr Hans Oestreicher Sr
 Tweety Music/Coex Music, Rte de la Glane 35 CH 1700 Fribourg Tel (037) 24 62 61 Telex 36424 Gen Mgr Jean Claude Vial
 Voiainada Musik Verlag, Gramat 4, CH 8862 Schuebelbach Tel (055) 64 41 43 Pres & Gen Mgr Eugene Tel
 Walter Wild Eds., Postfach, CH 8712 Staeta
 Wintasco Publ'g SA, PO Box 412, CH-8040 Zurich Tel (01) 242 83 10 Telex 812217 Pres Ernst Burkhaeller, Mng Dir Helen Eberhard, Gen Mgr. Renate Burkhaeller
 Zomba Corp., Alpenstr 14, CH 6300 Zug Tel (042) 21 14 66 Cable IURZD Telex 78867 Dir Dr Karel Zoller
 Zurich AG (Musikverlag & Buehnenvertrieb), Utoquai 41, CH 8008 Zurich Tel (01) 252 77 88, Cable ZURICHMUSIK Dr Dr Rolf Corradi

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Communauté de Travail Pour la Diffusion de la Musique Suisse au d Grammont 11 bis, CH 1000 Lausanne 13 Tel: (021) 26 63 71
 European Ass'n of Music Festivals, Villa Moynier, Rue de Lausanne 122, Geneva
 European Broadcasting Union, PO Box 193, Ancienne Rt 17A, CH-1211 Geneva 20 Tel (022) 98 77 66 Cable: UNIRADIO Telex. 289193 Sec'y Gen Regis de Halbermaten, Legal Affairs Marcel Caze, TV Program Dept Miro Vitek, Radio Program Dept Antony M Dean, Technical Center Rudolf Gressman
 F I M (Federation Int'l des Musiciens), Hofackerstr 7, CH-8032 Zurich Tel (01) 55 66 11
 I F P I Schweiz (Schweizer Landesgruppe der IFPI), Toblerstr 76A, CH 8044 Zurich Tel (022) 98 77 66 Cable: UNIRADIO Telex. 289193
 S M V (Swiss Musicians Union), Elisabethenstr 2, CH-4051 Basel Tel (061) 23 87 86, Chief Exec Hans Heusi, Gen Mgr. Dr. Peter Muster
 Swiss Musicians' Ass'n, Av du Grammont 11 bis, CH 1000 Lausanne 13, Tel (021) 26 63 71

LICENSING ORGANIZATIONS, MUSIC

S U I S A (Schweizerische Gesellschaft fuer die Rechte der Urheber musikalischer Werke), Bellariastr 82, CH 8030 Zurich Tel (01) 482 66 66
 Cable: SUIASA Telex 59876, Pres. Herman Haller, Sales Mgr Ulrich Uchtenhagen (Performing & Mechanical Rights)
 Symphony Tone Prod'n, Rte de Lussy 30, CH 1162 St Prex/Vaud Tel (021) 76 10 26 Pres. Imre Toza, Gen. Mgr. Lea Manhart, (Performing rights only)

LICENSORS, RECORD & TAPE

Cross Ltd., PO Box 44, Aegerstr 2, CH-6340 Baar Tel (042) 31 64 88 Telex 865152 Mng. Dir Rolf Albring

PLATING, PROCESSING & PRESSING PLANTS

M C S (Music & Cassette Supply Ltd.), Schufelstr., CH-8863 Buttikon SZ (055) 67 14 14 Telex 75144, Pres. Werner Weber, Gen Mgr. Mario Taravella, Sales Mgr. Ulrich Plocher
 Sonographic Rec'g Co. AG, Kampstr 16, CH-8952 Schlieren Tel (01) 730 22 29 Pres R Eghi, Gen Mgr W.A. Wettler, Sales Mgr A Brand
 Turicaphon AG Schweizer Schallplattenfabrik, CH 8611 Riedikon/Zurich Tel. (01) 941 13 11

RECORD PROMOTION

(including Public Relations & Publicity)

Ariola Eurodisc AG, Letzigraben 89, CH 8047 Zurich Tel: (01) 491 53 90 Telex. 53436, Mng. Dir Ludwig Schmucki, Deputy Mng Dir & Gen Mgr.: Bruno Haber, Sales Mgr. Marco Zanotta.
 Evason SA, Place du Grand Mont, CH-1052 Le Mont/Lausanne, Tel (021) 33 33 55, Pres. Francois Vautier, Gen Mgr Gaston Schaefer.

TAPE CUSTOM DUPLICATORS
 TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape products are indicated by "(PKG)" which appears after the main body of their respective listings.

Allantida SA, Chemin Mosse-Doubole 49, CH 1211 Geneva 28 Tel (022) 98 33 22, Cable ASAINTER
 Cross Ltd., PO Box 44, Aegerstr 2, CH-6340 Baar Tel: (042) 31 64 88 Telex. 865152 Mng. Dir Rolf Albring (PKG only-audio)
 Intertape Ltd. (International Tape Org.), Spinnerstr 21, CH-8753 Mollis Tel (058) 34 31 34 Telex 875162, Gen Mgr Peter Baumgartner; Sales Mgr Louis Bischof
 Audio: Cassette, open reel
 Video: 1" helical open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette
 M C S (Music & Cassette Supply Ltd.), Schufelstr., CH 8863 Buttikon SZ Tel (055) 67 14 14 Telex 75144 Pres. Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr. Ulrich Plocher
 Int'l branch: Germany
 Audio: 8-tr. cassette, open reel
 Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 60 40 Telex 56359 Pres & Gen Mgr Gian Carlo Astore.
 Audio: 8-tr. cassette, open reel
 Panorama Int'l, Panini AG, Bohnackerstr 1-3, CH-8157 Dreisdorf Tel (01) 853 21 76 Telex 58835 Contact P Neff (PKG-audio only)
 Audio: Cassette, open reel
 Ruba, Beerli & Co./Arthoch Ch E Beerli, PO Box 300, Claragraben 78, CH-4000 Basel Tel (061) 33 23 94
 Union Studios E Heers, Schulstr 56, CH-8105 Regensdorf
 Werbomatic, Grammat 4, CH 8862 Schuebelbach Tel (055) 64 41 43 Gen Mgr Eugene Tel
 Video: 1/2" Beta & VHS cassette

• **supplies**

CARTRIDGE & CASSETTE PARTS

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf Tel (01) 840 66 06
 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin Supervisor Walter R Lang.
Audio: Cassette bodies, hubs, rolls, foils, pads, shields, all cartridge plastic parts, library cases.

C C T (Compact Cassettes Trading AG), Birmensdorfstr 55, CH 8036 Zurich Tel (01) 241 47 11. Telex: 58975. Pres. Hugo von Blumenthal
 I C M Ltd., Muehlebachstr 27, CH-8800 Thalwil Tel (01) 720 29 42 Telex 53759 Pres: Werner Weber, Sales Mgr Rolf Sager. (Audio only)
 Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel Tel (038) 31 52 96
 Chief Exec. Michel Cattin, Gen. & Sales Mgr. Eliane Cattin
 Lenco Moulding SA, rue de l'Industrie, CH-1781 Courmaman Tel (037) 34 19 15 Gen. Mgr. Gerard Koerberle, Sales Mgr Zita Koerberle
 Toka AG, see CCT.

EMPTY CARTRIDGES, CASSETTES, & REELS

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf Tel (01) 840 66 06
 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin Supervisor Walter R Lang
Audio: Cassettes, cartridges, digital cassettes.

C C T (Compact Cassettes Trading AG), Birmensdorfstr 55, CH 8036 Zurich. Tel (01) 241 47 11 Telex 58975. Pres. Hugo von Blumenthal (Video only)

I C M Ltd., Muehlebachstr. 27, CH 8800 Thalwil Tel: (01) 720 29 42 Telex 53759. Pres. Werner Weber; Sales Mgr Rolf Sager (Audio only)
 Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel Tel (038) 31 52 96
 Chief Exec. Michel Cattin; Gen & Sales Mgr Eliane Cattin
 Lenco Moulding SA, rue de l'Industrie, CH-1781 Courmaman Tel (037) 34.19.15 Gen. Mgr. Gerard Koerberle, Sales Mgr Zita Koerberle
Audio: C-0 cassettes

Muscland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840.60.40 Telex 56359 Pres. & Gen. Mgr. Gian Carlo Astore

ENVELOPES & MAILERS

Tuncaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich Tel (01) 941 13 11

JACKETS & SLEEVES

LABELS, DISK

Sonographic Rec'g Co AG, Kampstr 16, CH-8952 Schlieren Tel (01) 730.22.29 Pres. R. Egli, Gen. Mgr. W.A. Wettler, Sales Mgr A. Brand (Jackets & labels only)

Tuncaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich Tel (01) 941 43.11. (Jackets & sleeves only)

POLYETHYLENE BAGS & SHRINKWRAP

Sonographic Rec'g Co. AG, Kampstr 16, CH-8952 Schlieren Tel (01) 730.22.29. Pres. R. Egli, Gen. Mgr. W.A. Wettler, Sales Mgr A. Brand

PROFESSIONAL TAPE SUPPLIES

Cross Ltd., PO Box 44, Aegerstr 2, CH-6340 Baar Tel (042) 31 64 88
 Telex: 865152. Mng. Dir. Rolf Albiner
Product: Cassette labels

Brian Wills Mktg Assocs AG, Steimbachstr 3, CH-6317 Dberwil/Zug Tel (041) 21 53 32 Telex 868806 Pres. Brian C A Wills
Product: SAKI MAGNETICS recording heads

TAPE, BLANK LOADED & BULK RAW

The numbers in parentheses following the 4-track & cassette configuration show recording time in minutes; those following open reel configurations show length of tape in feet.

Agfa-Gevaert AG/SA, Stettbachstr 7, CH-8600 Duebendorf Tel Zurich 821.02.40. Telex 56961 Zurich. Mng. Dir. R. Klett. Sales Mgr: H. Mueller
Audio: Blank-Compac-cassette, open reel, raw-cassette, broadcast, studio

Alchemo AG, Althardstr. 224, CH 8105 Regensdorf Tel: (01) 840 66 06
 Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin Supervisor Walter R Lang.
Audio: Raw-8-tr., cassette, open reel; blank-8-tr., cassette

Ampex World Ops. SA, Route des Arsenaux 9, CH 1701 Fribourg Tel (037) 81.31.11 Cable: VIDEOTAPE. Telex 36196 Reg'l Mgr J.O. Renevey, Sales Mgr. Robert Rohner
Audio: Blank-2", 1", 1/2", 1/4" open reel, cassette, raw-2", 1", 1/2", 1/4", 1/8" cassette

Video: Blank-2", 1", 1/2" open reel, 1/2" Beta & VHS cassette, raw-2", 1"

Audio-Electronic AG, Raffelstr 25 CH-8045 Zurich Tel (01) 66.26.90
 Telex 56556. Chm. Manfred Frank, Sales Mgr. Ed Isenring. (Importer) (Blank only)

Audio: FUJI Cassette, open reel

Muscland AG, Althardstr. 224, CH-8105 Regensdorf, Zurich Tel (01) 840.60.40 Telex 56359 Pres. & Gen. Mgr. Gian Carlo Astore
Product: Tape-carrying & storage cases, head cleaners & demagnetizers

Panorama Int'l, Panint AG, Bohnackerstr 1-3, CH 8157 Oelisdorf Tel (01) 853.21.76 Telex 58835 Contact P Nef
Product: Record-carrying & storage cases, record care prods., Tape-carrying & storage cases, head cleaners (audio)

Thorens-Franz AG, Hardstr. 41, CH-5430 Wetztingen, Tel (056) 26 28 61
 Cable: THORENS. Telex: 53682 Mng. Dir. Remy A. Thorens, Sales Dir. Armin Graf.
Product: Record-record care prods., turntable mats, 45 RPM adaptors.

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

Muscland AG, Althardstr. 224, CH 8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex: 56359 Pres & Gen. Mgr. Gian Carlo Astore
Product: Tape display racks

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir. Rolf Albiner (Blank only)
Audio: Cassette.

Fuji, see Audio-Electronic.

Lenco Moulding SA, rue de l'Industrie, CH-1781 Courmaman Tel (037) 34.19.15. Gen. Mgr. Gerard Koerberle; Sales Mgr. Zita Koerberle. (Blank only)

Audio: Cassette

M C S (Music & Cassettes Supply Ltd.), Schufelstr, CH-8863 Buttikon SZ Tel: (055) 67.14.14. Telex. 875144. Pres. Werner Weber, Gen. Mgr. Mario Taravella. (Blank only)

MagneTec Inc., PO Box 264, CH-3700 Sprez. Tel (033) 54.55.31. Telex: 922152. Pres. Dr P.J. Wymann. (Consulting & Engineering)

Muscland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex 56359 Pres. & Gen. Mgr. Gian Carlo Astore
Audio: 8-tr., cassette, open reel

Norcom Hi-Fi, Video Dept., 18 A Ch. de la Caroline, CH 1213 Petit Lancy Tel. (022) 93.31.30, 92.56.33 Cable: COMMON Telex 427993 Contact N P. Muller. (Blank only)

Video: Beta, U-Matic, VHS cassette
 Pyral (Products) SA, 3 Rue Beau Site, CH 1211 Geneva Tel 44 65 50 Telex 23756. (Blank only)

Home office: France
 Reyox-ELA AG, Althardstr. 146, CH 8105 Regensdorf Tel (01) 840 26 71
 Pres. Willi Studer; Gen. Mgr. Michel Ray (Blank only)

Audio: 1/4" Open reel, cassette
 Sony Overseas SA, Baarerstr. 59, CH 6301 Zug Tel (042) 23 31 21 (Blank only)

Audio: Cassette, open reel
Video: 1" open reel, 1/2" cassette, 1/4" EIAJ cartridge

TAPE DUPLICATING & PROCESSING EQUIPMENT

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf Tel (01) 840 66 06
 Telex 56359 Pres. & Gen. Mgr. Gian Carlo Astore; Sales Mgr Alfred K Eggi, Admin Supervisor Walter R Lang
Audio: Quality control equipment for CC production, cassette winders, audio acoustical equipment

Audio Magnetics SA Geneva, PO Box 54, 2 Rte des Acacias, CH 1227 Geneva Tel (022) 43.51.15. Telex 27152 Gen Mgr Jean Pierre Murbach, Sales Mgr Werner Meier, Mktg Mgr Jean Jacques Eschenmoser

Int'l subsidiaries: England, France, Germany, Portugal (All Audio Magnetics)

Audio: PENTAGON 8 tr. cassette & open reel copiers & duplicators.
 Ceteq-Gauss, see Brian Wills

Intertechnika (div of Nihchei Technical Consultants Ltd.), Case Postale 475, 4 Rue Ami-Lullin, CH-1211 Geneva 3
Audio: Design & implementation of facilities
 King, see Brian Wills

Magnefax, see Brian Wills
 Sony Overseas SA, Baarerstr. 59, CH-6300 Zug Tel (042) 23.31.21
 Brian Wills Mktg Assocs AG, Steimbachstr. 3, CH-6317 Dberwil/Zug Tel (042) 21.53.32 Telex 868806. Pres. Brian C A Wills

Product: CETEC GAUSS, KING, MAGNEFAX equip

TAPE PACKAGING & LABELING EQUIPMENT

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar Tel (042) 31 64 88
 Telex: 865152. Mng. Dir. Rolf Albiner
Product: Cassette boxing & labeling machines.

• **accessories**

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf Tel (01) 840 66 06
 Telex 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin Supervisor Walter R Lang
Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape

Ampex World Ops. SA, Route des Arsenaux 9, CH-1701 Fribourg Tel (037) 81 31 11 Cable: VIDEOTAPE Telex 36196 Reg'l Mgr J O Renevey, Sales Mgr Robert Rohner

Product: Tape-bulk erasers, demagnetizers, leader tape, reels, splicing tape & equip (all audio & video)

Oynavox Electronics, route de Villars 105, CH 1700 Fribourg, Tel (037) 24 55 30
Product: Record-PICKERING replacement styli

Electromusic AG, Baslerstr 9, CH-4102 Birmingen 1 Tel (061) 47 75 50
 Cable EMAG. Telex 63754 Prod'n & Sales Mgr. Otto Aebr. PR Kurt Mettler

Product: Record-carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors; Tape-carrying & storage cases (audio, video), head cleaners (audio), splicing tape & equip (audio)

I C M Ltd., Muehlebachstr. 27, CH-8800 Thalwil Tel (01) 720 29 42 Telex 53759 Pres. Werner Weber; Sales Mgr Rolf Sager
Product: Record-carrying & storage cases.

Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel Tel (038) 31 52 96
 Chief Exec. Michel Cattin, Gen & Sales Mgr Eliane Cattin
Product: Record-45 RPM adaptors, replacement styli

M C S (Music & Cassette Supply Ltd.), Schufelstr, CH 8863 Buttikon SZ Tel (055) 67 14 14. Telex 75144 Pres. Werner Weber, Gen. Mgr. Mario Taravella; Sales Mgr Ulrich Plocher

Int'l branches: Germany
Product: Tape-head cleaners.

Muscland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich. Tel (01) 840.60.40 Telex 56359 Pres. & Gen. Mgr. Gian Carlo Astore
Product: Tape-carrying & storage cases, head cleaners & demagnetizers

Panorama Int'l, Panint AG, Bohnackerstr 1-3, CH 8157 Oelisdorf Tel (01) 853.21.76 Telex 58835 Contact P Nef
Product: Record-carrying & storage cases, record care prods., Tape-carrying & storage cases, head cleaners (audio)

Thorens-Franz AG, Hardstr. 41, CH-5430 Wetztingen, Tel (056) 26 28 61
 Cable: THORENS. Telex: 53682 Mng. Dir. Remy A. Thorens, Sales Dir. Armin Graf.
Product: Record-record care prods., turntable mats, 45 RPM adaptors.

• **store fixtures**

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

Muscland AG, Althardstr. 224, CH 8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex: 56359 Pres & Gen. Mgr. Gian Carlo Astore
Product: Tape display racks

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

Muscland AG, Althardstr. 224, CH 8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex: 56359 Pres & Gen. Mgr. Gian Carlo Astore
Product: Tape display racks

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

Muscland AG, Althardstr. 224, CH 8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex: 56359 Pres & Gen. Mgr. Gian Carlo Astore
Product: Tape display racks

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
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Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

March 29 (Youth Day), April 4 (China Ming Festival), June 17 (Dragon Boat Festival), Mid-Autumn Festival, September 29 (Birthday of Confucius), October 10 (National Day), October 25 (Restoration Day), October 31 (Birthday of Chang Kai-Shek), November 12 (Birthday of Dr Sun Yat Sen), December 25 (Constitution Day)

• **record & tape manufacturers / distributors / importers**

Archiv, see PolyGram
 Baal Recs. (Taiwan) Ltd., PO Box 65, Chains Bldg., 66 Sec 2, Taipei. Tel 361-2151

Labels: (Owned) Baal, Best of Everything
 Best of Everything, see Baal
 Casablanca, see PolyGram

D G, see PolyGram
 Decca, see PolyGram
 Discophone, see Pacific Int'l

First Recs. Ltd., 116 Cheng-ye N. Rd., San-Chung City, Taipei 241. Tel 971 2462

Label: (Licensed) Arrowbats (UK)
 Fontana, see PolyGram

Four Seas Rec. Publ'g Co. Ltd. (IFPI), 167 Si-Ning Rd., Taipei Tel: 961 0187, 381-6142 Cable: FOURSEAS. Telex: 21475. Gen. Mgr. C.Y. Liao, Sales Mgr. C.Y. Tan

Labels: (Owned) Four Seas; (Licensed) Phonogram (Netherlands), WEA (USA)

Hsin Chao Childhood Education Publ'n Co., 115 Chung Hua Market, 2nd fl., Section 8, Taipei. Tel: (02) 331-7748, 361-1493

Interdisc, see Pacific Int'l
 Karussell, see PolyGram
 Kolin, see Taiwan Kolin

Lenco Rec. Factory Co. Ltd., PO Box 3360, 1 Ln 19, Chung Heng Rd., Taipei. Tel: (02) 541-3792, 571-4927. Plant: 9 Ln. 57, Hua Chang Rd., Hsin Chuang Chen.

Linfair Eng'g & Trading Ltd. (IFPI), 7 Jen-Au Rd., 7th fl. Sec. 2, Taipei. Tel: (02) 321-4454. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L F Chang

Labels: (Licensed) Decca (UK), Polar (Sweden)
 London, see PolyGram

Lucky Rec. Co. Ltd., No. 2-8, Ln 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJANG Pres. & Gen. Mgr.: Chiu-San Tseng

M G M, see PolyGram
 Mercury, see PolyGram

Modern Musical Instruments Corp., PO Box 3811, Taipei. Tel: 391-7815/7817 Cable: MOORNUSIC. (Distributor/importer)

Label: (Represented) HMO (USA)
 Orient Trading & Ind. Ltd., PO Box 3240, 50 Nanking E. Rd., 5th fl., Section 1, Taipei. Tel: (02) 551-0484, 511-2415, 571-2379. Cable: OTCLTO (Importer of tapes)

Pacific Int'l Music & Publ'g Co. Ltd., PO Box 46-338, Taipei. Tel: (02) 511-4580. Telex: 11524. Chief Exec. Harry Heide; Gen. Mgr.: Jean Tsuang

Labels: (Owned) Discophone, Interdisc, Pacific, Star-Disc; (Licensed) EMI (Hong Kong, Singapore), Toshiba-EMI (Japan)

Philips, see PolyGram
 Polydor, see PolyGram

PolyGram PO Box 22978, 57-1 Chung Shan N. Rd., Section 2, 6th fl., Taipei. Tel: (02) 542-6203. Cable: PHILICHINE. Telex: 21570

Labels: (Owned) Archiv, Casablanca, DG, Decca, Fontana, Karussell, London, MGM, Mercury, Philips, Polydor, Polystar, Vertigo; (Licensed) A&M (USA), RSO (USA)

Polystar, see PolyGram
 R O Corp., President Bldg., Rm. 602, 592 Linsheng N. Rd., Taipei. Tel: (02) 581-2603

Ring Ring Recs. Ind. Co. Ltd., 33 Ln. 190, Cheng-I N. Rd., Sanchung City, Taipei Hsien. Tel: (02) 971-2432

Song Jwu Rec. Co., 19-7 Chung Hua II Rd., Kaohsiung. Tel: 273312
 Star-Disc, see Pacific Int'l

Sunshiny Trading Corp., 77-4 Chung Shan N. Rd., Section 2, Taipei. Tel: (02) 551-8085. (Importer/Distributor)

Taiwan Electric Development Corp., Tedco House, 25 Chung Shan N. Rd., Section 2, Taipei 104. Tel: (02) 541-3525, 551-2525. Cable: TECCO. Pres. & Gen. Mgr.: Chengchih Chen; Sales Mgr.: Weiyou Chen

Taiwan Kolin Co. Ltd. (IFPI), 64 Nan King East Rd., Section 5 Taipei 105. Tel: (02) 760-9342. Cable: TKOLIN. Telex: 11102. Gen. Mgr.: J.P. Liu; Sales Mgr.: C.J. Liu

Labels: (Owned) Kolin; (Licensed foreign) A&M (USA), Hansa (Germany), MCA (USA), Philips (Netherlands), Polydor (Germany)

Int'l repa.: Hong Kong, Singapore & Southeast Asia (PolyGram)
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei 100. Tel: (02) 381-7188

Label: (Represented) EMI
Int'l rep.: Worldwide (EMI)
 Vertigo, see PolyGram

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

Muscland AG, Althardstr. 224, CH 8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex: 56359 Pres & Gen. Mgr. Gian Carlo Astore
Product: Tape display racks

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

Muscland AG, Althardstr. 224, CH 8105 Regensdorf/Zurich Tel (01) 840.60.40. Telex: 56359 Pres & Gen. Mgr. Gian Carlo Astore
Product: Tape display racks

Alchemo AG, Althardstr. 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06 Telex: 56359 Pres. & Gen. Mgr. Gian Carlo Astore, Sales Mgr Alfred K Eggi, Admin. Supervisor: Walter R Lang
Product: Tape display racks

**TAIWAN
(REPUBLIC OF CHINA)**

Population: 17,900,000.
 Rate of exchange: \$1 (US) = 39.39 yuans
 Per capita income: \$1,415
 Holidays: January 1, 2 (Founding of Republic of China), Spring Festival.

Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Au Rd., 7th fl., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJIANG. Pres. & Gen. Mgr.: Chiu-San Tseng.
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188. (Pressing only)

RECORD PROMOTION

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.

TAPE CUSTOM DUPLICATORS

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.
 Audio: Cassette.

Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Au Rd., 7th fl., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Audio: Cassette.

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Audio: 8-tr., cassette, open reel.

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.
 Audio: 8-tr., cassette.
 Video: 1/2" cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.

EMPTY CARTRIDGES, CASSETTES & REELS

Fuyuan Trading Co., PO Box 939, 22-1 Ln. 42, 2nd fl., Chung Shan N. Rd., Section 2, Taipei. Tel: (02) 511-3016. (Importer).

Liu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St., Nei Hu District, Taipei. Tel: (02) 711-0658. (importer).

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.
 Audio: Cassette.

JACKETS & SLEEVES

LABELS, DISK

Eagle Envs. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTO. Telex: 11387. (Sleeves & labels only)

Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJIANG. Pres. & Gen. Mgr.: Chiu-San Tseng.

Tong Dah Plastics Co. Ltd., 28 Shih Chia Ln., Shih Chia Li, East District, Taichung. Tel: 224844, 236384. Cable: TONDA. Telex: 56156. Local branch: 54 Shih Fu Rd. Tel: 226688. (Jackets & sleeves only)
 Int'l branch: USA.

POLYETHYLENE BAGS

Eagle Envs. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTO. Telex: 11387.

Jeou Long Plastic Works Ltd., 37 Tatu St., Tatu Hshang, Taichung Sheng. Tel: (046) 99-22-90, 99-26-47. Pres.: R.H. Hwang. Gen. Mgr.: C.M. Lai. Plant: 950 San Tien Rd., Section 3, Tatu Hshang.
 Branch: Taipei, Morson Trading Co. Ltd., 74 Section 2, Chang-An E. Rd. Tel: (02) 521-0364/5838, 561-3789.

Tong Dah Plastics Co. Ltd., 28 Shih Chia Ln., Shih Chia Li, East District, Taichung. Tel: 224844, 236384. Cable: TONDA. Telex: 56156. Local branch: 54 Shih Fu Rd. Tel: 226688.
 Int'l branch: USA.

RAW MATERIALS

Gold Well Chemical Inds. Co. Ltd., 135 Chung Xi Rd., Shihlin, Taipei. Tel: (02) 831-4556, 832-2357. Cable: GDLOWELL. Telex: 22251.
 Product: PVC copolymer, dry blended powder.

TAPE, BLANK LOADED & BULK RAW

A O I, see Oriental Trading.
 Intermagnetics Taiwan Corp., 9 Lin Yee St., Rm. 3, 3rd fl. Lane 27, Taipei. Contact: J.J. Chen.
 Audio: Blank-cassette, raw-1/2" cassette tape

Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Au Rd., 7th fl., Sec. 2, Taiwan. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang. (Blank only)
 Audio: RACAL-ZONAL open reel

Liu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St., Nei Hu District, Taipei. Tel: (02) 711-0658. (Importer-audio, blank only)

Mercuries & Assocs. Ltd., PO Box 3155, 138-140 Chung King N. Rd., Section 4, Shih Lin District, Taipei. Tel: (02) 812-6100. Cable: MERCURY. (Importer-audio, blank only)

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: 581-6286. Cable: ORTACO.
 Audio: ADI 1/4" 8-tr., 1/4" cassette.

Overseas Friend Co. Ltd., PO Box 878, 144 Hankou St., Rm. 808, Section 1, Taipei. Tel: 331441. Cable: IRVINGTDNG. (Importer-blank only).
 Audio: PHILIPS tape prod.

Philips, see Overseas Friend.
 Racial-Zonal, see Linfair.

Shinlee Corp., 372 Lin Sen North Rd., Taipei. Tel: (02) 521-0282. Cable: SHINLEE. Telex: 11154. Pres.: Lu Chuan Tuang. Sales Mgr.: James Hung. (Importer).

Audio: Blank-8-tr., cassette, open reel.
 Video: Blank-1" open reel, 1/4" U-matic, 1/2" EIAJ open reel, 1/4" cassette, raw-1/4" U-matic, 1/2" EIAJ open reel.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Product: Tape-head cleaners, demagnetizers, leader & splicing tape.

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188. (Importer)
 Product: Tape-head cleaners, demagnetizers, leader & splicing tape.

Kuo Yi Trading Co. Ltd., 12-2 Chang An Rd. E. Section 1, Taipei. Gen. Mgr.: S.L. Lin. (Importer).

Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Au Rd., 7th fl., Sec. 2, Taiwan. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Audio: ELECTRO-SOUND 16:1 cassette duplicators; cassette winders & loaders.

• accessories

Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Au Rd., 7th fl., Sec. 2, Taiwan. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Product: Record-record care prods., replacement styl; Tape-head cleaners, demagnetizers.

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Product: Tape-head cleaners, demagnetizers, leader & splicing tape.

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188. (Importer)
 Product: Tape-head & splicing tape.

• store fixtures manufacturer

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Product: Display racks.

• record & tape manufacturers / distributors / importers

Audio Lab, 102 Soi Pramote 2, Silom Rd., Bangkok. Tel: 233-7015. Telex: 788 87396

Black & White Co. Ltd., PO Box 335, Thai Lai Thong Bldg., 52/4-6 Surawongse Rd., Bangkok. Tel: 31-939, 33-720, 31-241. Local branch: 900 Mahachai Rd.

Central Trading Co. Ltd., 306 Silom Rd., Bangkok. Tel: 233-6930. Cable: CETRAC. Telex: 2768. Pres.: Samrit Chirathivat; Gen. Mgr.: Suthichai Chirathivat; Sales Mgr.: B. Norpanlop.
 Label: (Licensed) RCA (USA).

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471/4241. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok (Distributor/importer from UK & USA).

K S, see Thai Phonograph
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: (3) 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Labels: (Owned) MV-Master Voice, SKS-Sri Krung, SPC-Sri Krung, Solina, Sona Tape.
 Int'l rep.: Germany (Asona), USA (RCA Int'l).

M V-Master Voice, see Sri Krung
 S K S, see Sri Krung
 S P C, see Sri Krung
 Solina, see Sri Krung
 Sona Tape, see Sri Krung

Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat, Gen. Mgr.: Tian Chunsripong.
 Label: (Owned) KS

• music publisher

Kamol Sukosol Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 222 5131. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsripong

Black & White Co. Ltd., PO Box 335, Thai Lai Thong Bldg., 52/4-6 Surawongse Rd., Bangkok. Tel: 31-939, 33-720, 31-241. Local branch: 900 Mahachai Rd.

Central Trading Co. Ltd., 306 Silom Rd., Bangkok. Tel: 233-6930. Cable: CETRAC. Telex: 2768. Pres.: Samrit Chirathivat; Gen. Mgr.: Suthichai Chirathivat; Sales Mgr.: B. Norpanlop.
 Label: (Licensed) RCA (USA).

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471/4241. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok (Distributor/importer from UK & USA).

K S, see Thai Phonograph
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: (3) 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Labels: (Owned) MV-Master Voice, SKS-Sri Krung, SPC-Sri Krung, Solina, Sona Tape.
 Int'l rep.: Germany (Asona), USA (RCA Int'l).

M V-Master Voice, see Sri Krung
 S K S, see Sri Krung
 S P C, see Sri Krung
 Solina, see Sri Krung
 Sona Tape, see Sri Krung

Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat, Gen. Mgr.: Tian Chunsripong.
 Label: (Owned) KS

• music publisher

Kamol Sukosol Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 222 5131. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsripong

PLATING, PROCESSING & PRESSING PLANTS

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsripong

RECORD PROMOTION

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: (3) 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok (PKG)
 Audio: Cassette
 Video: 1/2" VHS cassette

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok (PKG)
 Audio: Cassette
 Video: 1/2" VHS cassette

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsripong.
 Audio: Cassette, open reel

• supplies

CARTRIDGE & CASSETTE PARTS

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok.
 Audio: APPLE, PANTHAI.
 Video: APPLE.

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. (Cassette parts)

EMPTY CARTRIDGES, CASSETTES & REELS

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok.
 Audio & Video: BSC.

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. (Cassettes & reels)

SLEEVES

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

TAPE, BLANK LOADED & BULK RAW

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok.
 Audio: Blank-cassette; raw-1/4".
 Video: Blank-1/2" VHS cassette.

Intermagnetics (Thailand) Corp. Ltd., 164/11 N. Sathorn Rd., Bangkok. Tel: 233-2860, 234-4590. Cable: TIENHDNG. Telex: 87293. Contact: S.C. Yuan. (Blank only)
 Audio: 8-tr., cassette.

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. (Blank only)

• accessories

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok.
 Product: Tape-carrying & storage cases (audio & video), head cleaners (audio & video)

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok.
 Product: Tape-carrying & storage cases (audio & video), head cleaners (audio & video)

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

• accessories

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondsukulchok; Gen. Mgr.: Kavee Boondsukulchok; Sales Mgr.: Kamol Boondsukulchok.
 Product: Tape-carrying & storage cases (audio & video), head cleaners (audio & video)

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Population: 1,150,000

Rate of exchange: \$1 (US) = 2.4 Trinidad & Tobago dollars.
 Per capita income: \$3,200

Holidays: January 1, Good Friday, Easter Monday, Whit Monday, Corpus Christi, June 19 (Labor Day), August 4 (Discovery Day), August 31 (Independence Day), September 24 (Republic Day), December 25, 26.

RADIO STATIONS

No. of commercial 1; government 1.
 Comment: The commercial station transmits in both AM & FM, the government-owned in AM, FM and FM stereo.

TELEVISION

Comment: There is one government-owned station transmitting two channels in black & white.

• record & tape manufacturers / distributors / importers

C L O, see Record Specialists.
 C S S, see Caribbean.
 Caribbean Rec'g Co. Ltd., Maingot & Gordon Sts., Mount Hope, Port-of-Spain, Trinidad. Tel: (638) 3354.
 Labels: (Owned) CSS, Village.
 Int'l rep.: Barbados (WIRL).

Catelli, see Record Specialists.
 O O S, see Record Specialists
 K H Recs. Ltd., see Record Specialists
 Kamit, see Record Specialists
 Kaloo, see Record Specialists
 Kalinda, see Record Specialists.
 Record Specialists (Trinidad) Ltd./KM Recs. Ltd. (IFPI), 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad. Tel: (62) 31092, 36435, 37789. Cable: HEATSINK. Mng. Dir.: Kerry Richards.
 Labels: (Owned) Kamit, Kalaloo, Kalinda, (licensed domestic) CLO, Catelli, ODS, Ritchies, SH, Trinidad; (licensed foreign) Arrow (Montserrat).
 Int'l reps.: Africa, Europe, UK (all Tackle), USA (Charlie).

Hilton O. Rhyner, 54 Prince St., Port-of-Spain, Trinidad. Tel: (62) 35673. Gen. Mgr.: Hilton D. Rhyner; Sales Mgr.: Cleve Calderon. (Importer).
 Ritchies, see Record Specialists.

S H, see Record Specialists
 Sharc Sound Servs. Ltd., PO Box 1010, Port of Spain, Trinidad. Tel: (62) 51021 x 418. Cable: SHARC. Mng. Dir.: Hugh A. Robertson; Gen. Mgr.: Suzanne C. Robertson. (Licensed to Solarisc)

Label: (Owned) Sharc.
 Solarisc Dist'g Co. Ltd., 11 Saddle Rd., Maraval, Trinidad. Tel: (62) 26580. Cable: SOLARDISC. Gen. Mgr.: Rawley Jeffrey; Sales Mgr.: Oeirdre Prescod. (Distributor)

Labels: (Licensed domestic) Sharc.
 Trinidad Recs., see Record Specialists.
 Village, see Caribbean

• music publishers

Cucumba Music (PRS), PO Box 1010, Port of Spain, Trinidad. Tel: (62) 51021. Cable: SHARC. Chief Exec.: Ben Romany

K M Music, 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad Tel: (62) 36435, 31092, 37789 Cable HEATSINK. Mng Dir.: Kerry Richards, Witelco Music Co., High St., Siparia, Trinidad, Tel: (649) 2415

• **services**

PLATING, PROCESSING & PRESSING PLANT

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad, Tel: (62) 31092, 36435, 37789, Cable HEATSINK Mng Dir. Kerry Richards.

RECORD PROMOTION

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad Cable INFINITY Mng. Dir. Ryan F. Ali; Sales Mgr. Hadeed Ali

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad Cable INFINITY Mng. Dir.: Ryan F. Ali; Sales Mgr.: Hadeed Ali (PKG)

Audio: 8-tr., cassette.

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad, Tel: (62) 31092, 36435, 37789 Cable HEATSINK Mng Dir. Kerry Richards. (PKG—audio only)

Audio: Cassette.

• **supplies**

LABELS, DISK

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad, Tel: (62) 31092, 36435, 37789, Cable HEATSINK Mng. Dir. Kerry Richards.

PROFESSIONAL TAPE SUPPLIES

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad Cable INFINITY Mng. Dir.: Ryan F. Ali; Sales Mgr.: Hadeed Ali

Audio: AGFA master splicing tape (3", 2", 1"), master open reel

TAPE, BLANK LOADED & BULK RAW

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad Cable INFINITY Mng. Dir.: Ryan F. Ali; Sales Mgr. Hadeed Ali (Blank only)

Audio: 4", 8-tr., cassette

Video: 4" Beta & VHS cassette

TAPE DUPLICATING & PROCESSING EQUIPMENT

TAPE PACKAGING & LABELING EQUIPMENT

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad Cable INFINITY Mng. Dir. Ryan F. Ali; Sales Mgr. Hadeed Ali

Audio: PENTAGON equip

• **accessories**

Hilton D. Rhyner, 54 Prince St., Port-of-Spain, Trinidad Tel: (62) 35673 Gen Mgr. Hilton D. Rhyner, Sales Mgr. Cleve Calderon
Product: Record—record care prods., 45 rpm adaptors, replacement styl, Tape—head cleaners, demagnetizers

Labels: (Owned) Gunes, Dncu, (licensed foreign) Copacabana (Brazil) Som (Brazil)

Plaksan Plak Sanayi AS (IFPI), Bagcilar Yolu, Marmara Cad. No 12, Gungoren Istanbul Tel 75 03 48 Cable SANPLAK Chm. Leon Gruenberg, Gen Mgr. Engin Tunasar

Labels: (Licensed foreign) CBS (USA), EMI (UK) Philips (Netherlands), Polar (Sweden), Polydor (Germany)

Pop, see Elektronal

Super Audio Technic, see Kent

Teletrans, see Elektronal

Yanki Yapim Ltd (IFPI), IMC Blok 6 No 6437 Unkapani, Istanbul Tel 22 07 15 Pres. Atilla Cilanbol, Gen Mgr. Kadir A. Demirturk, Sales Mgr. Ali Ihsan Dral, Contract Mgr. Yusuf Alagud

Labels: (Licensed) Durum (Italy), Hansa Int'l (Germany)

Int'l rep.s: France (Dalida, Cyclon, Driando, Show Int'l), Germany (Ariola Eurodisc, Hansa), Italy (Baby, Dunum, Saar) UK (Pye)

Yonca, see Ari

Zenith, see Kent

• **music publishers**

Kent Music Ltd., PD Box 24, IMC Blok 6, No 6328 Unkapani, Istanbul Tel (11) 26 34-65, Chief Exec. Umil Guner, Gen Mgr. Ali Riza Guner

Ddeon Ticaret IAD PD Box 533, Rizapasa Yukusu, Mulas Han Istanbul Tel (92) 26 32 60 Chm. Leon Gruenberg, Gen Mgr. Benno Merovich

Saray Int'l, PD Box 66, Unkapani, Istanbul Tel (11) 22 17 28 Chief Exec. Nazmi Senel, Gen Mgr. Mrs. Mukaddes Dncel

• **services**

ASSOCIATION & PROFESSIONAL ORGANIZATION

Association of Phonograph Music Prods (Fono Muzik Produktorleri Der negi), Halkali Caddesi 85, Yesilkoy-Istanbul

LICENSOR, RECORD & TAPE

Muzikservis AS, IMC Blok 6, No 6231, Unkapani, Istanbul Tel (11) 22-17 28 Pres. Nazmi Senel, Gen Mgr. Tunay Akdeniz, Sales Mgr. Metin Ihan

PLATING, PROCESSING & PRESSING PLANTS

Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul Tel (92) 44 26 36 Cable MELDDI Gen Mgr. Kayihan Caglayan, Sales Mgr. Turgut Caglayan

Muzikservis AS, IMC Blok 6, No 6231, Unkapani, Istanbul Tel (11) 22 17 28 Pres. Nazmi Senel, Gen Mgr. Tunay Akdeniz, Sales Mgr. Metin Ihan, (Pressing only)

Pressing capacity: LP—1000 units/day

Plaksan Plak Sanayi AS, Bagcilar Yolu, Marmara Cad., No 12, Gungoren, Istanbul Tel 75-03-48 Cable SANPLAK Chm. Leon Gruenberg, Gen Mgr. Engin Tunasar

Pressing capacity: 45—4000 units/day, LP—1500 units/day

RECORD PROMOTION

Kent Muzik Ticaret ve Pazarlama Ltd., PD Box 24, IMC Blok 6, No 6328, Unkapani, Istanbul Tel (11) 26 34-65 Chief Exec. Umil Guner, Gen Mgr. Ali Riza Guner, Sales Mgr. Dmer Borazanci

Muzikservis AS, IMC Blok 6, No 6231, Unkapani, Istanbul Tel (11) 22 17 28 Pres. Nazmi Senel, Gen Mgr. Tunay Akdeniz, Sales Mgr. Metin Ihan

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Ari Yapim Rek ve Yay Tic. Ltd. Sti., IMC 6433, Unkapani, Istanbul Tel (11) 28-01-65, Gen Mgr. Ergin Bener, Sales Mgr. Sabri Calkilic (PKG)

Audio: Cassette

Kent Muzik Ticaret ve Pazarlama Ltd., PD Box 24, IMC Blok 6, No 6328, Unkapani, Istanbul, Tel (11) 26 34 65 Chief Exec. Umil Guner, Gen Mgr. Ali Riza Guner, Sales Mgr. Dmer Borazanci (PKG—audio only)

Audio: 8-tr., cassette, open reel.

Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul Tel (92) 44-26-36 Cable MELDDI, Gen Mgr. Kayihan Caglayan, Sales Mgr. Turgut Caglayan

Audio: 8-tr., cassette

Muzikservis AS, IMC Blok 6, No 6231, Unkapani, Istanbul Tel (11) 22 17 28 Pres. Nazmi Senel, Gen Mgr. Tunay Akdeniz, Sales Mgr. Metin Ihan, (PKG—audio only)

Audio: Cassette

Video: 4" Beta & VHS cassette

Plaksan Plak Sanayi AS, Bagcilar Yolu, Marmara Cad., No 12, Gungoren, Istanbul Tel 75 03-48 Cable SANPLAK, Chm. Leon Gruenberg, Gen Mgr. Engin Tunasar

Audio: Cassette

Tekmanyetik San Ve Tic AS, 1375 Sok N 25/104, Izmir Tel (051) 13 33 72, 14 55 26 Telex 52572 Pres. Aslan Dnel, Gen Mgr. Ataman Bukey, Sales Mgr. Teoman Gurgan, (PKG)

Audio: 8-tr., cassette, open reel

Video: 4" Beta & VHS cassette

• **supplies**

CARTRIDGE & CASSETTE PARTS

EMPTY CARTRIDGES, CASSETTES & REELS

Elektronal Elektronik Aletler Sanayi Ve Ticaret AS, Ankara Devlet Yolu 25, Soganlik Kartal, Istanbul Tel 53 51 40 Cable ELEKTRDSAN Telex 23169 Pres. Hayati Kamhi, Gen Mgr. Alen Giz, Sales Mgr. Hulya Kara gol

Audio: Cassette hubs, rollers, shelves, shields, screws, spring pads, empty cassettes

Plaksan Plak Sanayi AS, Bagcilar Yolu, Marmara Cad., No 12, Gungoren, Istanbul Tel 75-03-48 Cable SANPLAK Chm. Leon Gruenberg, Gen Mgr. Engin Tunasar

Audio: ULTRIX, EQUADNE & SUPERAUDITECHNIC cassette parts, empty cassettes

Tekmanyetik San Ve Tic AS, 1375 Sok N 25/104, Izmir, Tel (051) 13 33 72, 14 55 26 Telex 52572 Pres. Aslan Dnel, Gen Mgr. Ataman Bukey, Sales Mgr. Teoman Gurgan

Audio: PENTA, PDLAR, RAKS, SABRA 8 tr. cassette open reel.

Video: MASTER 4" Beta & VHS cassette

TAPE, BLANK LOADED & BULK RAW

Elektronal Elektronik Aletler Sanayi Ve Ticaret AS, Ankara Devlet Yolu 25, Soganlik Kartal, Istanbul Tel: 53-51-40 Cable ELEKTRDSAN Telex

23169 Pres. Hayati Kamhi, Gen Mgr. Alen Giz, Sales Mgr. Hulya Kara gol

Audio: Cassette

Tekmanyetik San Ve Tic AS, 1375 Sok N 25/104, Izmir Tel (051) 13 33 72, 14 55-26 Telex 52572 Pres. Aslan Dnel, Gen Mgr. Ataman Bukey, Sales Mgr. Teoman Gurgan

Audio: PENTA, PDLAR, RAKS, SABRA 8-tr., cassette, open reel

Video: MASTER 4" Beta & VHS cassette.

• **accessories manufacturers**

Ari Yapim Rek ve Yay Tic Ltd. Sti., IMC 6433, Unkapani, Istanbul Tel (11) 28-01-65, Gen Mgr. Ergin Bener, Sales Mgr. Sabri Calkilic

Product: Record—record care prods., cloths, Tape—liquid head cleaners

Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul Tel (92) 44 26 36 Cable MELDDI Gen Mgr. Kayihan Caglayan, Sales Mgr. Turgut Caglayan

Product: Carrying & storage cases

Muzikservis AS, IMC Blok 6, No 6231, Unkapani, Istanbul Tel (11) 22-17 28 Pres. Nazmi Senel, Gen Mgr. Tunay Akdeniz, Sales Mgr. Metin Ihan

Product: Record—carrying & storage cases, record care prods., anistatic cleaners, replacement styl, Tape—carrying & storage cases, head cleaners, splicing tape & equip

Tekmanyetik San Ve Tic AS, 1375 Sok N 25/104, Izmir Tel (051) 13-33-72, 14 55 26 Telex 52572 Pres. Aslan Dnel, Gen Mgr. Ataman Bukey, Sales Mgr. Teoman Gurgan

Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

USSR

Population: 270 000,000

Rate of exchange: \$1 (US) = 6475 rubles

Holidays: January 1 March 8 (Int'l Women's Day), May 1, 2 (May Day), May 9 (VE Day), October 7 (Soviet Constitution), November 7, 8 (October Revolution)

RECORDS:

Record sales certification awards: None, but the USSR Ministry of Culture last year established the Melodia Golden Disk Award, which is an honorary award spotlighting artistic and social success of certain recording artists, orchestras, companies, and promoter organizations involved with the record industry. The awards, which are not based on mere commercial success, were given to ten recipients in April 1982 for the first time

Record production: 1981—"slightly below" 200,000,000 units

Average retail price per record: Pop & jazz stereo LPs—\$3 25 & \$4 50, classical stereo LPs—\$2 19 mono & stereo singles (with 3 or 4 songs)—\$1.28, flexible mono singles—\$0.90

Record club sales: Melodia launched small issues of up to 10,000 units of certain titles, principally classical and jazz, for record club members in Moscow

Discounting: Rare, although clearance sales at extremely low prices have been occasionally effected by some outlets.

Type of distribution: Manufacturer-to-wholesaler-to-retailer is the major form of distribution. Wholesaler-to-customer distribution exists only in the form of mail order service. Nationwide relating through newsstands has been in effect since 1969. There is no rack jobbing or one stopping in the usual form.

The need for specialized record shops (retail outlets) operated by Melodia is apparent. Until now, all retail outlets have been operated by Ministry of Trade organizations. Certain quantities of records are retailed by Soyuzpechat (press distribution agency) through its newsstands

Type of promotion: The government controls all airways, and there are no charts of best selling records. However, Melodia promotes new recordings through handbills and through a program broadcast weekly by Mayak Radio on long and medium wavelengths. It also will publish a special record/tape monthly magazine, with a catalog-bulletin format, aimed at the general record collector and buyer. New releases are also advertised in "Soviet Culture," in the bi-weekly "Musical Life," and in some local newspapers and periodicals. Radio and television programs featuring recorded music are also a valuable means of promotion, as are sales exhibitions held periodically by East European companies in the major cities.

"Muzikalnyy Kiosk" ("Musical Newsstand"), a weekly 30 minute program on the Central TV, which promotes mainly new classical releases and some pop, jazz, easy listening and folk. There are also various radio & TV programs in Estonia, Latvia and Tbilisi, dealing with promotion and record reviewing. Klub, national bi-weekly magazines, runs "New Disks" column, in which most of the new Melodia releases (classical, pop, jazz, folk, literature) are reviewed by music critics and journalists, with some cover-sleeves reproduced. The leading national youth paper, Komсомолskaya Pravda, as well as a number of local youth papers, launched new columns devoted entirely to the local and international pop, rock and disco music scene. Readers' polls are published once a month and they spotlight the most popular and best selling recording artists and bands.

"Melodia," a quarterly catalog-bulletin publication launched by the Melodia company and by Muzika publishers two years ago, now issues 60,000 copies per update and is the main informational and promotional source

Jukeboxes: 15,000-20,000

TAPE: Market: In 1981, Melodia Recs. somewhat changed its pre-recorded cassette production policy by releasing cassettes in parallel, or even earlier, with some "hot" pop song and/or rock material. All newly released pre-recorded cassettes are of the stereo/mono format. Last year, Melodia's duplicating facility in Tallin produced 1,333,000 pre-recorded cassettes.

Average retail price per tape: Cassette—\$6 81

RADIO STATIONS:

No. of government: 222

Comment: All radio stations are government owned. Most cities have access to cable broadcasting. There are over 30 FM stations. Radio Leningrad transmits for about 40 hours each week in FM stereo, programming classical (20 hours), pop and easy listening (12 13 hours) and literature. The news and music format of Mayak Radio is widely listened to. There is a trend toward the launching of more FM stations with a large percentage of stereo broadcasting as the national companies introduce more stereo tuners and radios

TURKEY

Population: 45 400,000

Rate of exchange: \$1 (US) = 107 lira

Per capita income: \$1060

Holidays: January 1, April 23 (National Sovereignty Day), May 1 (Spring Day), May 19 (Youth & Sports Day), May 26, 27 (Freedom & Constitution Day), August (Victory Day), October 29, 30 (Republic Day), & important religious holidays

• **record & tape manufacturers / distributors / importers**

A S, see Muzikservis

Aras, see Kent

Ari Yapim Rek ve Yay Tic Ltd Sti, IMC 6433, Unkapani, Istanbul Tel (11) 28 01 65 Gen Mgr. Ergin Bener, Sales Mgr. Sabri Calkilic

Labels: (Owned) Ari, Bip, Yonca, (licensed foreign) Fairytale (Denmark) Int'l rep.s: Denmark (Fairytale)

Bip, see Ari

Elektronal Elektronik Aletler Sanayi Ve Ticaret AS, Ankara Devlet Yolu 25 Soganlik Kartal, Istanbul Tel 53 51 40 Cable ELEKTRDSAN Telex 23169 Pres. Hayati Kamhi, Gen Mgr. Alen Giz, Sales Mgr. Hulya Kara gol

Labels: (Owned) Pop, Teletrans

Gonal, see Muzikservis

Gunes, see Dncu

Kent Muzik Ticaret ve Pazarlama Ltd., PD Box 24, IMC Blok 6 No 6328 Unkapani, Istanbul Tel (11) 26 34 65 Chief Exec. Umil Guner, Gen Mgr. Ali Riza Guner, Sales Mgr. Dmer Borazanci

Labels: (Owned) Aras, Kent, Super Audio Technic, Zenith Int'l rep.s: Germany (Tuerkafton, Uzzello), Greece (EMI)

Melodi Rec'g & Sound Ind (IFPI), 348 Istiklal Caddesi, Istanbul Tel (92) 44 26 36 Cable MELDDI Gen Mgr. Kayihan Caglayan, Sales Mgr. Turgut Caglayan, A&R Mgr. Vahdi Dilcar

Labels: (Owned) Melodi, (licensed foreign) ABC (USA), Alhambra (Spain), Atlantic (USA), BBC (UK), Bronze (UK), Casablanca (USA), Dis cos Columbia (Spain), DJM (UK), Decca (UK), Elektra/Asylum (USA), Infimty (USA), Intercord (Germany), London (UK, USA), MCA (USA), Mil lennium (USA), Motown/Gordy/Tamla (USA), RCA (USA), Swan Song (UK), WEA Int'l (USA), Warner Bros (USA)

Metronom, see Muzikservis

Muzikservis AS, IMC Blok 6, No 6231, Unkapani, Istanbul Tel (11) 22 17 28 Pres. Nazmi Senel, Gen Mgr. Tunay Akdeniz, Sales Mgr. Metin Ihan

Labels: (Owned) AS, Gonal, Metronom, Muzikservis

Dncu, IMC 5452, Unkapani, Istanbul Tel (11) 20 66 93 Telex: 22308 Gen Mgr. Diktay Gork, Sales Mgr. Sitti Avaz

TELEVISION STATIONS:

Comment: All television stations are government owned. Moscow has four channels, one of which is Central (nationwide). Most cities have their own stations, and the Central program is received everywhere, thus there is two channel television in most of the USSR. The Central channel is fully color, other channels are partially color. SECAM type of color system is used. Both classical and easy listening music are utilized by television stations nationally. In 1978, up to 83% of the overall population in the USSR could see national television programs. There are now 75 million television sets in use, with 10% color models.

IMPORT/EXPORT REGULATIONS:

All import/export of records is controlled through Mezhdunarodnaya Kniga in Moscow. The quota for records received privately from abroad, excepting East European nations, is one unit. A customs duty of 5 rubles is charged for each additional unit enclosed. The same regulation applies to promotion copies mailed to private persons. **Vadim D. Yurchenkov**

• record & tape manufacturers / distributors / importers

Melodia, 24 Tverskoi Blvd., Moscow K-9 Tel 229 9248 Cable MDSCVA
Dir Gen P.I. Shabanov
Mezhdunarodnaya Kniga (V/D), 32/34 Smolenskaya-Sennaya Pl., Moscow 121200 Tel 244 1022 Cable MEZHKNIGA. Tel 411160 Gen Dir Youry B Leonov.
Labels (Owned) Melodia, (licensed foreign) Ariola (West Germany), Vox (USA), CNR (Netherlands), Chant du Monde (France), Columbia (Spain), EMI (UK), Polydor (Germany), Ricordi (Italy), Zairo (Spain)
Int'l reps: France (Chant du Monde), Germany (Ariola, Polydor), Italy (Ricordi), Japan (Victor), Netherlands (CNR), UK (EMI), USA (Moss Music Group).

• music publishers

Muzychna Ukraina, Ul. Pushkinskaya 32, Kiev, Tel 25-2104.
Soviet Composer Publ's, 14 12 Sadovaya-Triumfalnaya St., 103006 Moscow Tel: 209-2384
Branch: Leningrad, 45 Gertsen St.
State Publ's Music, Neglinnaya 14, Moscow K-45
V A A P (The Copyright Agency of the USSR), Bolshaya-Bronnaya 6A, 103104 Moscow K-104 Tel: 203 5355. Cable AVTOR. Telex 411327, 411452.
Chm.: Boris D. Pankin, Music & Drama Dept. Dir., Valeri Ivanov

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Muzfond, Ul. Gotvalda 10, Moscow A-47.
National Committee of the International Music Council, c/o Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9.
Sovskusstvo (div. of V/D Mezhdunarodnaya Kniga), Smolenskaya-Sennaya pl. 32-34, 121200 Moscow. Tel 244-1022 Cable MEZHKNIGA. Telex 411160 Dir. Igor N. Preferansky
State Committee of Broadcasting & Television, Ul. Pyatnitskaya 25, Moscow. Tel: 233-6356. Cable MDISKVARADID.
Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9 Tel: 229-5444/4893
Branch: Leningrad, Ul. Gertzena 45, Tel 12-16-23.

LICENSING ORGANIZATION, MUSIC

Sovskusstvo (div. of V/D Mezhdunarodnaya Kniga), Smolenskaya-Sennaya pl. 32-34, 121200 Moscow. Tel: 244 1022 Cable MEZHKNIGA. Telex 411160. Dir.: Igor N. Preferansky; Sr. Expert: D.S. Popov.
V A A P (The Copyright Agency of the USSR), Bolshaya-Bronnaya 6A, 103104 Moscow K-104 Tel: 203-5355. Cable: AVTOR. Telex 411327, 411452.
Chm.: Boris D. Pankin, Music & Drama Dept. Dir. Valeri Ivanov

PRESSING PLANTS

Melodia, ul. Kaluzhskaya 40, Riga
V S G (Vsesoyuznaya Studiya Gramzapis), Ul. Stankevitcha 8, Moscow K-9
Branches: Leningrad, Ul. Tsvetochnaya 6—Moscow region, Aprelevsky, St. Aprelevska—Yashilient, Ul. Druzhba Narodov 4.

TAPE CUSTOM DUPLICATOR

Kazan, Photozhelatinoyny Plant, Kazan, Tassr.
Audio: Cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

Melodia, Tsvete 12, Tallin 16 (Blank only)
Audio: Cassette.
Pereslavl-Zaleski Chemical Plant, Pereslavl-Zaleski, Yaroslavl Dbl
Audio: Open reel
Shostka Chemical Plant, Shostka, Smolenskaya Dbl
Audio: Open reel
Verftung der BASF, ul. Lunatscharskogo 7, 121002 Moscow Tel 241 75-09. Cable: BASF. Telex: 413167

UNITED KINGDOM

Population: 55,900,000.
Rate of exchange: \$1 (US) = .55 pounds.
Per capita income: \$5,000.
Holidays: January 1, Good Friday, Easter Monday, First Monday in May, Last Monday in May, Last Monday in August, December 25, December 26 (Boxing Day).

RECORDS:

Record sales certification awards: Silver single—250,000 units, gold single—500,000 units; platinum single—1,000,000 units. Silver LP—60,000 units; gold LP—100,000 units; platinum LP—300,000 units.
Records sold domestically including imports (retail value): LP's 1981—64,000,000 units, \$445,000,000; 1980—67,400,000 units, \$445,000,000. Singles 1981—77,300,000 units, \$136,000,000; 1980—77,800,000 units, \$141,000,000.
Records imported from USA (factory value, CIF): 1980—6,000,000 units, \$18,000,000.
Records exported to USA (factory value, FOB): 1980—2,500,000 units, \$9,000,000.
Records imported from countries other than USA (factory value, CIF): 1980—16,000,000 units \$50,000,000

Records exported to countries other than USA (factory value, FOB): 1980—10,000,000 units, \$25,000,000.

Typical retail price per record: LPs—\$7.98, singles—\$2.00.

TV merchandising: 20% of total.

Record club sales: 7% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer leads with 50%, followed by manufacturer-to-wholesaler to retailer (including one-stops) at 20%, rack jobbers at 20% and manufacturer-to-consumer at 10%.

Type of promotion: Television advertising accounts for 20% of LP and cassette sales. Many regard radio as being important for singles promotion.

Jobboxes: 60,000

TAPE:

Market: Audio—Almost 100% cassette. Video—VHS has 64% of market, Beta 24%, others 12%.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—28,900,000 units, \$189,000,000, 1980—25,200,000 units, \$105,000,000.

Pre-recorded tape imported from USA (factory value, CIF): 1980—100,000 units, \$500,000.

Pre-recorded tape exported to USA (factory value, FOB): 1980—250,000 units, \$1,000,000.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1980—1,500,000 units, \$5,000,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1980—1,500,000 units, \$7,500,000.

Average retail price per pre-recorded audio tape: Cassette—\$6.98.

Average retail price per pre-recorded video tape: Beta—\$75.00, VHS—\$75.00; V-2000—\$75.00

CONSUMER ELECTRONICS:

Number of homes with: Radios—19,200,000 (96%), AM only—12,500,000 (63%), AM/FM—6,700,000 (37%); television sets—18,000,000 (90%), color 16,000,000 (80%), b/w—2,000,000 (10%); phonographs—16,600,000 (83%), audio tape recorders—14,600,000 (73%); video tape recorders—1,400,000 (7%).

RADIO STATIONS:

No. of commercial: 27 local; No. of BBC: 4 national & 27 local.
Comment: Predominantly pre-recorded music programs.

TELEVISION STATIONS:

No. of channels: 2 BBC, 1 commercial, 1 public; 100% color (PAL).
Comment: Very good mixture, but musical content is not strong.

IMPORT/EXPORT REGULATIONS:

Any record which is manufactured in an EEC country can circulate freely in the Common Market. Any record made abroad by the UK copyright owner and subsequently imported into the United Kingdom is not an infringing copy even if there is a UK license with exclusive rights. Records made in non-EEC countries by persons other than the copyright owner are infringing copies and their importation can be prevented.

MARKET ANALYSIS:

Total retail spending on all forms of recorded music, including imports and deletions as well as the output of the UK-based companies, was an estimated 424 million pounds (\$770 million) in 1981, and although spending has not kept pace with inflation, recorded music is showing signs of being a commodity with modest commercial stability for some time to come. Singles have constantly defied forecasts of their imminent decline throughout the 1970's, and they now account for the spending of some 75 million pounds (\$136 million) a year.

Following a period of rapid growth in the early 1970's, LP sales fluctuated and while accounting for around 250 million pounds (454 million) in recent years, the volume in this sector has not increased in line with inflation. Pre-recorded cassettes have consistently increased in volume but the stability of the average price for tape has left the total retail value steady at 100 million pounds (\$182 million) per annum in a two-year period that has seen rapid inflation elsewhere.

Retail discounting against recommended retail price (RRP) has become so commonplace that the practice of suggesting a price was generally abandoned in 1981. If the RRP still had been quoted, the average in 1981 would have been about 5.22 pounds (\$9.48). The average actual price paid was 4.39 pounds (\$7.98), giving a notional retail discount of roughly 16% compared with discounts of 5% in 1978 and around 10% in 1979 and 1980. The more prices fall, the more it seems that there is an outcry against the high prices charged by record companies, but the perceived comparison is with the price of a blank tape that can accommodate two LP's at a cost of about 1 pound (\$1.82).

Although retail prices fell in 1981 to 4.39 pounds (\$7.98) on average compared with 4.56 pounds (\$8.28) in 1980, prices to dealers have continued to increase modestly. Comparison of the published dealer price with the actual retail price indicates that the dealer margin for LP records is now around 23%, or expressed as markup, about 29%. But this does not take account of the discounts allowed to retailers by wholesalers and as summing that the average of wholesale discounting is about 10%, retailers are operating within a margin of approximately 30% (a markup of over 40%). In outlets where the practice is to cut prices heavily, it is not uncommon for retailers to operate within a 20% margin.

• record & tape manufacturers / distributors / importers

A B K, see Discourses.
A B M, see Discourses.
A C Recs. Ltd., 120 Marylebone Ln., London W1. Tel: (01) 486-0596, 935-6732. Chm.: Jim Beach; Mng. Dir.: Gawn W. Dare, A&R Dirs.: Dave Howman, Chris Harding; Mktg. Dir.: Michael J. Ashwell; Exec. Ass't: Sue Marsh.
Label: (Licensed domestic) Celebrity
A L D Recs., 3 Bucks Cross Cottages, Bucks Cross Rd., Chislehurst, Kent BR6 7RW. Tel: (0689) 28544. Mng. Exec.: Carl Anthony Snape.
A & M Recs. Ltd., A&M House, 136-140 New Kings Rd., London SW6 4LZ. Tel: (01) 736-3311. Telex 916342. Sr. VP: Derek Green; Sr. Dir.: Tony Burdfield; Mktg. Dir.: John Cokell, Sales Dir.: Bill Groves; Pu's. Dir.: Mike Hales; Promo.: Alan McGee.
Home office: USA
A-Side, see Sonet
A S V, see Academy Sound.
A S V Living Era, see Academy Sound.
A S V Transacord, see Academy Sound.
Aardvark Ltd., 107 Whitham Rd., Sheffeld S10 2SL. Tel: (0742) 662918
Mng. Dir.: M.D. Featherby Deconncq; Gen. Mgr.: A. Bailey

Labels: (Owned) Aardvark, Limited Edition; (licensed) Hologram, Product
Abbey Recs., 11 Hiley Rd., Dfardox D4 1EA. Tel: (0865) 244605. Gen. Mgr.: Steve C. Smith; Sales Mgr.: John Walton
Absurd Recs., 20 Cotton Ln., Withington, Manchester M20 9UX. Tel: (061) 445-2661
Academy Sound & Vision Ltd., 115 Fulham Rd., London SW3 6RL. Tel: (01) 589-5293. Mng. Dir.: J. Boyce; Sales Mgr.: Alan Welch.
Labels: (Owned) ASV, ASV Living Era; (licensed domestic) ASV Transacord
Int'l reps: Australia (EMI), Belgium (Sound Prods.), Netherlands (Sound Prods.), New Zealand (EMI), USA (Musical Heritage, Vanguard).
Acanthus, see Nimbus
Accessory, see Comecosse
Ace, see Oakwood
Ace of Clubs, see Decca
Ace of Diamonds, see Decca
Ace Recs. Ltd., 3/5 Kentish Town Rd., London NW1. Tel: (01) 267-5192. Telex: 893805. Mng. Dirs.: Ted Carroll, Trevor Churchill; Gen. Mgr.: Donna Cotten.
Labels: (Owned) Ace, Big Beat, Black Hawk Jazz, Clare, Thrust.
Int'l reps: Austria (Phonogram), Benelux (RCA), France (Pathe Marconi, SPI), Germany (Metronome, Telecel), Italy (Ricordi), Japan (Nippon, Warner-Pioneer), Mexico (Gamma), Scandinavia (Amigo, Sonet), Switzerland (Jungle, Gold, PolyGram), Venezuela (Los Ruices)
Acuff-Rose Music Ltd., 129 Park St., London W1. Tel: (01) 629-0392. Gen. Mgr.: Tony Peters.
Home office: USA
Labels: (Owned) Hickory, TRX
Affinity, see Charly
After Hours, see Salespeople
Aggro Recs., 3A Ashfield Parade, Southgate, London N14 5EH. Tel: (01) 886-6236. Mng. Dir.: Riss Chantelle.
Aintree Recs. Ltd., 6 Aintree Rd., Pervale, Middx. UB6 7LJ. Tel: (01) 998-0911. Cable SCARLETT GREENFD. Telex 8952387 AINDISC. Mng. Dir.: Michael J. Collins; Gen. Mgr.: John E. Jennings; Sales Mgr.: Wendy Kayrl. (Importer)
Air Recs. Ltd., 12 Stratford Pl., London Tel: (01) 408-2355. Cable: CHRYSALIS. Chm.: George Martin; Mng. Dir.: John Burgess.
Albion Recs. Ltd., 147 Dfardox St., London W1. Tel: (01) 734-9072. Telex 8954780. Mng. Dirs.: Derek Savage, Dai Davies; Sec'y: William Feeny, Label/Mktg. Mgr.: Alan Bellman; A&R Mgr.: Mark Anders; Press & Pub. Julian Henry, Prod'n Co-ord.: Anne Winwood
Int'l reps: Australia (Liberation), Benelux (Ariola), France (Virgin), Germany (Ariola), Italy (Panarecords), Japan (Victor), New Zealand (Liberation), Scandinavia (Sonet), South Africa (Transistor), South America (RCA)
Allen Recs. Ltd., 109 New Bond St., London W1 Tel: (01) 408-2350. Dir.: Nigel Lucas; Gen. Mgr.: Charlene Bowen; Sales Mgr.: Ziro Baby.
Alley Cat, see Humber
Alted Prods., 45 Victoria Rd., Romford, Essex. Tel: (0708) 26741. Partners: Ted Lemon, Alex Hughes.
Label: Top
Int'l reps: Belgium (Vogue), France (Vogue), Switzerland (Vogue).
Amasia, Pauncefort Court, Munsley, Ledbury, Hereford. Tel: (053) 183407.
Chief Exec.: Charles Lucy
Amberlee Recs. Ltd., Amberlee House, 387 Harrow Rd., London W9 Tel: (01) 866-7748. Mng. Dir.: John Peters.
Labels: (Owned) Amberlee, Eyemark, (represented) Doric (USA)
Int'l rep.: USA (Donc)
Amber Music, Wellow Mead, Wellow Dr., Sherfield English, nr Romsey. Hants. Tel: (0202) 34041. Mng. Dir.: James Montgomery
Amber, see Nimbus
Ambulance, see Stuart Johnson
Ames Electronics, 183 Queens Crescent, London NW5 4DS. Tel: (01) 267-6752. Mng. Dir.: Mir Asgar, Serv. Mgr.: W. Cosen (Importer/Exporter)
Amon Ra, see Saydisc
Anagram, see Cherry Red
Anchor Rec's, 72 The Street, Kennington, Ashford, Kent TN24 9HS.
Labels: (Represented) Epoch/NALR (USA)
Anglia Rec. Dists., 6 Fitzroy Ln., Cambridge, Cambs. Tel: (0223) 352-639. (Distributor/Importer/Exporter)
Anglo Recs., 30 Limekiln Ln., Brixington North Humberston Y016 5TH. Tel: (0262) 76388. Dir. & Prod'r: Robert Fisher
Antic, see WEA
Anytime, see Elite
Apollo Sound, 32 Ellderale Rd., London NW3. Tel: (01) 435-5255. Pres. & Gen. Mgr.: H. Herschmann.
Int'l reps: Europe (Kunzelmann) exc. udng Germany (Musia)
Applause, see K-tel
Applause, see Riva
Aqua Pink Ent., 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Mng. Dir.: Oscar Paris. (Importer)
Aquadisc, see President
Arcade Recs. (Int'l) UK, 115-123 Bayham St., London NW1 0AL. Tel: (01) 485-5622. Telex: 25584. Mng. Dir.: Sylvia Curd
Int'l branches: Germany, Netherlands.
Archiv, see Polydor
Ardeck, see EMI Recs.
Argo, see Decca
Ariola/Arsta (IFPI), 3 Cavendish Square, London W1M 9HA. Tel: (01) 580-5566. Telex: 298933. Mng. Dir.: Andrew Pryor; Bus. Affairs Dir.: David Simone, Comm'l. Dir.: David Adams; Sr. Mgr.: Brian Yates; Mktg. Mgr.: Tim Read; A&R Head: Simon Potts; Int'l Development Head: John Briley.
Labels: (Owned) Ariola, Arsta, Bell, GRP, Goal, Go-Feat, I-Spy, Mother in Law, Novus, Savoy.
Int'l reps: Australia (Festival, RCA), Canada (PolyGram), Italy (CGD), Japan (King, Nippon), Scandinavia (CBS), South Africa (RPM), rest of world (Ariola).
Ariola-Hansa, see Hansa
Arista, see Ariola/Arsta
Armageddon Recs. Ltd., 452 Fulham Rd., London SW6. Tel: (01) 381-1393. Telex: 8952916. Mng. Dir.: Dave Loader; Gen. Mgr.: Janet Stowe
Labels: (Owned) Armageddon, Hedonics, Watteau. (Licensed domestic) Hotbox, Musclebound; (licensed foreign) Posh Boy (USA)
Int'l rep.: USA (Compendium)
Arrival, see K-tel
Arrival Recs., 39 Leyton Rd., Harpenden, Herts. Tel: (05827) 5098. Mng. Dir.: David Blaylock, Dir.: Judy Dixon
Int'l reps: Australia, Germany, Scandinavia & Switzerland (all Deutsche Grammophon)
Artistic, see Submarine
Artum, see BBC
Ash, see Zella

Asylum, see WEA
 Aico, see WEA
 Athena, see Don't Panic
 Atlantic, see WEA
 Attack, see Trojan
 Atlix Recs, 3 Sydney St., Brighton, Surrey BN1 4EN Tel: (0273) 27181.
 608941 Chief Execs Rick & Julie Blair, Prod'r Terry Newbery
 Audio Visual Library Servs., 116 Golden Ln London EC1 Y 0UD Tel: (01) 251 2551 Telex 27931 Chief Exec Justin Dunn
Labels: (Owned) Candlelight, Colophone
Int'l reps: Australia & New Zealand (Dunn & Mason)
 Aura Recs Ltd., 1 Kendall Pl., London W1H 3AG Tel: (01) 486 5288 Telex 24224 Ref 3145 Mng Dir Aaron Sax
Int'l reps: Austria (Amadeo), Belgium (WEA), Denmark (Electra) Finland (Polarov), Germany (Metronome), Netherlands (WEA) New Zealand (RTC), Norway (Talent), Sweden (Electra)
 Automatic Rec Co Ltd., 5 Avery Row, London W1X 9HA Tel: (01) 493 9744 Mng Dir Nick Mobbs
 Avada, see Rola
 Avatar Rec & Screenworks Ltd., 62 Pall Mall, London W1 Tel: (01) 930 5361 Chm Jon Brewer, Gen Mgr Mike Everett, Sales Mgr Geoff Thorn
Labels: (Owned) Avatar, Avatar/Hurst. (Licensed foreign) Bearsville (USA)
Int'l reps: Australia (Powderworks), Belgium (Inelco), France (Disc'AZ), Germany (Bellaphon), Italy (Ricordi), Japan (Victor), Netherlands (Inelco), New Zealand (Powderworks), Portugal (Rossi), Scandinavia (Electra), South Africa (Principal), South America (Movieplay), Spain (Movieplay)
 B B C Recs & Tapes, The Langham, Portland Pl., London W1A 1AA Tel: (01) 580 4468 Cable BROADCASTS Telex 265781 Chief Exec Alan Bil yard, A&R Mgr Mike Harding, Sales & Mktg Mgr James Fleming, Bus Affairs Mgr Mehmet Arman
Labels: (Owned) Artium, BBC, Beeb
Int'l reps: Australia (Phonogram), Belgium (Baltic), Canada (Total Rec's), Denmark (Danish), Finland (Electra), Germany (Intercord), Italy (RCA), Netherlands (Sound Funds), New Zealand (EMI), Norway (Electra), South Africa (EMI), Spain (Oia), Sweden (Electra), USA (Gem com)
 B B J Int'l, 10 12 Carlisle St., London, Tel: (01) 734 4000 Telex 27778 Group Mng Dir Stephen Banker Jukes, Gen Mgr 'Bob Fisher
Labels: (Owned) BBJ Int'l, Peach River, Underworld, (Licensed foreign) Rag Baby (USA), Waterhouse (USA)
 B & C Recs Ltd., 326 Kensal Rd., London W10 5BL Tel: (01) 969 6651 Telex 261500 Mng Dir Marcel Rodd, Int'l Carola Gordon
Affiliated firm: Saga Recs Ltd
Labels: (Owned) B&C, Mooncrest
Int'l reps: (See Trojan)
 B G S Prods Ltd., Kirkland Park Studios, Letham Rd., Strathaven, Scotland ML10 6EE, Tel: (0357) 21130. Mng. Dir. W.B. Garden, Pub/Promos. Exec. Dougie Stevenson
Labels: (Owned) BGS Chord, Country House
 B G S Prod'n Group, Superfly House, Camden High St., London NW1 Tel: (01) 388 5959/5950. Mng Dir: B G Sullivan, Dr J Scarce
Labels: (Owned) BGS, Libra Int'l
 B P M, PO Box 40, Hounslow, Middx. TW4 5DH Tel: (01) 570 9495 Chief Exec. K. Todd
 B T W Rec'd Music Library, 125 Myddleton Rd., Wood Green, London N11 4NG. Tel: (01) 888 6655. Dirs. John Ross Borthwick, R J T Borthwick.
 B U M, see Climax
 Baal Recs. Ltd (IFPI), 62 Gloucester Pl., London W1 Tel: (01) 486 1486. Cable: BAALON LDN W2. Telex 25836 Mng Dir: Colin J Brain, A&R: Jay Shotam. (Also see Collins Int'l)
Labels: (Owned) Baal, Best of Everything, Roots.
 Bach Collectors, see Oryx
 Back Recs., 14 New Burlington St., London W1X 2LR Tel: (01) 734 3251 Cable: CARLSONG Telex 267488 Mng Dir Freddy Bienstock, A&R Robert Bienstock
 Banners & Bonnets, see Word
 Barak, see President
 Paul Barrett Rock 'n' Roll Ents., 15 Albert Crescent, Penarth, South Glamorgan, South Wales Tel: (0222) 704279 Chief Exec. & A&R Dir Paul Barrett, Gen Mgr: Adrian Owlett, Sales Mgr Nigel Molden.
Labels: (Owned) Crazy Rhythm, Magnum Force
Int'l reps: France (Big Beat).
 Harry Barter Prods Ltd., 73 Newman St., London W1 Tel: (01) 631 3247 Chief Exec Harry Barter
Label: (Owned) Rewind
 Bartlett Bliss Prod'n, 39 Warwick Gardens, London W14 8PH. Tel: (01) 603 2451 Mng Dir: Peter Bartlett, Gen Mgr. Barbara Bliss.
Label: Tellastory.
Int'l reps: Australia (KGC, Sound Information), Canada (PolyGram), South Africa (EMI).
 Basic Recs., 6 Pembroke Rd., London W11 Tel: (01) 221 1522 Telex 8955594 Chief Execs: John Telfor, Eileen Treacy, Gen Mgrs Matthew Flowers, John Celar.
 Battle of the Bands Ltd., 266 London House, Fulham Rd., London SW10. Tel: (01) 352 9530 Dirs Anthony Forrest, Oan Cherubini
 Beeb, see BBC
 John Beecher Recs. & Books, 41 Elm Rd., New Malden, Surrey KT3 3HD Tel: (01) 942 7235 Contacts John Beecher, Yvonne Trengove. (Importer/Exporter)
 Beeswing, see Broadside.
 Beggars Banquet Recs. Ltd., 8 Hogarth Rd., Earl's Court, London SW5 Tel: (01) 370 6175 Telex 915733. Mng Dir Martin Mills; Gen Mgr Peter Kent, Sales Mgr: Ivo-Watts Russell. (Licensed to WEA)
Labels: (Owned) Beggars Banquet, Don't Fall Off The Mountain, 4 AD, Situation 2.
Int'l reps: Benelux (CNR), rest of world (WEA)
 Bell, see Ariola/Arista.
 Belsize, see Splash
 Beltona, see Decca
 Benny, see Neon.
 Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6 9QT. Tel: (01) 624 7785 Mng Dir. Ivan Berg, Gen Mgr Robert Nichol.
Labels: (Owned) Chron, Ivan Berg.
Int'l reps: Australia (Music World), New Zealand (Music World), South Africa (Disc Jockey Music)
 Best of Everything, see Baal.
 Be Your Own Record Company, see Neat.
 Bibi Magnetics Ltd., 101/105 Pough Rd., London SW11 2BJ. Tel: (01) 223 5955 Telex: 917732 Dir K H Bourke-Borrowes, Gen Mgr M Shepherd, Sales Mgr G Pearman

Labels: (Owned) Bibi, High Life, Orchid, (Licensed) Crusin' (Canada)
 Big Bear Recs., 190 Monument Rd., Birmingham B16 8UU Tel: (021) 454 7020 Cable BEARSONGS Mng Dir Jim Simpson
Labels: (Owned) Big Bear, Grandstand, Truckers Delight
Int'l reps: France (ADDA), Italy (Carosello) South Africa (WEA), Spain (Satsa), Sweden (PolyGram)
 Big Beat, see Ace
 Big Ben, see Tangent
 Big Cock, see Hit
 Big Muff Recs., 9 Forres House, Cameron Close, Brentwood, Essex Tel: (0273) 225551 Chm. Graham Smith; Gen Mgr Harry Spooner, Sales Mgr Lucy Smith, Promo Mgr Ian Davey
 Big 'R' Recs (Europe) Ltd., 29 High St., Biggar, Lanarkshire, Scotland ML12 6ED Tel: (0899) 20666 Telex 778357 Mng Dir Drew Taylor, Gen Mgr Trudy MacKenzie, Sales Mgr Christine Dewar
Labels: (Owned) Big 'R', (represented) Column One, Door Knob (both USA)
 Billy Goat, see Chick-A-Boom
 Birds Nest, see Happy Face
 Black Crow, see Mawson Wareham
 Black Gold Ltd., 73A Glasgow Rd., Blanehead, Scotland Tel: (0360) 70177 Chief Exec Ian McCredie, Gen Mgr Steve McLean, Sales Mgr Eric McCredie
 Black Hawk Jazz, see Ace
 Black Label Recs., 62 The Chase, London SW4 Tel: (01) 404 5011 Mng Dir John Owen Williams, Gen Mgr Paul Smith
 Black Mountain Recs., PO Box 207, Mumbles, Swansea, Wales Tel: (0792) 43984. Mng Dir M. D. Evans
 Black Music National Dist'n, 44 Cloudeale Rd. Tooting, London SW17 Tel: (01) 223 6543 Chm. Oscar Carroll (Distributor)
 Black Panther Recs., 112 Sunny Gardens Rd., London NW4 Tel: (01) 203 1324 Chief Exec John Stedman, Sales Mgr K Pryor
 Blank, see Dansan
 Terry Blood (Recs) Ltd., Rosevale Rd., Units 18/20, Chesterton, Newcastle Under Lyme, Staffs Tel: (0782) 620 321 Telex 367106 Chief Exec Terry Blood, Gen Mgr Graham Vernon (Distributor/Importer)
 Blue Chip Recs (IFPI), 132 Western Rd., Mitcham, London Tel: (01) 648 7000 Labels Mgr Matt Hayward
Labels: (Owned) Blue Chip, Gallo, RPM
Int'l reps: Austria (Teldec), Benelux (Ariola), Germany (Teldec), Scandinavia (Sound of Scandinavia), South Africa (RPM), Switzerland (Teldec)
 Blue Inc Recs Ltd., 155 Church St., London W2 1NA Tel: (01) 723 9090/6561. Mng. Dirs Billy Russell, Billy Carruthers
Labels: (Owned) Blue Inc, Index
 Blue Moon, see Magnum Force
 Blueport Recs., 752 Kelvin Grove, Sandwyrd, Newcastle Tel: (0632) 812 377. 612-849 Prime Co ord. Mike Maurice, Promos Mgr Tony Glover
 Bomp Int'l, 36 38 Hanway St., London W1P 9DE Tel: (01) 637 2698 Mng Dir Karel Beer, Dr Greg Shaw
 Bond Street Music Ltd., 100 New Bond St., London W1Y 9LG Tel: (01) 629 5454 Mng Dir Stanley Simmonds, Gen Mgr Norman Austin (Importer)
Labels: (Licensed foreign) Panton, Supraphon (both Czechoslovakia)
 Boring Recs., 23 Dalkeith Ave Bishopbriggs, Glasgow, Scotland Tel: (041) 772 290. Mng Dir. Graham Scott, Dirs Stan Workman Oougie Burns Boulevard, see Saga.
 Bndge House Recs Ltd., 23 Barking Rd., Canning Town, London E16 Tel: (01) 476 2889 Pres: Chris Thompson, Gen Mgr Terence Murphy, Sales Mgr. Colin Barton, Admin Mgr John McGeedy
Int'l rep: France (Underdog).
 Bright Recs., 34/36 Maddox St., London W1 Tel: (01) 408 0288 Mng Dir Martin Wyatt
 Britannia Music Co. Ltd (IFPI), 60-70 Roden St., Ilford, Essex IG1 2AQ. Tel: (01) 553 3333 Cable ACBLON Telex: 896073 Mng Dir Roy Darling, Ron Morgan; Gen Mgr John McKenzie; Mktg Dir. Wolfgang Ruso
Label: (Owned) Britannia
 Note: Direct marketer/distributor for PolyGram group and third party labels.
 Britannia Recs., 32 Thames Court, Victoria Ave., Hurst Park, East Molesey KT8 9TP Tel: (01) 979 0914 Chief Execs Michael O St Clair, M Miller
 Broadcast Recs Ltd., 51 Rossiter Rd., London SW12 Tel: (01) 675 1832 Cable: REDFOX Mng Dir: Tim Hodgkinson, Gen Mgr Henry Cow
Int'l reps: France (Celluloid), Italy (L'Orchestra), USA (Random Radar, Red).
 Broadside Recs., Studley House, Limes Rd., Tettenhall, Wolverhampton WY6 8RB Founder Jon Raven
Labels: (Owned) Beeswing, Jester's Court
 Bronze Recs Ltd., 100 Chalk Farm Rd., London NW1 8EH Tel: (01) 267 4499 Cable: HITMUSIC, Telex: 261653 Mng Dir. Gerry Bron, Gen Mgr Robert Lemon; Int'l Co-ord Gordon Simpson (Licensed to Polydor)
Int'l reps: Argentina (Microfon), Australia (Festival), Austria (Ariola), Belgium (Ariola), Bolivia (Lauro), Brazil (Ariola), Chile (Quatro), Colombia (Sonolux), Ecuador (Fadisa), France (WEA Filipacchi), Germany (Ariola), Greece (EMI), Guatemala (Dijapan), Hong Kong (EMI), India (EMI), Ireland (PolyGram), Italy (Ricordi), Japan (Victor), Malaysia (EMI), Mexico (Ariola), Netherlands (Ariola), New Zealand (Festival), Peru (FTA), Philippines (EMI), Portugal (Phonogram), Scandinavia (Sonet), Singapore (EMI), South Africa (Gallo), Spain (Ariola), Switzerland (Ariola), Thailand (EMI), USA (PolyGram), Venezuela (Cordica), Yugoslavia (Jugoton).
 Harvey Buat, 84 Church St., London NW8 Tel: (01) 724 3711 Dir Alan Taub. (Distributor/Importer)
Label: Merryman REC (Barbados)
 Buena Vista, see Walt Disney
 Buffalo, see Dawn
 Bulldog Recs (IFPI), PO Box 130, Hove, East Sussex BN3 6QU Tel: (0273) 550088 Cable KRUGERENTS Telex: 877050 Chief Exec. Jeffrey S. Kruger, Mng Dir Leslie Lewis, Creative Affairs Howard Kruger, Shipping Mgr Ray Finella, Royalties & Licensing: Margaret Grace (Licensed to President)
Int'l branch: USA.
Labels: (Owned) Bulldog, Ember, Energy, Great Voices of the Century
Int'l reps: Argentina (Sicamericana), Belgium (Vogue), Brazil (Com panha Ind l), Som, Canada (Almada), Costa Rica (Lyr), Czechoslovakia (Opus), Denmark (EMI), Finland (EMI), Germany (Teldec), Israel (CBS), Italy (Durium), Kenya (AIT), Netherlands (Inelco), New Zealand (Music World), Nigeria (Phonogram), Norway (EMI), Philippines (Disc Corp.), South Africa (David Gresham), Spain (Discophon), Sweden (EMI), Uruguay (Palacio de la Musica), Venezuela (Palacio de la Musica)
 Bullet, see Neon
 Bullseye Recs., AIR House, Spenny Moor, Co Durham Tel: (0388) 814 632 Chief Execs Colin Pearson, John Wray, Gen Mgr Loyd Smith; Sales Mgr A P Blackett
 Bumper, see Mainline

Bungey Banker-Jukes Int'l Ltd., see BBJ Int'l
 Burning Rose Recs., 32 Alexander St., London W2 Tel: (01) 229 8236 (Licensed to Stiff)
Labels: (Owned) Burning Rose, SS, Test Pressing
Int'l rep: USA (Stiff)
 Butt Recs Ltd., 27 Aylmer Rd., Shepherds Bush, London W12 9LG Tel: (01) 749 3730 Mng Dir Brian Leaf
Labels: (Owned) Butt, (Licensed foreign) Poshboy (USA)
 By Pass Recs. Ltd., 27 29 Portland St., Kilmarnock, Scotland Tel: (0563) 36280 Telex 777425 Mng Dir Ken Richardson, Gen Mgr Inez Richardson, Sales Mgr Huntly Stuart (Distributor/Importer)
 C B S Recs. (IFPI), 17/19 Soho Square, London W1V 6HE Tel: (01) 734 8181 Cable COLRECORD, Telex: 24203 Chm Maurice L Oberstein, Mng Dir David Beltendge, Sr Dir Tony Woolcott; UK A&R Dir Muff Winwood, Int'l A&R Dir Peter Robinson, Comm'l Dir Jack Florey, Finance Dir John Field, Sales Dir John Mair, Bus. Affairs Dir Tim Bowen, Admin Dir John Brooks, Sec'y Vesvi Avni
Home office: USA
Labels: (Owned) CBS, Epic, Emcey, Odyssey, Portrait; (Licensed) Blue Sky, Caribou, Full Moon, Kaleidoscope, Kirshner, Monument, Mums, Nemperor, Ode, Philadelphia Int'l, Prelude, TK, Tabu, Unlimited Gold
Int'l rep: Worldwide (CBS)
 C M C Recs Ltd., 14 New Burlington St. London W1X 2LR Tel: (01) 734 3251 Cable CARLSONG Telex 267488 Oirs Frederick & Miriam Biens tock, R Derek Knibb
 C R C, see Outlet
 C R O Recs (IFPI), PO Box 26 Stanmore, Middx HA7 4XB Tel: (01) 958 7695 Chief Mng Dir Graham Pounceford; Gen Mgr Simon Lawman
Int'l reps: Australia (Janda), Belgium (PMP), Canada (Vanguard), Finland (Fuga), France (Schotts), Germany (MusContact), Netherlands (Sound Prods.), Norway (Per Neby), Sweden (Sound Doctor), Switzerland (Musica), USA (Vanguard)
 Cactus, see Creole
 Cadillac Music Recs., 180 Shaftesbury Ave., London WC2H 8SJ, Tel: (01) 836 3646 Proprietor John Jack
Int'l reps: France (Palm), Germany (Moers), Netherlands (Bvhaast), Sweden (Amigo), Switzerland (Planisphere), USA (Daybreak, Rick Ballard)
 Cambridge Classical Recs., 5 King's Parade, Cambridge CB2 1SJ Tel: (0223) 350 565 Mng Dir: Edward Turner, Dr Christopher Hills
 Camden, see RCA & Pickwick Int'l
 Canaan, see Word
 Candhaven, see Metropolis
 Candlelight, see Audio Visual Library
 Candle Music Ltd., 20 Kildare Gardens, London W2 5LU Tel: (01) 221 5521 Chm S. Spyropoulos, Gen Mgr. Tony Satchell
Label: (Owned) Gun
 Canolfan, see Oryx
 Canterbury Pop Recs., 13 Long Port, Canterbury Tel: (0227) Canterbury 56172 Chief Exec Oavid R McRollerson, Gen. Mgr. H.C.D Sparks
Capitol, see EMI
 Capricorn, see Polydor
 Capstan Music Ltd., 26A Dunraven Rd., London W12 7QZ Tel: (01) 740 8126 Chief Execs Richard Freemanle, Chris Williams, Paul Jenkins, Belinda Fostekek.
 Dave Carey, 1b Mitcham Ln., Streatham, London SW16 (Distributor/Im porter)
 Caritas, see Helios
 Carmel Music Ltd., 4 Cliff Ave., Westcliff-on-Sea, Essex SSO 7AJ Tel: (0702) 338 593 Mng. Dr Peter Eden, Sec'y Glynis Eden
 Carnaby Recs (div of Mervyn Conn Org), MC House, 14 Orange St., London WC2 Tel: (01) 930 7502 Telex 23343 Mng Oir Mervyn Conn
Labels: (Owned) Carnaby, Nashville Int'l
 Carline Exports Ltd., 56 Standard Rd., London NW10 6ES Tel: (01) 961 2919 Cable BUMBLEBEE Telex 22164 Int'l Sales Oir Jonathan Gilbride, Gen Mgr Nik Podgorski, Sales Mgr Tony Harris (Distributor/Importer/Exporter)
Int'l branch: USA
 Carrere Recs UK Ltd (IFPI), 20 22 Queen St., Mayfair, London W1X 7PJ Tel: (01) 493 7406 Telex 8953657 Mng Oir, Freddy Cannon, Promo Mgr Geoff Scurfield, A&R Mgr Peter Hinton
Int'l reps: Australia (EMI), Austria (Polydor), Germany (Polydor), Greece (Phonogram), Italy (Fonit Cetra), Netherlands (CNR), Scandinavia (EMI), South Africa (EMI), Spain (CBS)
 Carrot, see Nola
 Casablanca, see Phonogram
 Casino Classics Recs, 3 Pennington St., Hindley, Wigan, Lancs WN2 3AH Tel: (0942) 57430 Mng Dir Russ Winstanley (Also see Robert King ston)
 Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Morteale Rd., Richmond, Surrey TW9 2JZ Tel: (01) 940 8186 Cable MICRONETIC Telex 8813481 Mng Oir D Dixon
Labels: (Owned) Coronet, Coronet Philharmonic
 Castle Recs., The Castle, 93 Castle Hill Rd., Hindley, Wigan, Lancs WN2

Southern Music Publishing Co. Ltd. London, England

E G Recs Ltd 63A Kings Rd, London SW3 4NT Tel (01) 730 2162 Telex 919205 Dirs Samuel G Alder Mark A Fenwick (Also see Polydor)
Int'l branch: USA

E M I Music Ltd 30 Gloucester Pl London W1A 1ES Tel (01) 486 6022 Cable EMIGREAT Telex 8953682 Chm & Chief Exec Bhaskar Menon, Pres & Chief Operating Officer Ken East, Finance Dir Tony Todman, Bus Affairs & Copyright Dir Guy C Marriott, Technical Resources Dir Wally Rand Mfg & Dist'n Resources Dir Tad Anderson, Int'l Licensee Controller Ken Butcher, Int'l Repertoire Controller Ron Harris Person nel Dir Allen Harford

E M I Recs (UK) (IFPI), EMI House, 20 Manchester Square, London W1A 1ES Tel (01) 486 4488 Cable EMIRECDRD Telex 22643 Regional Dir Richard Robinson Mng Dir Cliff Busby, Finance Admin Dir Colin Hodgson Mktg Dir Peter Buckleigh A&R Dir Terry Slater, Int'l Div Gen Mgr Richard Lytton, Bus Affairs Mgr Roger Drage Pub Exec Brian Southall Bus Planning Mgr Simon Iskander, Sales Dir Mike Ed wards Classical Gen Mgr John Pattrick, Capitol Gen Mgr Ray Still, EMI Harvest Gen Mgr John Cavanagh, Nat'l Promos Mgr Martyn Cox, Repertoire Mktg Mgr David Hughes
Labels: (Owned) Ardeck, Capitol, Cobra, Columbia, Double Up, EMI EMI America EMI Digital, EMI Int'l Encore Executive, HMV Harvest, Liberty, Note Nut Odeon One Up Parlophone, Regal Zonophone, Sidewalk Starline Talsman Waverley, (licensed) Chiswick Island, Rolling Stones Tammi

E S S P Electronic Synthesizer Sound Projects The Sound House, PO Box 37b East Molesey, Surrey KT8 9JB Tel (01) 979 9997 Chief Exec Dave Townsend
Labels: (Owned) ESSP Synthesis Synthesizer Experience

Eagle see Legion & Salespeople

Earcorn see Comecosse

Earlobe Recs 29 31 Oxford St 5th fl, London W1 Tel (01) 734 3793 Telex 894785 Pres Larry Uttal

Ebony, see Pilgrim

Echo, see Collins Int'l

Eclipse see Decca

Effects see Ronco

Electric see Cube

Elektra, see WEA

Elite Recs Ltd, 41 Eton Ave Wembley, Middlesex HA0 3AZ Tel (01) 903 0305 Mng Dir & Gen Mgr Andzej Sojka, Sales Mgr C Sinclair Day
Labels: (Owned) Anytime, Challenge, Elite, No, (licensed) Inner City (USA)
Int'l rep.: USA (Inner City)

Elite Jay (Prods) Ltd, 97 Judd St, London WC1 Tel (01) 388 5771 Telex 896616 Mng Dir Jack Applebaum, Gen. Mgr Paul Heeren, Sales Mgr Andy Soper
Labels: (Owned) Elite Jay, Jab, (licensed domestic) Vu

Embassy see CBS

Ember, see Bulldog

Emblem Recs Ltd 2 Bridge St, Strathaven Stathclyde, Scotland ML10 6AN Tel (0357) 20386 Mng Dir John McLaughlin, Sales Dir J Houston Fyle
Labels: (Owned) Dorian, Emblem Loudon

Emerald Recs Ltd (IFPI) 120 Coach Rd, Templepatrick, Ballyclare, County Antrim, Northern Ireland BT39 0HB Tel (08494) 32711 Telex 747293

Mng Dir Mervyn A Solomon, Gen Mgr George Doherty, PA Valerie Mulholland
Labels: (Owned) Emerald, Great Bands, Mint, Mint Julep, Rip Off
Int'l reps: Australia (Image), Benelux (Dureco in Netherlands), Canada (Morning Quality RCA), France (Jacky), Italy (Ariston), Japan (Polydor), New Zealand (Music World, Viking), USA (Country Int'l), Fiesta, Gillette Madison, Tradition)

Encore, see EMI

Energy, see Bulldog

Enigma Recs, 9 Beadon Rd, London W6 Tel (01) 741-0011 Telex 934386

Ensign Recs Ltd, 3 Monmouth Pl, London W2 Tel (01) 727-0527 Telex 299612 Mng Dir Nigel Grainge, Gen Mgr Doreen Loader, A&R Mgr Chris Hill (Licensed to RCA)
Int'l reps: Europe (RCA) excluding Austria, Germany & Switzerland (all Metronome), Benelux (CNR), Central & South America, USA (all RCA), Australia (Astor), New Zealand (Astor), South Africa (RPM)

Enterprise Recs Ltd, Unit 1B, 2 Faraday Way, Westminster Ind'l Estate, Woolwich SE 18 Tel (01) 855-3421 Cable KASSMUSIC Mng Dir Ed ward Kassner
Labels: (See President)

Epic, see CBS

Esquire Recs Talent Ltd (IFPI), 185A Newmarket Rd, Norwich Norfolk NR4 6AP Tel Norwich 51139 Chief Exec Peter Newbrook
Labels: (Owned) Esquire, Starlite

Eternal Ltd, 16 Benson St Liverpool L1 2ST Tel (051) 708 0193 Label Mgr Peter Fulwell, Sales Mgr Steve Baker
Int'l rep.: Worldwide (WEA)

Eurobeat Ltd (IFPI), 13 Bank Square, Wilmslow, Cheshire SK9 1A9 Tel (0625) 527844 Cable INDISC Telex 635091 Mng Dir Irving Wilson, Gen Mgr Lesley Thompson, Sales Mgr Fiona Sutcliffe (Importer)
Labels: (Represented) Beat, Duse, Penla-Phon, Pony, West (all Italy)
Int'l reps: Australia (EMI) Italy (Beat)

Euroson, see DI

Evangelical Recs, 152 Rowhedge Rd, Rowhedge, Colchester, Essex CO5 7JP Tel (0206) 865769 Dir M Lear

Evolution Recs, 48 Gloucester Square, London W2 Tel (01) 402 9373 Dirs Johnny Jones, John Michel, Philip Lewis (Distributed by RCA)

Excaliber, see Red Bus & PRT

Excelsive, see Oryx

Executive, see EMI

Expan Mktg Ltd, E Marden, Chichester, Sussex PO18 9JE Tel (024359) 200 Telex 86485 Dir Bill Waite (Exporter)

Exploited, see Supremusic

Exploring the World of Music, see Oryx

Eye-mark, see Amberlee

F Beat, see WEA

F X Recs, 3 Muswell Ave London N10 Tel (01) 444 6870 Dirs Ken Gibson, Pat Crumly

Fable Recs Ltd, 50 Regents Park Rd., London NW1 7SX Tel (01) 586 5591 Telex 299220 Gen Mgrs Roger Whittaker, Irene Collins

Fame, see Music For Pleasure

Fantare Recs, 1 Broomfield Close, Rydes Hall, Guildford, Surrey GU3 3AW Tel (0483) 61684 Mng Dir L G Farley

Fast Product, see Comecosse

Fatal Charm, see Double D

Faulty Prods., 41B Blenheim Crescent, London W11 2EF Tel (01) 727 0734 Pres Miles Copeland III, Gen Mgr Nick Jones, Sales Mgr Steve Tannett
Int'l branch: USA
Labels: (Owned) Deptford Fun City, Illegal, Step Forward, (licensed) IRS
Int'l rep.: Worldwide (CBS) excluding Canada, UK, USA

Feelgood Recs Ltd, 14 New Burlington St., London W1X 2LR Tel (01) 734 3251 Cable CARLSONG Telex 267488 Dirs Freddy Bienstock, R Derek Knibb

Fetish Recs Ltd, 40 Denbigh St, Flat 3, London SW1 Tel (01) 828-1978 Mng Dir Rod Pearce, Gen Mgr Steve Marshall
Int'l branch: USA

Firebrand Recs, 18 West Mall, Clifton, Bristol BS8 4BQ Tel (0272) 35994 Mng Dir D Ackerman (Also see Dema)

First Heard, see Submarine

Fisher & Lane, 30 Limekin Ln., Bridlington, North Humberside YD16 5TH Tel (0262) 76388

Flame, see Nimbus

Flamingo Recs, 14 New Burlington St., London W1 Tel (01) 734 3251 Telex 267488 Dirs Freddy Bienstock, R Derek Knibb

Flapper, see Pavilion

Flash Prods., 6 Holland Park, Basement Apt., London W11 Tel (01) 229 0663 Mng Dir Paul K Walden

Fly, see Cube

Flying Disc, see JVC

Flying Ducks Prod's, 204 Mitcham Ln., Streatham, London SW16 6NT Tel (01) 677 9883 Mng Dir S Jaffery, Gen Mgr Angela Graham

Flying Recs, 1 Lower James St, London W1 Tel (01) 734 8311 Telex 24538 Chief Exec John Cooper, Gen Mgr Paul K Walden
Int'l reps: Austria, Germany, Switzerland (all Teldec), Benelux (Dureco)

Flyover Recs, 15 Queen Caroline St, London W6 Tel (01) 748 1595 Telex 8951917 Dir Louis Raynor, Gen Mgr W Raynor, Sales Mgr P Callahan

Flyright Recs, 20 Endwell Rd., Bexhill on Sea, East Sussex TN39 3EP Tel (0424) 214 390 Gen Mgr W J Bruce Bastin (Distributed by Swift)
Labels: (Owned) Flyright, (licensed) Magpie

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Branches: Exeter, Devon EX4 4JA, 10 Richmond Rd Tel (0392) 77285 Mgr T Brown-Leeds LS7 4PU, 5 Norfolk Mount, Chapel Allerton Tel (0532) 694 764-Kettering, Northants, 26 Montagu St Tel (0536) 83901 Mgr Barry Lewis-Newmarket, Suffolk, High View, Ashfield Green, Wickhambrook Tel (044082) 666 Mgr. Peter Dashwood
Label: (Owned) EFDSS

Folktracks Cassettes, 2 Fircliff Park, Portishead, Bristol BS20 9HQ Tel (0272) 842209 Dir Peter Kennedy

Folk Weave, see Zodiac

Fontana, see Phonogram


Forsyth Bros Ltd, 126 Deansgate Manchester M3 2GR Tel (061) 834 3281 Mng Dir D R Loat Sales Mgr Mrs M Tew

Fountain, see Retrieval


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 Gallo, see Blue Chip
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 Heartbeat, see Cherry Red
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 Hypothetical, see Initial
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 Labels: Inevitable, Inevitable Hit Machine
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 I-Spy, see Ariola/Arista
 J M Recs., Badgers Wood, Cadbury Camp Ln., Clapton-in-Gordano, Bristol BS20 9SB, Tel: (0272) 854675 Mng. Dir: John Miles
 J S P Recs., 112 Sunny Gardens Rd., London NW4 Tel (01) 203-1324 Mng. Dir: John Stedman, Gen. Mgr.: Shanny Stedman; Sales Mgr.: George Wade.
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 Depot: Leeds 12, 15/17 Copley Hill Way, Copley Hill Trading Estate, Tel (0532) 457385 Telex: 557906.
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 Job, see Ellie Jay
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 Jarrow Prods'ns Ltd., 24 York St., London W1, Tel: (01) 487-4266. Dir.: Alan Price; Gen. Mgr.: John Price (Distributed by Stage Dne)
 Label: (Owned) Key
 Jay Boy, see President
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 Joy, see President
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 K-tel Int'l (UK) Ltd., K-tel House, 620 Western Ave., London W3 0TU. Tel (01) 992-8055 Telex: 934195. Mng. Dir. Colin Ashby, Mktg Mgr: David Smith, A&R Dir: Don Reedman, Financial Controller: Adnan Moulds, Int'l A&R Mgr: Peter Summerfield, Promo Mgr: Ian Summer
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 4761 Telex 8954958 Rel 225 Mng Dir Terry King
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 20053, (01) 381 1391 Telex 858893 Chief Execs Patrick Smith, Keith
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Labels: (Owned) Casino Classics, RK, (Licensed) DBM
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 land Tel (041) 221 0777 Mng Dir Gus McDonald, Dir Isobel Waugh
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Labels: Igu, Lochshore, DK
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 Kona Publ'ns. 335 City Rd. London EC1
Label: (Represented) Official (USA)
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 Dir Rob Dickens, Gen Mgr Peter Reehardt (Also see WEA)
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 Liberty, see EMI Recs
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 Lifestyle Recs. & Tapes, Zomba House, 165 167 Willesden High Rd., London
 NW10 3SG Tel. (01) 451 3044 Telex 919884 Dirs: Clive Calder, Ralph
 Simon, Gen Mgr. Michael Brewer
**Int'l rep.: Belgium (CNR), Netherlands (CNR), New Zealand (Music
 World), Scandinavia (Mariann), South Africa (CCP), USA (Zomba)**
 Lightning Recs Ltd. 841 Marrow Rd., Harlesden, London NW10 5NH. Tel
 (01) 969-7155. Telex 927813 Mng Dir Raymond M. Laren; Mktg/A&R
 Dir Keith Yershon, Financial/Bus. Dir. Norman Mandell.
Labels: (Owned) Gallery, Lightning, Old Gold, Revival, Scope
 Limeight Recs Ltd., 33 Newman St. London W1P 3PA Tel (01) 637-5753
 Mng Dir: John Weston
 Limited Edition, see Aardvark & Discs Int'l
 Lion Recs., 5 Red Lion Yard, Colchester, Essex. Tel (0206) 66899 Mgr
 Steve Marshall
 Lismor Rec'gs. 42 Kilmarnock Rd., Glasgow, Scotland G41 3NH Tel (041)
 632-9269 Owner Ronnie Simpson
Labels: (Owned) Lismor, Neptune, Pulsar, Ryme Time.
Int'l rep.: USA (Fiesta)
 Listen For Pleasure, see Music For Pleasure
 Little Pilgrim, see Pilgrim
 Liverpool Sounds, see Downing
 Live Wire, see Chris Denning
 Lochshore, see Klub & Musac
 Logo Recs. (IFPI), 119 Wardour St., London W1V 3TD. Tel: (01) 734-6710
 Cable TRADISC. Telex: 23880 Mng. Dir: Geoff Hannington, Sales Mgr
 Peter Mission (Licensed to RCA)
Labels: (Owned) Logo, Transatlantic
**Int'l rep.: Australia (7), Austria (Metronome), France (Polydor), Ger
 many (Metronome), Italy (Ricordi), Japan (Nippon Columbia), Switzer
 land (Metronome)**
 London, see Decca
 London Jazz, see Zodiac
 London Theatrical Sales, see Jazz Imports
 Look Recs Ltd. (IFPI), September Sound Studios, 38 Knowl Rd., Golcar,
 Huddersfield, West Yorks HD7 4AN Tel: (0484) 658895. Mng Dir: Ste
 phen Goddard; Secy: Denis Gallivan; Eng: Bob Whiteley
Labels: (Owned) Look, September Sound
 Loose Change, see Rare Rhythm
 Lotus, see K tel
 Loudon, see Emblem
 The Luggage Label, see Jo Lustig
 Lugton Co Ltd, PO Box 182, Cross Ln., Hornsey, London N8 7SB. Tel: (01)
 348-9122 Cable: MAXITONE, Telex: 25618. Mng. Dir: Walter Ficker.
 Gen Mgr.: Walter Collins, Sales Mgr Roger Cornwell (Distributor)
 Jo Lustig Ltd., PO Box 472, London SW7 Tel (01) 373-3269 Cable: JOLUS
 TIG Telex: 21879 Mng Dir: J.G. Lustig, Gen Mgr. D.B. Lustig, Sales
 Mgr Hugo Caprice
Label: (Owned) The Luggage Label.
**Int'l rep.: Australia (CBS), Europe (RCA), Israel (RCA), South America
 (RCA), USA (WMOI).**
 Lyrira Rec'd Editon, (IFPI), 99 Green Ln., Burnham, Slough SL1 8EG Tel
 (06286) 4208 Owner A.R. Iltter
Int'l rep.: Australia (World Rec Club)
 M A M Recs Ltd., 24/25 New Bond St., London W1 Tel (01) 629-9255
 Cable MAMARTISTE Telex 27867 Mng. Dir Geoffrey Everitt (Also see
 PRT)

M A P, see Magnum Artiste
 M C A Recs Ltd (IFPI), 1 Great Pulteney St. London W1R 3FW Tel. (01)
 439 9951 Telex 27782 Mng Dir Stuart Watson, Gen Mgr: Martin Sat
 terthwaite, Sales Mgr John Bickley
Labels: (Licensed) ABC (USA), MCA (UK, USA), MCA Coral (UK, USA)
 M G M, see Polydor
 M H G Cassettes/Warm Recs. Daily R. Maybole, Ayrshire, Scotland KA19
 7AX Tel (0655) 82200 Chm. Mary Harrison Goudie, Gen Mgr & Sales
 Mgr Rui de Castro
Labels: (Owned) MHG Cassettes, MHG Recs. Warm, (domestic labels
 licensed for Portugal) Battle of the Bands, Cherry Red, Groove, Manic,
 Pop Aural, Rasal, Record Shack, Rewind, Rok, Rondelet, Rough Trade,
 Skatch
Int'l rep.: Portugal (MHG/Warm)
 M W M, see Mawson Wareham
 Madrigal Recs. Elberton Manor, Oxford near Bristol, Glos Tel (0454)
 421 371 Telex 44529. Mng. Dir: Nick Sandford
 Magic, see Submarine
 Magnet Recs Ltd (IFPI), Magnet House, 22 York St., London W1H 1FD Tel
 (01) 486-8151 Cable MAGLONDON Telex: 25537 Chm & Mng Dir
 Michael Abraham Levy, Gen Mgr & Sales Mgr Graham Mabbutt
**Int'l rep.: Argentina (RCA), Australia (Festival), Austria (Musica), Bene
 lux (EMI), Brazil (RCA), Canada (CBS, Kat Family, MCA), France (Poly
 dor), Germany (Teldec), Greece (Music Box), Ireland (PolyGram), Israel
 (Hed Arzi), Italy (Durium), Japan (CBS/Sony, Discmate, Japan Recs.),
 Mexico (Peerless), New Zealand (Festival), Scandinavia (EMI), South Af
 rica (RPM), Spain (Columbia), Switzerland (Musikvertrieb), USA (CBS),
 Yugoslavia (Jugodisk)**
 Magnum Artiste Prod'ns, Vivian House, 21 Market Hill, Southam, Royal
 Leamington Spa, Warwick CV33 0AJ Tel (092681) 4642 Dirs.: Roger
 Upright, Mike Tobin
Label: (Owned) MAP
 Magnum Force Recs & Music Ltd, Coronation Suite, Shepperton Studio
 Centre, Shepperton, Middx TW17 0QD Tel (09328) 60363 Telex
 925079 Dirs Paul Barrett, Nigel Molden, Adrian Owlett
Labels: (Owned) Blue Moon, Magnum Force
 Magpie, see Flyright
 Mainline Rec Co Ltd., 51 Leslie Park Rd., Croydon, Surrey Tel (01) 656
 7919/8950 Telex 22326 Mng Dir Peter Collins, UK Sales Dir
 Richard Jones; UK Multiples Controller Stephen Bden; Accounts Control
 Knight; Warehouse Control Philip Horsfold
Label: (Owned) Bumper
 Mainspring Recs., 2 Derby Crescent, Sunbury On Thames Middx, Tel (76)
 82358 Dir Bob Britton
 Making Waves Ltd., 10 Southwick Mews, London W2 Tel (01) 262 7377.
 Telex: 896559 Partner & Financial Exec Clive Davison; Partner & Gen
 Mgr Dave Lawrence, Sales Mgr. Barry Martin
 Marble Arch, see Pickwick
 Marshalls, see Pilgrim
 Marshall, Morgan & Scott, 1 Bath St., London EC1V 9QA
 The Martywell Music Co Ltd., 40 Bramham Gardens, London SW5 Tel (01)
 370 5353. Chm N J W Stewart
 Matakatch, see Cavalis
 Matchbox, see Saydisc
 Matumbi, see Studio 80

Mawson Wareham (Music) Ltd., Heath House, 11 Blackett St., Newcastle
 upon Tyne Tel (0632) 326461
Labels: (Owned) Black Crow MWM, Rubber, Vallium
**Int'l rep.: Australia (Counterpoint), Denmark (Triangle), Germany
 (Eulenspiegel), Italy (Ricordi), New Zealand (Club Folk), Spain (Com
 pany Fonografica), Switzerland (Be-Bop), USA (Down Home, Rounder)**
 Max's Kansas City, see President
 Melodisc, see H.R. Taylor
 Mercedes Music Corp. (UK) Ltd., 54 Hanover Steps, St George's Fields, Lon
 don W2 2YG Tel: (01) 724 1681, 954-4120 Telex 24224 rel 2722 Mng
 Dir Colin Mellock, Gen Mgr., Bernard Bain
 Merco, see Multiple Sound
 Mercury, see Phonogram
 Meridian Recs., PO Box 317, Eltham, London SE9 4SF. Tel (01) 857-3213
 Chief Exec. John Shuttleworth
Labels: (Owned) Duo, Meridian
**Int'l rep.: Australia (Counterpoint), Chile (Musikladen), Denmark (Finn
 Video), France (Adda), Germany (La Connaissance, Teldec), Japan
 (Santa), Sweden (Musik Dist.), USA (RMI).**
 Metalbeat, see Virgin
 Metal Minded, see Neat
 Metal Rec'g & Publ'g Ltd., 75 Woodpark Dr., Knaresborough HG5 9DL Tel
 (0423) 863-776 Chief Exec., Frank Stuart-Brown
 Midland Rec Co., Chase Rd., Brownhills, West Midlands WS8 6JT Tel
 (05433) 3083, 78222 Telex: 919-249. Mng Dir W.P. Ripley. (Distributo
 r—cutouts/Importer/Exporter)
Branch: Brentford, Middx. TWS 9EM, Western House, Great West Rd Tel
 (01) 568 7482
 Mike's Country Music Room, 18 Milton Ave., Hilton, Aberdeen, Scotland AB2
 3RE Tel (0224) 44776 Chief Exec. Mike Craig; Gen Mgr. Angela Craig
 (Distributor/Importer)
 Mint, see Emerald & Solomon & Peres
 Mint Julap, see Emerald & Solomon & Peres
 Miracle, see Gull
 Mr Pickwick, see Pickwick
 Mojo Dist'n, 55 Boscombe Rd., London W12 Tel (01) 743 2138. Contacts
 M & Peter Claridge, Steve Hillier (Distributor)
 Moonson Recs. Ltd., The Cottage, Reading Rd., Lower Basildon, Reading,
 Berks RG9 9NL Tel: (049162) 789. Contact: Del Taylor
 Mooncrest, see B&C
 Morecut, see Studio 80
 Morven, see Gramplan
 Moss Music, 6 Allihalland St., Bideford, Devon Tel Bideford 5994 Chief
 Exec.: Eric A. Moss (Importer/One Stop)
 Mother in Law, see Ariola/Arista
 Motor Recs Ltd., 346 Farnham Rd., Slough, Berks Tel (0753) 29628
 Telex. 847807 Mng Dir. Don Gallacher
 Motown Recs Ltd., 16 Curzon St., London W1 Tel (01) 493 1603 Telex
 8811658. VP Int'l Opns. Peter Prince, Int'l Mgr Alan Williamson
Home office: USA
Labels: (Owned) Motown, Mowest, Prodigal, Rare Earth
 Mowest, see Motown
 Multicord Recs., 3 Ravensworth View, Dunston, Tyne & Wear. Tel: (0632)
 609 209 Dir. Ken McKenzie, Chief Eng. Malcolm Hall, Prod'n Mgr. Do
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Labels: (Owned) Multicord, Porage
 Multiple Sound Disks Ltd., 79 Blythe Rd., London W14 OHP Tel (01) 602 3483. Cable MULTISOUND Telex: 914382. Chm. Ian F. Miles, Joint Mng Dir. Anne Miles, P Param; Sales & Mktg Oir B Godbolt. Finance Dir T. Sharnan.
Labels: (Owned) Chevron, Merco, Parade, Spire, Tempo, Warwick, Windmill.
Int'l reps: Australia (J&B/Summit) Hong Kong (Pacific), Japan (Avenue), Malaysia (EMI), New Zealand (Music World), Singapore (EMI), South Africa (David Gresham), Thailand (EMI), USA (Suffolk Mktg.).
Musac (Scotland) Ltd., Baltic Chambers, 50 Wellington St., Glasgow, Scotland G2 6HJ Tel (041) 221-1948. Mng Dir - Angus Ian McDonald; Sales Mgr - Douglas MacLeod. (Also see Klub)
Labels: Iguis, Lochshore, OK.
 Musclebound, see Armageddon.
Music for Pleasure Ltd. (IFPI), 1-3 Uxbridge Rd., Hayes, Middx Tel (01) 561-3125. Telex: 934614. Mng Dir., E. J. Harris; Finance Gen. Mgr. M. Agate; Mktg. Gen. Mgr. S. Foster.
Labels: (Owned) Classics for Pleasure, Fame, Listen for Pleasure, Music for Pleasure
Int'l reps: Worldwide (EMI Int'l); Canada & USA (Listening for Pleasure only).
 Mute, see Sonet.
 Myrrh, see Word.
 N Y J O Recs., 11 Victor Rd., Harrow, Middx HA2 6PT. Tel (01) 863-2717. Mng Dir. W.M.A. Ashton.
Nada-Pulse Recs., 11 Woodfield Gardens, Leigh-on-Sea, Essex Tel: (0702) 72294. Mng. Dir.: Dave Lawrence.
Labels: (Owned) Nada, Pulse.
Int'l reps: Australia (Musicland), Italy (IRO), Scandinavia (Uniton), USA (Greenworld, Jem)
 Napoleon Recs., see Human
 Nashville Int'l, see Carnaby
Neat Recs (DWE Ltd.), 71 High St E., Walsend, Tyne/Wear NE28 7RJ. Tel (0632) 624999. Telex: 537681. Mng. Dir. David Wood, Gen Mgr. Russ Conway; Sales Mgr. Susan Prescott
Labels: (Owned) Be Your Own Record Company, Metal Minded, Neat, Picador, Prince, Really Rude, Wudwink
Int'l rep.: Italy (Base)
Nelson Recs., Nelson House, Castle Hill Rd., Hindley, Wigan, Lancs Tel: (0942) 58777 (Also see Castle)
Nems Recs Ltd., 31 Kings Rd., London SW3 4RD Tel: (01) 730-9461. Telex 913884. Chief Exec. Patrick Meehan, Gen Mgr. Peter Parkinson. Sales Mgr. Ian Atkins, Promos Mgr. Bruno Dean
Labels: (Owned) Immediate, Nems
Int'l reps: Australia (Festival), Benelux (Oureco), Brazil (RGE/Fermata), France (Arabella), Italy (RCA), South Africa (Trouton), Spain (Medi terraneo)
Neon Recs Ltd (Bullet Recs Mail Order), Astonfields Ind Estate, Unit 4, Romford Rd. Stafford Tel (0785) 41311. Telex 367334. Mng Dir. David W. Salmon, Gen Mgr (Export) Alan Pearce. Sales Mgr. Ivan Obrey
Labels: (Owned) Benny, Hard'n Heavy, Neon, (licensed domestic) Mayhem
Neptune Recs Ltd, 31 Old Burlington St., Mayfair London W1 Tel (01) 437-2066. Mng Dir. Linda Turner
 Neptune, see Lismor
Nervous Recs., Block 36, 4/36 Oabbs Hill Ln., Northolt near London Middx Tel (01) 422-3462. Dir. Roy Williams, Gen Mgr. Stuart Wester. Sales Mgr. L. Williams
Label: Nervous Int'l
Int'l reps: Netherlands (Rockhouse) Sweden (Wildcat)
New Hormones Prods Ltd., 50 Newton St. Manchester M1 2EA Tel (061) 236-9849. Contacts: Richard Boon, Stuart James, Peter Wright, Margaret Trotter
New Music Ents., 259 Marvels Ln. Grove Park, London SE12 9PT Tel (01) 857-6189. Mng Dir. Paul Davis, Gen Mgr. Ron Palmer. Sales Mgr. Hazel Oavis
Labels: (Owned) New Music, (licensed foreign) Herald (USA)
Int'l reps: Sweden (Pilot) USA (Herald)
 New World, see President
 Nighthawk, see Fresh
Nimbus Recs Ltd., Wyalstone Leys, Monmouth NP5 3SR Tel (0600) 890682. Telex 498378. Dirs. N. Libin, M. & G. Reynolds, Gen Mgr. M.E. Lee.
Labels: (Owned) Acanthus Amber, Flame, Hermes, Nimbus RNR, Sphinx
 No, see Elite
Nola Recs., 16 Clement Close, Purley, Surrey CR2 4BY Tel (01) 668-6772. Chief Exec. Thomas N. Stagg
Labels: (Owned) Carrot Nola
Int'l rep.: USA (Gentilly)
 Nonesuch, see WEA
Non-Stop Recs Ltd, 11 Cross Keys Close, London W1 Tel (01) 486 5741 (Distributor)
 Nostalgia, see Zodiac
 Note, see EMI
Novus, see Ariola/Anita
 Nut, see EMI
 O B. M., see Robert Kingston
 O C. R., see Orbach & Chambers
 O K., see Klub & Musac
 O K Wave, see Old Knew Wave
Oakwood Recs/Ace Recs, 75 Strode Park Rd. Herne Bay Kent Tel (02273) 4066. Mgr. Graeme Quinton Jones
Labels: Ace, Oakwood
Ocean Recs Ltd., 91 93 High St., Harlesden London NW10 Tel (01) 965 9223. Cable CREMUS. Mng Dir. David Brooks. Gen Mgr. Susan Mann. Sales Mgr. Alan Brooks.
Labels: (Owned) Ocean, Pastiche
Int'l reps: Germany (Teldec), Netherlands (Oureco), Scandinavia (K tel)
 Odeon, see EMI
 Odyssey, see CBS
OH Street Recs, 1 Gledwood Or Hayes Middx UB4 0AG Tel (01) 573 8744. Chief Execs. Stuart Johnson, Kris Staines
 L'oiseau Lyre, see Decca
 Old Gold, see Lightning
Oldies Unlimited Oakes Way St. Georges Telford Shropshire TF29NQ Tel (0952) 612244 617625 618264. Telex 35493. Chief Exec. Anthony Lewis. Gen Mgr. Jack Lewis (Distributor/Importer-excess stock, cut outs-singles)
Old Knew Wave Recs, c/o The Victory Cafe, 54 Eversholt St. Somers Town London NW1 Co ord. Keith Armstrong
Labels: (Owned) OK Wave, Old Knew Wave

Oliver "D", see Dansan
101 Recs Ltd., 101 St Johns Hill, London SW11 Tel (01) 228 0597. Mng Dir. Frank Sansom. Gen Mgr. Bob Salmons. Sales Mgr. Bob Barnes. Dir. see EMI
 Opus, see Saga
Orange Recs., 15 Old Church St. London SW3 Tel (01) 351-3340. Chm. Clifford S. Cooper, Mng Dir. Dennis R. Sinnott
Orbach & Chambers Ltd, 74 Long Ln., London EC1 Tel (01) 606 9373. Mng Dir. Michael Chambers
Label: (Owned) OCR
Orchid, see Bibi Magmetics
Oriel/Welsh Arts Council, 53 Charles St., Cardiff, Wales, Tel (0222) 395 548. Dir. A.M. Thomas, Gen Mgr. Meic Stephens, Sales Mgr. Peter Finch
Original Recs. Ltd., 2 Bloomsbury Pl., London WC1 Tel (01) 580-6996. Telex: 8952344. Dirs. Laurence Aston, Don Mousseau
Labels: (Owned) Heebeggebees, Original
Int'l reps: Australia & New Zealand (Powderworks)
 Oryx, see Peerless
Oryx Recs Ltd., 28f Snowdon Quay, Porthmadog, Gwynedd, Wales
Labels: Bach Collectors, Canolán, Cosmopolitan, Excelsus, Exploring the World of Music, Oryx, 3 Centuries of Music
Outlet Rec'g Co Ltd (IPPI), Outlet House, 48 Smithfield Square, W. Belfast, Northern Ireland BT1 1JQ Tel: (0232) 22826. Mng Dir.: William M.A. McBurney; Gen Mgr. James Gough; Sales Mgr.: Ray McCuigan. Accounts Dir. Ann Collin
Labels: (Owned) CRC, Oryx, Folk, Foyle, Homespun, Inset, Outlet Praise, R&O, Soccer, Ulster, Zip.
Oval Recs Ltd., 11 Liston Rd. London SW4 ODG Tel (01) 622-0111. Oirs. Charlie Gillett, Gordon Nelki
Labels: (Owned) Indigo, Oval; (licensed foreign) Jin-Swallow (USA)
Int'l rep.: Australia (Gap)
 P H, see LE
P R T, 132 Western Rd., Mitcham, Surrey CR4 3UT Tel (01) 648-7000. Telex: 264003. Gen Mgr. Howard Barrow; A&R/Mktg. Dir. Matt Haywood. UK Sales Mgr. Tony Smith, Sec'y/Contract Mgr. Madeline Hawk. Export Mgr. Harry Castle
Labels: (Licensed domestic) Escalber, MAM, Red Bus, Rialto, Splash Sugarhill, (licensed foreign) Buddha, Casablanca, Cream/Hi, Vanguard (all USA), Vogue (France)
Int'l reps: Australia (Astral), Belgium (Vogue), Canada (Phonodisc), France (Vogue), Germany (Ariola), Italy (Ricordi), Scandinavia (Sonet), South Africa (Teal), Spain (Zafiro)
 P Y C, see Pacific
P Y K Recs., Sands Estate, Stewart House, Hillbottom Rd., High Wycombe, Bucks Tel (0494) 36301. Telex 837173. Chm. Peter Cormack, Gen Mgr. Geoff Robinson, Sales Mgr. Cliff Stewart
Int'l reps: France (Musidisc), Germany (Teldec), Israel (Hatakit), New Zealand (RTC), Scandinavia (K tel), Spain (Discophon)
Pacific Recs Ltd., 51 Islip St., Kentish Town, London NW5 Te (01) 267 2917. Telex: 261478. Sales Mgr. Geoff Wilmot (Importer/Exporter)
Labels: (Owned) PVC, Passport Visa
Int'l Rep.: USA (Jem)
Page One Recs Ltd, 29 Ruston Mews, London W11 1RB Tel (01) 221 7179. Cable PENSONG. Telex: 8954665. Pensong Mng Dir. Larry Page
Panda Recs., 30 Inkerman St., Llanelli, Dyfed SA15 2PA Tel (05542) 52490, 58913. Chief Exec. Paul Adams, Gen Mgr. A. Phillips
 Paper Pig, see Hex
Paper Recs Ltd., 51 Old Burlington St., London W1X 1LB Tel (01) 437 6216. Telex: 25968. Chm. Laurence Ronson, Gen Mgr. Kevin Eade. Sales Mgr. Billy Lawrie
Parade, see Multiple Sound
 Park, see Highway
Park Lane Recs, 9 Hillgate St. London W8 7SP Tel (01) 727 2791. Telex 25728. Gen Mgr. Philip Straight
 Parlophone, see EMI
Parnote Dist'n 47 51 Chalton St., London NW1 1HY Tel (01) 388-9906. Telex 21792. Tel. 854. Mng Dir. Alan Goulden, Gen Mgr. Harry Williams, Mktg. Mgr. Bernard Palliat (Distributor/Importer/Exporter)
Labels: (Owned) Odele
Passion, see Cherry Red
Passport Recs., 51/53 Islip St. Kentish Town London NW5 Tel (01) 257 2967 (Also see Pacific)
Pastiche, see Ocean
Pavilion Recs Ltd, 48 High St. Pembury Tunbridge Wells, Kent Tel 2042. Pres. & Sales Mgr. Charles Haynes
Labels: (Owned) Flapper, Pavilion Pearl
Int'l reps: Australia (Counterpoint), Canada (Almada) France (Schott), Germany (Deutsche Oversea), Italy (Florence Int'l), New Zealand (Marbeck), Norway (Neby), South Africa (Graham), Switzerland (Oversea), USA (Qualiton)
Peach River, see BBJ Int'l
Pearl, see Pavilion
Pear Recs., 7 Woodside Grove, Hartburn, Stockton on Tees, Cleveland. Mng Dir. Alan Cole, Gen Mgr. Andrew Ormston, Sales Mgr. Chris Andrews
 Peeping Tom, see Horizon
Peerless Rec Co Ltd (IFPI), Gunshot Farm House, Gunshot Common Wisborough Green, Sussex RH14 0AQ Tel (0403) 752-373. Mng Dir. Derek Lawson
Labels: (Owned) Oryx, Peerless, Proms, (licensed) CMS (USA) Desto (USA)
Pendulum Music Ltd, 11 Cross Keys Close, London W1M 5FY Tel (01) 486 0596. Telex: 23733. Mng Dir. Johnny Stirling
 Philips, see Phonogram
Phoenix Rec & Filmworks, 215 High St., Edinburgh, Scotland Tel: (031) 667 1310. Mng Dir. John Mayer, Ger. Mgr. Mike Connor, Sales Mgr. Michael Rintoul, Drew Stewart
Labels: (Owned) Country & Eastern, Cucktail Phoenix, Playaway
Int'l reps: Australia (Powderworks), France (Disc AZ), Germany (Bertus), Netherlands (Fleet Benelux, Inelco)
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Labels: (Owned) Casablanca Fontana Mercury Philips (licensed foreign) Can't Stop De Lite (both USA)
Int'l rep.: Worldwide (PolyGram)
Picador, see Neat
Pickwick Int'l Inc (GB) Ltd (IFPI) The Hyde Ind Estate, The Hyde, London NW9 6JU Tel (01) 200 7000. Cable: PICKREC. Telex: 922170. Chief Exec. Monty Lewis. John Fromm. Gen Mgr. Alan Friedlander. Pickwick Rec. Dist. Gen Mgr. Steven Lewis

Labels: (Owned) Hallmark, Mr Pickwick Pickwick (licensed) Camden Contour Hallmark/Marble Arch
Int'l reps: Argentina (EMI), Brazil (RCA), Mexico (Gamma)
Pickwick Recs Disks Ltd, The Hyde Ind Estate, The Hyde, London NW9 6JU Tel (01) 200 7000. Cable: PICKREC. Telex: 922170. Chief Exec. Stephen Lewis
Pilgrim Recs., 1 Bath St., London EC1 9LB Tel (01) 251 2925. Mng Dir. David A. Payne, Gen Mgr. John Paculabo
Labels: (Owned) Ebony, Grapevine, Little Pilgrim, Marshalls, Pilgrim, Sharon, (licensed foreign) HeartWarming, Impact, Lamb & Lion, New Pax, Paragon, Refuge (all USA)
Int'l reps: Denmark (Nye Toner), Finland (Fingospel), Netherlands (GMI), Norway (Gospel Music), Sweden (Gospel Music)
Pinnacle Recs., Elevation House, Cray Ave., Orpington, Kent BR5 3QJ Tel (0689) 25741. Telex 896141. Chm. Terry Scully, Gen. Mgr. Tony Berry. Sales Mgr. Robin Wells, Int'l Dir., Laurie MacGregor.
Labels: (Owned) Pinnacle, Street Beat.
Int'l reps: Benelux (Telstar), France (CBS, Disc AZ), Germany (Teldec), Italy (CGD), Scandinavia (Mariano), USA (Epic)
 Pipe, see Cherry Red
Plankton Recs., 28 Earlham Grove, Forest Gate, London E7 9AW Tel (01) 534-8500. Sr Partner: Simon Law
Labels: (Owned) Plankton, (licensed foreign) Gutta (Sweden)
Int'l rep.: Sweden (Ernwik/Gutta)
Plant Life Recs Ltd (IFPI), 60 St. James St., London SW1 1LE Tel (01) 499-4341. Telex: 266537
Plant Music Ltd., 60 St. James St., London SW1A 1LE Tel (01) 499-4341. Chief Exec.: A. Yadgaroff, Gen Mgr. S. Margio, Label Mgr. L. Yadgaroff, A&R: S. Twigg
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Playaway, see Phoenix
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Polydor Ltd., 15 St. George St., London W1A 2BR Tel (01) 499-8686. Telex (851) 27133. Mng Dir. A. J. Morris, A&R Dir. Jim Cook, Int'l Exploitation. John Peron, Mktg. Mgr. Nigel Reveter, Pop Prod. George McManus, Press & PR Andy Hoy, Promo. Arthur Sheriff, Legal & Bus Affairs. Clive Fisher
Labels: (Owned) Archiv, Capricorn, Deutsche Grammophon, EG, MGM, Polydor, Privilege, RSQ, Verve, (licensed domestic) Bronze, (licensed foreign) C/L, Dreamland, Fiction, Kudu, Phil Spector Int'l, Spring
PolyGram Lesure Ltd, 15 St. George St., London W1R 9EQ Tel (01) 499 0422. Cable SYMPHONY. Telex: 261583. Chm & Chief Exec. David G. Fine, Legal & Bus Affairs. M.A. Kuhn, Finance & Admin. W. Poldervaart, Rec. Opns. R. Lopez
PolyGram Rec. Opns Ltd. (IFPI), 15 St. George St., London W1A 2BR Tel (01) 491 4600. Telex: 261583. Mng. Oir. Ramon Lopez, Comm'l. Oir. Clive Swan
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Polysonics Int'l Ltd., Polysonics House, 248 Walton Rd., East Molesey Surrey KT8 9AZ Tel (01) 979-8283. Mng Dir. Stanleigh A. Bader (Also see Silversound City)
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 Porage, see Multicord
 Portrait, see CBS
Posh Recs Ltd, 31 Kings Rd. London SW3 Tel (01) 730-9461. Telex 913804. Mng Dir. John Sherry
Positive Mgmt., 17 Station Rd., London SE25 5AH Tel (01) 771 5777. Chief Exec. Steve Hutchins, Gen Mgr. Dave Lucy, Sales Mgr. Pat Renham
Labels: (Owned) Re-entry, Rotate
Postcard, see Rough Trade
 Praise, see Outloud
Precious Recs., 19 Acre Ln., London SW2 Tel (01) 274 0164. Oir. Trisha O'Keefe
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Labels: (Owned) Aquarius, Barak, Crystal, Dart, Double Gold, Enterprise Gemini, Jay Boy, Joy, Max's Kansas City, New World, President, Rhap sody, Seville, Sky Spral, Sticky, Thunderbird, Torpedo, (licensed) Bull dog, Energy
 Prima, see State
 Prince, see Neat
 Privilege, see Polydor
 Prodigal, see Motown
 Product, see Aardvark
Projection Recs., 74 High St., Old Town Leigh-on-Sea, Essex Tel (0702) 72281. 714 025 714 017. Telex 995701. Chief Exec. Dave Hatfield, Gen Mgr. Phil Barker
Labels: (Owned) Waterfront
Int'l reps: Belgium (Parsfal), Italy (IRO), Netherlands (Sayer Lud) Switzerland (Be Bop)
 Proms, see Peerless
 Pulsar, see Lismor
Pulse, see Nada Pulse
Pye Recs Ltd., see PRT
 Quality (Wales), see Decca
Quality Recs Ltd., 43 Victoria Rd. Romford, Essex RM1 2DD Tel. Romford 28413. Dir. D.J. Oaves
R A K Recs Ltd., 42 48 Charlbert St., London NW8 Tel (01) 586-2012. Mng Dir. Mickey Most, Promo Mgr. David Most, Gen. Mgr. Ron Maddison
Int'l reps: Worldwide excluding Canada & USA (EMI)
 R & B, see Red Bus
R C A (UK) Ltd Rec. Div. (IFPI), 1 Bedford Ave. London WC1B 3DT Tel (01) 499 4100. Telex 21349. Mng Dir. Don Ellis, Deputy Mng Oir./Comm'l. John Howes, Deputy Mng Oir./Finance Ed Lavish, Sales Mgr. Oave Harmer
Distribution branch: West Midlands, Lyric Ln., West Bromwich Tel (021) 525 3000
Labels: (Owned) Camden, RCA Gold Seal, RCA Int'l, RCA Red Seal, RCA Victor, (licensed domestic) Celebrity, Cheapsteak, Ensign, Logo, Scratch, Why Fi, Zich, (licensed foreign) De Luxe (Australia), Fantasy (USA), Galaxy (USA), Milestone (USA), Montage (USA), Pablo (USA), Prestige (USA), Stax (USA)
Int'l rep.: Worldwide (RCA Int'l)
R E L Recs Ltd (IFPI) 7A Atholl Pl. Edinburgh, Scotland EH3 8HP Tel (031) 229-9651. Mng Oir. Neil Ross
 R K, see Robert Kingston
 R K L, see Zodiac
 R M, see Record Mart
 R N R, see Nimbus

R & O, see Outlet
 R P M, see Blue Chip
 R S O Recs Ltd (IFPI), 67 Brook St., London W1Y 1YE Tel: (01) 629 9121
 Telex 264267 Mng. Dir.: Rod Gunner, Gen Mgr: Ashley Newton (Also see Polydor)
 Labels: (Owned) RSO; (Licensed foreign) Dreamland
 Int'l rep.: Worldwide (PolyGram)
 Raccos, see Westwood
 Radar, see WEA
 Radioactive Recs., 49 Greek St., London W1 Tel: (01) 437-7418 Pres Len Beadle, Gen. Mgr.: Steve Elson, Sales Mgr: D. Seys.
 Int'l rep.: Scandinavia (Marann)
 Rainbow Recs., 103 Hillside Grove, Chelmsford, Essex Tel: (0245) 60853.
 Mng. Dir.: Terry Osborne
 Random Recs., 96 Huntingdon Rd., London N2. Tel: (01) 444-8979 Mng. Dir.: Roger Walton.
 Rare Earth, see Motown
 Rare Rec'd Eds., 54 Lymington Rd., London NW6. Tel: (01) 435-1476. Chief Exec.: Michael G. Thomas.
 Rare Recs. Ltd., 13 Bank Square, Wilmslow, Cheshire SK9 1AN. Tel: (0625) 527844 Cable: IMDISC. Telex: 635091. Mng. Dir.: Irving Wilson, Gen. Mgr.: E.S. Scrivings; Sales Mgr.: Alan Wilson. (Distributor/Importer)
 Rare Rhythm Recs., 1 Lucy St., Manchester M15 4BX. Tel: (061) 872-3082. Telex: 665181 Mng. Dir.: Kevin Kinsella; Gen. Mgr.: Steve McGarry, Sales Mgr.: Norma Huntbatch
 Labels: Dolt. Loose Change, Rare Rhythm, Red Lettace, Ventilation, Videotek
 Rascal Recs. Ltd., 1-3 Hill Rise, Richmond, Surrey. Tel: (01) 940-5283. Telex: 8813271 Mng. Dirs.: David Myers, Colin Gershman; Gen. Mgr.: Paul Jenkins; Sales Mgr.: Harry Goldblum; Comm'l Mgr.: Peter Wells
 Int'l rep.: Argentina (Scamarcina), Austria (Teldec), Benelux (Barclay), Denmark (Sonet), Finland (Sonet), France (Barclay, Musidisc), Germany (Teldec), Norway (Sonet), South Africa (EMI), Spain (Zafiro), Sweden (Sonet), Switzerland (Teldec).
 Rather Recs., Meadowbank, Hall Ln., Harbury, near Leamington Spa, Warwickshire, Chief Exec.: A.N. Godfrey
 Rat Race Recs. Ltd., 10A Belmont St., 10p fl., Chalk Farm, London NW1. Tel: (01) 485-9681. Mng. Dir.: George Colson
 Reader's Digest Ass'n Ltd., 25 Berkeley Square, London W1X 6AB. Tel: (01) 629-8144. Rec., Tape & Equip. Mgr.: Ian Wright; Mktg. Mgr.: Derek Holder
 Home office: USA
 Real, see WEA
 Reality, see Great Jazz
 Really Rude, see Neat
 Recommended Recs., 583 Wandsworth Rd., London SW8 Tel: (01) 622-8834, 720-0171. Mng. Dir.: Chris Cutler; Gen. Mgr.: Chris Booth; Sales Mgr.: C. Charles.
 Int'l branches: Germany, Japan, Switzerland
 Record Corner, 27 Bedford Hill, Balham SW12 9EX, London. Tel: (01) 673-1066/7130. Buyer: Dave Hastings; Salesman: Terry Davis. (One Stop/Importer)
 Recorded Delivery Recs. Ltd., 9-11 Richmond Bldgs., Dean St., London W1V 5AH. Tel: (01) 439-3058. Chief Execs.: Paul Murphy, Laurence Bristow; Gen. Mgr.: Philip Foster
 Recordation, see Talk Tapes
 Record Mart, 16 London Hill, Rayleigh, Essex SS6 7HP. Tel: (0268) 776-555 Dir.: Frank K. Bailey; Gen. Mgr.: D.R. Glenister
 Labels: (Owned) RM; (Licensed foreign) Olympic (USA), Ruby (USA)
 Record Mdsrs. Ltd., Crown Works, Clayton Rd., Hayes, Middx UB3 1HS Tel: (01) 848-7511. Telex: 934027. Mng. Dir.: S. H. Akhtar; Comm'l Dir.: D.R. Hammond; Finance Dir.: S.S. Nobbs. (Record & Tape Rack Jobber)
 Recreational, see Revolver
 Red Bus Recs. (Int'l) Ltd., 34 Salisbury St., London NW8. Tel: (01) 402-9111. Telex: 268048. Mng. Dirs.: Eliot M. Cohen, Ellis Elias; Promo. Mgr.: Douglas Kean. (Distributed by PRT)
 Labels: (Owned) Excaliber, R&B, Red Bus.
 Int'l rep.: Austria (RCA), Belgium (WEA), Canada (Unidisc), Germany (RCA), Ireland (PRT), Luxembourg (WEA), Netherlands (TTR), Portugal (GIRA), Spain (Movieplay)
 Redding's Rare Recs., 14-20 Moor St., Queensway, Birmingham B4 7UH. Tel: (021) 643-2017. Mng. Dir.: Daniel Reddington; Gen. Mgr.: Robert Cleverly; Sales Mgr.: Timothy Ellis.
 Int'l rep.: Worldwide (Logo, MCA)
 Red Hot Recs./Superdisc Mail, 330 Norwood Rd., West Norwood, London SE27 9AF. Tel: (01) 761-2292. Mng. Dir.: A.L. Ford (Distributor/Wholesaler) (Also see Tonal)
 Rediffusion Int'l Music Ltd., Cray Ave., Orpington, Kent, BR5 3QP. Tel: Orpington 32121. Cable: RIMUSIC BROMLEY. Telex: 897335. Mng. Dir.: Ron Smith
 Red Lettace, see Rare Rhythm
 Red Lightnin' Recs., The White House, The Street, Norththorpe, Diss, Norfolk. Tel: (0379) 88-693. Telex: 97203. Dir.: Peter Shertser; Gen. Mgr.: Christine Palmer; Sales Mgr.: Bruce Simmons
 Int'l rep.: France (Ceresco), Germany (Teldec), Italy (IRD), Netherlands (Munch), Norway (Scandinavian Dist.), Sweden (SAM), USA (City Hall, MMO)
 Red Nail, see Studio 80
 Red Rag Recs., 1 St. Albans Rd., Kingston, Surrey Tel: (01) 549-9181. Gen. Mgr.: Alan Robinson.
 Labels: Red Rag, 12 St.
 Redrock Recs., 11 Salehurst Close, Kenton, Harrow, Middx Tel: (01) 204-1035. Chief Exec. & Gen. Mgr.: Michael Redway
 Re-entry, see Positive
 Red Seal, see RCA
 Red Stripe, see Sonet
 Reflection Recs., 26 Eastbourne Ave., Acton, London W3 Tel: (01) 560-0079. Gen. Mgr.: Derek J. Smith; Mktg. Mgr.: Rob Cox
 Labels: (Owned) Reflection, Reflection Workshop
 Int'l rep.: Australia (Move), USA (Morehouse-Barlow)
 Reflection Workshop, see Reflection
 Reformation, see Chrysalis
 Regal Zonophone, see EMI
 Relay Recs. Ltd., 9 Cherington Rd., London W7 3HL. Tel: (01) 579-6125/4249, 840-2001. Telex: 266383 Mng. Dir.: John Winnert; Import/Export Dir.: Trudie Hunt. (Distributor/Importer/Exporter)
 Reprise, see WEA
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 Labels: (Owned) Collectors Choice, Response

Retrieval Recs., 48 Everstep Ave., Barnehurst, Kent DA7 6RB Tel: Erith (38) 33875. Joint Partners: Norman Stevens, Ron Jewson, John R.T. Davies
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 Revival, see Lightning
 Revolution, see Steel City
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 Label: (Owned) Recreational
 Revolver, see Heavy Metal
 Rewind, see Harry Barter
 Rex, see Decca
 Rhapsody, see President
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 Joint Mng. Dirs.: Nick & Tim Heath.
 Int'l branches: USA
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 Riot, see Humber
 Rip Off, see Emerald & Solomon & Peres
 Rising River, see Kungale Sound & Vison
 Riva Recs. Ltd., (IFPI), 2 New Kings Rd., London SW6 4SA. Tel: (01) 731-4131. Telex: 28781. Mng. Dir.: Bill Stonebridge. (Licensed to WEA)
 Labels: Applause, GM, Riva
 River Recs. Ltd., Alembic House, 11th fl., Albert Embankment, London SE1 7TY. Tel: (01) 582-7622. Chief Exec.: Bill Martin
 Robin Recs., PO Box 3, Hesse, North Humberdale, Tel: (0482) 649193.
 Cable: MACHO MUSIC. Mng. Dir.: Robin Carew
 Robinson's Recs., 26 Blackfriars St., Manchester, Lancs. M3 5BP. Tel: (061) 832-2701. Dir.: Arthur Robinson; Gen. Mgr.: Kath Roberts; Sales Mgr.: Richard Cooper. (Distributor/Importer)
 Rocket Rec. Co., 104 Lancaster Gate, London W2 3NT. Tel: (01) 258-3585. Telex: 265870. Chm.: John Red; Dir.: Elton John; Gen. Mgr.: John Hall
 Int'l rep.: Worldwide (Phonogram Int'l) excluding Canada & USA
 Rockney, see Towerbell
 Rockstar Recs., 23 Crescent Rd., London E18. Tel: (01) 501-2173 Dir.: Janice Barrett.
 Rola Recs./Avada Recs., Norfolk House, Well Walk, Cheltenham, Glos. Tel: (0242) 38543. Chief Exec.: Steve Hutt.
 Labels: (Owned) Avada, Rola
 Rollercoaster Recs., PO Box 18F, Chessington, Surrey KT9 1UZ. Tel: (01) 397-8957. Cable: CHIRPING Chessington. Chief Exec.: John Beecher; Gen. Mgr.: Yvonne Trengove
 Labels: (Owned) Rollercoaster, Spade; (Licensed foreign) Arzee (USA)
 Rolling Stones, see EMI
 Ronco Teleproducts (UK) Ltd., 111 Mortlake Rd., Kew, Richmond, Surrey TW9 4AB. Tel: (01) 876-8682. Telex: 928215 Int'l Recs. Dir.: Barry Collier; Gen. Mgr.: Sean O'Brien; Sales Mgr.: Laurie Freeman.
 Labels: (Owned) Effects, Ronco
 Rondelet Music & Recs., 98 Marples Ave., Mansfield Woodhouse, Nottinghamshire NG19 9HB Tel: (0623) 31390. Partners: M. Comerford, A. Campion

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 Int'l rep.: Argentina, Bolivia, Chile, Ecuador, French Guyana, Paraguay, Peru, Spain, Surinam, Uruguay (all Movieplay); Australia, Cook Island, New Caledonia, New Hebrides, New Zealand, Tahiti (all RTC); Austria, Germany, Switzerland (all Bellaphon); Cyprus, Greece (both Music Box); Finland, Scandinavia (both Planet); Portugal (Warm).
 Ronderec Ltd., 17 Queensway, Dunstable, Beds. Tel: (0582) 62325 Mng. Dir.: Keith Grainger, Sales Mgr.: Pam Grainger.
 Rooster Blues Recs., PO Box 148, London W9 1DY. Tel: (01) 286-2993. Partners: Mick & Cilla Huggins.
 Roots, see Baal
 Rose Recs., Garden Office, 67 Belsize Park Gardens, London NW3 4JN. Tel: (01) 722-5686. Mng. Dir.: J.D. Butcher; Sales Mgr.: P. Cadenhead. (Distributor/Importer)
 Rotate, see Positive
 Rough Trade Recs. Ltd., 137 Blenheim Crescent, London W11. Tel: (01) 221-1100. Telex: 229579. Chief Exec.: Geoff Travis; Promos. Mgr.: Scott Piering; Sales Mgr.: Richard Scott.
 Labels: (Owned) Rough Tapes; (Licensed) Postcard, Y
 Int'l rep.: Italy (Base), Japan (Japan Recs.), Spain (NM).
 Rox Rec's Co. Ltd., 255 Liscard Rd., Wallasey, Merseyside. Tel: (051) 639-9270. Mng. Dir.: David Crosby.
 Rubber, see Mawson Warehouse
 Rumours Whisley, 3 Lockwood Walk, Romford, Essex. Tel: (70) 24038. Dir.: Clive Spelman. (Distributor/Importer).
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 Labels: (Owned) Runaway; (Licensed foreign) Warbride.
 Rush Release, see Don't Panic
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 Ryemuse, see Spot
 Ryme Time, see Lismor
 S O S Songs Ltd., 19 Ethelbert Rd., Cliftonville, Kent CT9 1SH. Tel: (0843) 294128. Mng. Dir.: Frank Foy.
 S P & S Recs. Ltd., Wharf Rd., Stratford E15 2SU. Tel: (01) 555-4321. Telex: 8951427. Mng. Dir.: Peter Harris; Sales Mgr.: John Glocker; Export Mgr.: Peter Stack. (Distributor/Importer—deletions/overstocks)
 Branch: Manchester M4 6AF, Glamour House, 47 Bengal St. Tel: (061) 228-6655. Telex: 666300. Gen. Mgr.: Mike Nolan.
 Label: (Licensed domestic) From the Jazz Vault.
 S R T Recs., 987 High Rd., London N12 8QA. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Sales Mgr.: D.J. Richardson.
 S S Label, see Burning Rome
 Sacred, see Word
 Safari Recs., 44 Seymour Pl., London W1H 5WQ. Tel: (01) 723-8464. Telex: 267412. Dirs.: Anthony Edwards, John A. Craig
 Saga Recs. Ltd., 326 Kensal Rd., London W10 5BL Tel: (01) 969-6651
 Cable: MUSICALITY. Telex: 261500 Mng. Dir.: Marcel Rodd; Label Mgr.: Nicholas Dikker.
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Labels: (Licensed domestic) After Hours, Eagle, Vulture
 Satril Recs Ltd. (IFPI) (div of Henry Hadaway Drg.), 444 Finchley Rd., London NW2 2HY. Tel. (01) 435-8063 Cable SATRILREC Telex 261331. Mng. Dir. Henry Hadaway; Gen. Mgr. Paul Hodsmans; Sales Mgr. Tony Todd
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 Int'l reps.: Benelux (Johnny Hoes), Canada (Mirus), Germany (Jupiter), Greece (Music Box), Israel (CBS), Italy (Font Cetra), Philippines (Dc-toarts), Portugal (Gira), Spain (Zafiro), USA (Mirus).
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 Scope, see Lightning
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 Sewille, see President
 Sharon, see Pilgrim
 Shelf, see Towerbell
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 Sidewalk, see EMI
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Labels: (Owned) Leo, Silver Hammer, UPU
 Silversound City/Polysyncs Int'l Ltd., Polysyncs House, 248 Walton Rd., East Molesey, Surrey KT8 0HT. Tel. (01) 979-8283. Chm. Eric J.P.C Lombard Knight, Dirs. Stanleigh A. Bader, Robin H. Sculthorp (Whole saler/Exporter)
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 Sire, see WEA
 Situation 2, see Beggars Banquet
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 Smack, see Charly
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 Soccer, see Duffell Rec's
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 Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. 32693. Telex 747293. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr. Les Paterson; Rec. Mgr. Michael Ross. (Distributor)
Int'l branch: Ireland
Labels: (Owned) Emerald, Great Bands, Mint, Mint Julep, Rip Off.
 Some Bizarre Label, 292/3 High St., Lincoln, Lincs. LN2 1AL. Tel: (0522) 38322. Gen. Mgr.: Martin Patton; Sales Mgr.: Stephen Taylor.
 Sonet Recs. & Publ'g Ltd. (IFPI), 121 Leabury Rd., London W11 2AQ. Tel: (01) 229-7267. Cable: SONETMUSIC. Telex: 25793. Mng. Dir.: Rodney Buckle, Gen. Mgr.: Alan Whaley; Sales Mgr.: Dee Sparrow.
 Home office: Sweden
Labels: (Owned) A-Side, Gazell, Grand Prix, Kicking Mule, Mute, Red Stripe, Sonet, Stone, Titanic; (licensed foreign) Alligator (USA), Speciality (USA), Takoma (USA), Texas Re-Cord (USA).
 Int'l reps.: Argentina (America), Australia (Larrikin), Austria (Amadeo), Belgium (Vogue), Brazil (Fernata), Denmark (Sonet), Finland (Scandia/Sonet), France (Vogue), Germany (Intercord) Greece (CBS), Ireland (Tara/Golden Disc), Italy (Ricordi), Netherlands (Inelco), Norway (Arne Bendiksen), Portugal (Edison), Spain (CFE, Columbia), Sweden (Sonet), Switzerland (MTB).
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 Soul Stop, see Dawn Promotions.
 Sound Ceremony Recs., see Celestial Sound.
 Sounds Ahead Mail Order, The Studio, 1 Bensham Ln., Croydon, Surrey CR0 2 RU. Tel: (01) 689-6618. Mng. Dir.: A.T. Gregory. (Distributor/Importer/Exporter)
 Sounds Express & Midland Rec. Co., Western House, Great West Rd., Brentford, Middx. TW8 9EW. Tel: (01) 568-7482. Telex: 934885. Dirs.: Peter J. Riley, Michael J. Stearn; Gen. Mgr.: Jane Wilkinson; Sales Mgr.: Ray Murrell. (Distributor/Importer/Exporter)
 Sound Stones, see H.R. Taylor.
 Southernfran Ltd., 410-412 Dalteigh Rd. N., Whetstone, London N20. Tel: (01) 361-0036. Telex: 8955891. Co-Dirs.: Colin S. Walkden, John E. Camp, Ray G. Nash. (Distributor/Importer)
 Sovereign Recs., 18 Lancaster Mews, London W2 3QE. Tel: (01) 723-4499. Telex: 923400. Mng. Dir.: Ben Nisbet.
 Spade, see Rollercoaster.
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 Spectrum, see Colortone.
 Sphemussons, 12 Northfield Rd., Onehouse, Stowmarket, Suffolk. Tel: 613388. Gen. Mgr.: James Butt; Sales Mgr.: K.A. Kelly.
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 Spider, see Downing.
 Spin, see Symphonia.

Spinrecs, 8 Nursery Rd., Prestwich, Manchester M25 7DN Tel (061) 773-8914. Dir.: Lionel Levine; Gen. Mgr.: A. MacDonald
 Spiral, see President.
 Spire, see Multiple Sound.
 Splash Recs. Ltd., 38 North Row, London W1R 1DH Tel (01) 409-0287. Telex: 23840. Mng. Dir.: Charles Peate; Dirs.: Clive Scott, Iris Giebler, Des Dyer.
Labels: (Owned) Belsize, Splash
 Int'l reps.: Benelux (CNR), Brazil (K-tel), Hong Kong (WEA), Japan (IDK), Mexico (Musari), Venezuela (Rodven)
 Spock Ent's., 11 Bothwell St., 4th Fl., Glasgow, Scotland. Tel (041) 221-6000. Label Mgr.: Allan Mann, Sales Mgr.: Kath Reilly
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 Int'l reps.: Canada (Coda), Denmark (Alpha), France (DAM), Germany (Marcuse), Italy (IRD), Japan (Stateside, Nawa Trading, Dish Union, Phoenix Trading), Sweden (Amigo), USA (R. Ballard, Rounder).
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Labels: (Owned) Ryemuse, Spot.
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 Square, see Horizon.
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Int'l branch: Germany
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 Int'l reps.: France (Polydor), Germany (Ariola), Italy (CBS), Netherlands (Ariola), Poland (Tonopress).
 Stark Prods., 298 Messingham Rd., Scunthorpe, South Humberside DN17 2QY. Tel (0724) 66941. Dir.: C.D. Learning.
 Starline, see EMI.
 Starlite, see Esquire.
 State Recs. Ltd. (IFPI), 26/27 Castlereagh St., London W1H 5YR. Tel: (01) 402-2191. Telex: 25740. Mng. Dir.: Wayne Bickerton; Dir.: Carole Bickerton; A&R: John Trott
Labels: (Owned) Prima, State.
 Henry Slave & Co. (div. of Rediffusion Int'l Music Ltd.), 11 Great Marlborough St., London W1V 1DE. Tel: (01) 734-0343. Telex: 27950 Mono Ref. 1006. (Importer/Exporter)
 Steel City Ent's. Ltd., 19 S. Gallery, Exchange St., Sheffield. Tel: (0742) 23366. Mng. Dir.: Peter Martin, Sales Mgr.: D. Hoykin.
Labels: (Owned) Revolution, Steel City.
 Step-Forward, see Faculty.
 Stereo Gold Award, see Damont.
 Sticky, see President.
 Stiff Recs., 9/11 Woodfield Rd., London W9. Tel: (01) 289-6221. Telex: 299894. Mng. Dir.: Dave Robinson; Gen. Mgrs.: Alan Cowderoy, Pally Conroy.
Label: (Licensed) Burning Rome
 Int'l reps.: Australia (Festival), Austria (Musica Schallplatten), Belgium (Inelco), Canada (Stiff/Epic, Stiff/Columbia, Stiff Canada/Attic), Denmark (Phonogram), Finland (Polarvox), France (Vogue), Germany (Teldec), Greece (PolyGram), Hong Kong (Shun Cheong), Iceland (Steinar), Ireland (CBS), Israel (CBS), Italy (RCA), Japan (Victor), Mexico (Musart), Netherlands (Inelco), New Zealand (RTC), Norway (PolyGram), South Africa (CCP), Spain (Victoria), Sweden (Phonogram), Switzerland (Musikvertrieb), USA (Stiff/Epic, Stiff/Columbia, Stiff America), Venezuela (Los Rucres), Yugoslavia (RTV).
 Stingray Recs., 1 Long Acre, London WC2. Tel: (01) 836-0555. Dir.: Carole Striker. (Distributor)
 Stone, see Sonet.
 Storm Recs., 133 Park Rd., Blackpool FY1 4ET. Tel: (0253) 27357. Mng. Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris; Sales Mgr.: Estelle Paulo.
 Strathclyde Sound & Video Ltd., PD Box 59, Glasgow G2 1LR. Scotland. Tel: (041) 221-2222. Mng. Dir.: Raymond E. Orr; Presentation/Prod'n Mgr.: P.R. Black.
Label: (Owned) Strathclyde Sounds.
 Street Beat, see Pinnacle.
 Street Tunes Ltd., Barrington Court, Flat 45, Colney Hatch Ln., Muswell Hill, London N10. Tel: (01) 883-0775. Mng. Dir.: John Glover; Gen. Mgr.: Steve Rowles.
Labels: Casual Discs, Street Tunes.
 String, see Topic.
 Strong, see Good Vibrations.
 Studio 80/Video 80 (IFPI), 6 Emerson St., London SE1. Tel: (01) 928-9858. Mng. Dir.: Brian Hutch; Gen. Mgrs.: Bill Farley, Dennis Bovell; Sales Mgr.: Frank Sharmam.
Labels: Matumbi, Morecut, Red Nail, Studio 80, Sunbeam.
 Submarine Recs., 63 Whitehall Park, London N19 3TW. Tel: (01) 272-4321. Chief Execs.: Frank Greene, John Bennett.
Labels: (Owned) Magic; (licensed domestic) Artistic, First Heard, Swing House, Swing World.
 Sugarhill, see PRT.
 Sunbeam, see Studio 80.
 Sunburst Recs., Ltd., 25 Newman St., London W1. Tel: (01) 323-1272. Dirs.: John Coletta, R. Moger.
 Sun Island Music, 3 Pres de la Mer, Grevé d'Azette, Jersey, Channel Islands. (Distributor/Importer) (Also see Harris & Goldring)
 Sunset Prods., 15 Albert Crescent, Penarth, South Wales. Tel: (0222) 704279. Chm. & Sales Mgr.: Paul Barrett; Sec'y: Robert Llewellyn.
Label: Sunset Rock 'N' Roll.
 Superdisc Mail, see Red Hot.
 Supermusic Ltd., 9A Halfcroft Ln., Copmanthorpe, York YO2 3JU. Tel: (0904) 703401, 797990. Mng. Dir.: Mal Spence; Gen. Mgr.: Tim Brack; Sales Mgr.: Dave Thompson.

Labels: (Owned) Exploited, Supermusic, Superville
 Int'l reps.: Australia (Powderworks), France (Call Me), New Zealand (Powderworks), South Africa (Powderworks), Sweden (Sounds of Scandinavia).
 Superstition Recs. Ltd., 19 Crescent Rd., East Grinstead, Sussex. Tel. (0342) 312261. Mng. Dir.: John Collins; Sales Mgr.: Carol Collins
 Superville, see Supermusic.
 The Surrey Sound Rec. Label Ltd., 70 Kingston Rd., Leatherhead, Surrey. Tel: (3723) 79444. Telex 24637 Mng. Dir. Mike Cobb. Gen. Mgr.: Joy Watson.
 Swamp Recs., 6 Cheveley Mews, London Rd., Sunningdale, Berks SL5 0UD. Tel (0990) 26425, 20342. Mng. Dirs.: Bob & John Hardman.
 Swan, see Global Rec. Sales.
 Swan Song Recs., 484 Kings Rd., Chelsea, London SW10 0LF. Tel: (01) 351-4151. Telex: 919735. (Licensed to WEA).
 Sweet Folk All Recs Ltd., 74 Shrewsbury Ln., Shooters Hill, London SE18. Tel: (01) 854-4014. Dir. & Gen. Mgr.: Joe Stead.
 Swift Rec. Dist's., 3 Walton Rd., Bexhill-on-Sea, East Sussex TN40 1HY. Tel. (0424) 220028 Telex: 957082. Gen. Mgr. Robin L. Gosden; Sales Mgr. Dave Carter; Order/Dispatch Mgr. Peter Stacey. (Distributor/Importer)
 Swift, see Chiswick.
 Swift Rec. Exports, 3 Walton Rd., Bexhill-on-Sea, East Sussex TN40 1HY. Tel (0424) 220028. Telex 957082. Gen. Mgr.: Simon Napier. (Distributor/Exporter)
 Swing House, see Submarine
 Swing World, see Submarine
 Symphonia Recs. Ltd., Fountain House, Suite 207, Donegall Pl., Belfast, Northern Ireland. Tel: (0232) 28642. Telex: 747534 Chief Exec.: Bert McCormick; Mng. Dir.: R. Gordon Smyth; Gen. Mgr.: Gerry Lang.
Labels: (Owned) Cornerstone, Spin.
 Synthesis, see ESSP.
 Synthesizer Experience, see ESSP.
 T M T Prods Ltd., Rush Release Music, 65 Bedford Hill, London SW12. Tel (01) 675-5584. Dirs.: Dave McAleer, Ian & Nick Titchener.
 T R X, see Acuff-Rose.
 Taaga, see Happy Face.
 Tabitha Music Ltd., 39 Cordery Rd., St. Thomas, Exeter, Devon EX2 9DJ. Tel: (0392) 79914. Mng. Dir.: Graham Slater; Gen. Mgr.: D. Slater.
Labels: (Owned) Domino, Tabitha.
 Int'l reps.: Belgium (Barclay), Netherlands (CNR), Spain (Trova).
 Talsman, see EMI.
 Talk Tapes, 13 Croftdown Rd., London NWS 1EL. Tel: (01) 485-9981. Proprietor: Michael N. Kendall.
Label: (Owned) Recordation
 Tamarin, see WEA
 Tammi, see EMI.
 Tandy's Recs. Ltd., Anderson Rd., Warley, West Midlands B66 4BB. Tel: (021) 429-6441. Telex: 338459. Mng. Dir. F.J. Tandy; Purchasing Mgr. Dave Jones; Export Sales Mgr. Mike Webster. (Distributor/Exporter).
 Tangent Recs. Ltd. (IFPI), 50 Stroud Green Rd., London N4 3EF. Tel: (01) 263-6403. Mng. Dir.: M.E. Steyn
Labels: (Owned) Big Ben, Tangent
 Int'l reps.: Austria (Otto Presser), France (Harmonia Mundi), Germany (IMS), Netherlands (Hosai), Sweden (SAM), Switzerland (Music Consort), USA (International Book & Rec.).
 H. R. Taylor (Birmingham) Ltd., 139 Bromsgrove St., Birmingham B5 6RG. Tel: (021) 622-2377. Mng. Dir.: Derek Wareham; Sales Dir.: Colin Grant; Financial Dir.: Roy Jones.
Labels: (Owned) Sound Stories, (licensed) Melodisc.
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 Tempo, see Multiple Sound.
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Label: (Owned) Invicta
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 Threshold, see Decca.
 Thrust, see Ace.
 Thunderbird, see President.
 Titanic, see Sonet.
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Label: (Owned) Red Hot.
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 Topic Recs. Ltd., 50 Stroud Green Rd., London N4 3EF. Tel: (01) 263-6403. Mng. Dir.: Tony Egan.
Labels: (Owned) String, Topic, Topic/Free Reed.
 Int'l reps.: Australia (Larrikin), Benelux (Parsifal), Canada (Celtic), France (Edwards), Germany (Spriggen), Ireland (Gael-Linn), Italy (IRD), Norway (Sinar), Sweden (Sam), Switzerland (Be-Bop), USA (Rounder, Shanachie).
 Torpedo, see President.
 Towerbell Recs. Ltd., 32/4 Gondar Gardens, London NW6 1HG. Tel: (01) 794-6702. Telex: 8952387. Mng. Dir.: Robert England; Gen. Mgr.: Coin Smythe; Sales Mgr.: Susan England; A&R Mgr.: Danny Fury.
Labels: (Owned) Rockney, Shelf, Towerbell.
 Transatlantic, see Logo.
 Trial Recs., Monice Off High St., Acton, nr. Sudbury, Suffolk. Tel: (0787) 77317. Chief Exec. Stephen Guy Clarke.
 Trojan Rec's Ltd., 104 High St., Haresden, London NW10 4SL. Tel: (01) 961-4565. Cable: MUSICALITY. Telex: 261500. Mng. Dir.: Marcel Rodd; Gen. Mgr.: Clive Stanhope; Int'l Mgr.: Carola Gordon; A&R Mgr.: David Hendley; Promo Mgr.: Emma Hall. (Also see B&C)
Labels: (Owned) Attack, Horse, Trojan.
 Int'l reps.: Australia (Pyramid), Benelux (Parsifal), Canada (Trend), Germany (Teldec), Italy (Ri-Fi), Japan (Tro), Kenya (AOT), New Zealand (Muscoworld), Scandinavia (SAM), South Africa (Trutone), Spain (Zafiro), USA (City Hall, Rounder).
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 Tryfan, see Sain
 Turnabout, see Vox.

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 U K Recs., 48 Grafton Way, London W1P 5LB Tel (01) 387-5851. Pres Jonathan King
Int'l branch: USA
Labels: (Owned) UK, UK American
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Labels: Futurist, Good City, Ultimate
 Underworld, see BBI Int'l
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 Tony Hall Promos. (div of Tony Hall Group of Cos.), 9 Carnaby St., London
 W1V 1FG. Tel (01) 437-1958. Cable TASTES Mng. Dir. Tony Hall,
 Promo Mgr. Jeffrey Tombs-Smith.
 Jenne Halsall Public Relations Consultants, 117 Bidulph Mansions, Egin
 Ave., London W9 1HU Tel (01) 289-6502 Telex 25884 Mng. Dir.
 Jenne Halsall, Asst. Sandi Smith
 Happy Face Music, see Old Smithy
 Harrison Promos., 66 Beaufort Rd., London Tel (01) 997 9650 Promos
 Dr. Mark Harrison

John Harwood-Bee Assocs., The Folly, Folly Island, Hertford, Herts SG14
 1QD Tel (0992) 551233 Telex 817861 Mng. Dir. John Harwood Bee,
 Sales Mgr. Chris Palmer
 Hazell-Smith, 36-37 Malden Ln., London WC2 Tel (01) 240 3284 Mng
 Dir.: Peter Hazell Smith
 Heavy Pub., 498 500 Harrow Rd., London W9 Tel (01) 960-0955 Telex
 62571 Chief Execs.: Joe O'Neil, Mick Wall, European & British Reg'l
 Press Officer: Rod Cobb
 The Howlin' Promo Co., 70 Gloucester Pl., London W1 Tel (01) 935-4965.
 Air Call (01) 828-5621 code 1970 Chief Exec. Howard Marks
 Humberds Studio, Grimsby Rd., Laceyby, Grimsby, South Humberside Tel
 (0472) 40152, 71582 Chief Exec. L.A. Johnson.
 Independent Rec. Co., 39 Harmer St., Gravesend, Kent. Tel (0474) 65687
 Chief Exec.: J.W. Oram
 Industrial Recs. Ltd., 10 Martello St., London E8 Tel: (01) 254-9178 Dir.
 Peter Christopherson; Gen. Mgr.: Cosy P-Orridge; Sales Mgr.: David
 Brooks; Gen. Exec.: Joyce Sinclair.
 Infrared Recs., 1 Hyde Park Square, Rm. 12, London W2 2JZ Tel: (01) 402-
 9855 Chief Exec.: Roger Howard.
 J S O. Enls., 62 Berners St., London W1P 3AE. Tel: (01) 580-4720 Telex
 261298. Chm.: Joseph R. Stanley; Gen. Mgr.: E.J. Widing.
 Jazzstanz, 142 London Rd., Rayleigh, Essex. Tel: (0268) 772-178
 T. Richard Johnson Ltd., MAM House, 24/25 New Bond St., London W1 Tel
 (01) 493-7535 Chm. Terry Johnson; Mng. Dir.: Alan Smith
 L E Advertising, Nelson House, Castle Hill Rd., Hindley, Wigan WN2 4BH
 Tel: (0942) 58555.
 L O E Entertainment Ltd., 121 Castlehaven Rd., London NW11 8SJ Tel: (01)
 267 3072. Telex: 24224. Ref 2203 Mng. Dir. Hiroshi Kato; Gen. Mgr.
 Tokiyoshi Harada; Sales Mgr.: Jim Russell (Promotion for Japan)
 Steve Lane Musical & Publicity Servs., 12 Stough Ln., Kingsbury, London
 NW9 8QL Tel: (01) 205-2587 Owner Steve Lane, Gen Mgr.: K.C. Gear
 Laserium Public Relations, 79 Fitzneal St., East Acton, London W12.
 Legion Music/Eagle Recs., 16 Bloomfield Terr., London SW1 Tel (01) 730-
 9581 Telex 8813359. Mng. Dir. Brian Hutch; Gen Mgr.: Tom Nolan,
 Sales Mgr. Mike Tobin.
 Liaison & Promo. Co. Ltd., 70 Gloucester Pl., London W1. Tel (01) 935-
 5988 Dirs.: Gary Dawson, Clifford Gee.
 Lightning Recs & Video Ltd., 841 Harrow Rd., Harlesden, London NW10
 5NH. Tel: (01) 969-7155/5255 Cable: LARREC Telex: 927813 Mng.
 Dir. Raymond Laren, A&R & Mktg. Dir.: Keith Yershon, Dist'n & Jukebox
 Dr.: David Powell
 Listen Fine Ltd., 22 Gibson Square, London N1 0PD Tel (01) 840-3444 x
 12 Mng. Dir.: G Lawson
 London Rec'g Co., 1099A Finchley Rd., London NW11 Tel (01) 455-6620
 Chief Exec. Herb Wilcox
 M H G Cassettes/Warm Recs., Daily Rd., Maybole, Ayrshire, Scotland KA19
 7AX. Tel: (0655) 82200 Chm.: Mary Harrison-Goudie, Gen & Sales Mgr.
 Rui de Castro
 Magnum Assoc. Promos., Vivian House, 21 Market Hill, Southam, Warwick
 Tel (092681) 4642. Mng. Dir. Mike Tobin, Co Dir. Roger Upright
 Mike Mansfield Entls., see Monster Movies
 Marlybone Music, PO Box 212, London SW1 1QN Tel (01) 730 7291
 Telex: 8955771 Pres. Tony Calder. (Represents companies overseas,
 also represents labels for worldwide licensing)
 McKinley Mktg. Consultants Ltd., Triumph House, Suite 209, 189 Regent
 St., London W1R 7WD Tel. (01) 434 3776. Contact Colin Hadley
 Micrometro Ltd., see Zomba
 Modern Pub., New Hibemia House, Winchester Walk, London SE1 Tel (01)
 403-6332. Chief Exec. Alan Edwards; Gen Mgr. Eugene Manz
 Monster Movies Ltd., 9 Great Chapel St., London W1. Tel (01) 434-2021
 Telex 8811232 Prod'r & Dir. Mike Mansfield, Sales Mgr. Hilary
 Tipping
 Mushroom Studios, 18 W Mall, Clifton, Bristol BS8 4BG. Tel (0272) 35994
 35867 Chief Exec. D Ackerman; Gen Mgr. S.A. Ackerman.
 Nelson Rec'g Studio, Nelson House, 93 Castle Hill Rd., Hindley, Wigan,
 Lancs WN2 4BH Tel (0942) 58777. Contacts S.M. Mjilard, W. Leyland
 Newflash Publicity, Superfly House, 9 Camden High St., London NW1 Tel
 (01) 388 5950
 Norfolk Area Disk Jockeys Ass'n., 4 Aerodrome Rd., Thorpe, Norwich, Norfolk
 NR7 0BD Tel (0603) 35084 Sec'y Pete May
 Northern Disco Promo Servs., 116 Churchgate, Southport, Merseyside. Tel
 (0704) 212-505 Chief Exec. Ron Ellis.
 Oakwood Rec'g Studios, 75 Strobe Park Rd., Herne Bay, Kent Tel: (02273)
 40 66 Mgr. Graeme Quinton-Jones.
 Kay O'Dwyer Publicity Ltd., 6 Denmark Pl., London WC2 Tel (01) 836-
 6699 Dr. Kay O'Dwyer.
 Old Smithy Rec'g Studio/Happy Face Music, 1 Post Office Ln., Kempsey,
 Worcs. Tel: (0905) 820659 Chief Exec. Muff Curfison, Gen Mgr. V B
 Murlin
 P M S Mail Order Handling, The High St., Hatfield Broad Oak, Essex Tel:
 (0279) 70671. Tel: 817606. Mgr. Lynda Murphy
 Panda Recs., 2 Catherine St., Seaside, Llanelli, Dyfed, South Wales Tel.
 (05542) 58913, 52490 Chief Exec.: Paul Adams, Gen Mgr.: Alan
 Phillips
 Phoema Rec & FilmWorks, 215 High St., Edinburgh, Scotland Tel: (031)
 667 1310, 225-2679 Telex 727589 Mng. Dir. John Mayer, Gen Mgr.
 Mike Connor, Sales Mgrs.: Michael Rintoul, Drew Stewart
 Pilsner Pub., 1 Melville Rd., Edgobaston, Birmingham B16 9LN Tel (021)
 454 4666 Chief Exec. Eugen Beer, Gen Mgr. Gareth Davies.
 Pinnacle Recs., 371/375 Kenning Ln., Kennington, London SE11. Tel (01)
 582-2238 Telex 896141 Chm & Mng. Dir.: Terry Scully, Gen Mgr.
 Tony Berry, Int'l Newton Wills
 Porter & Pocock Assocs Ltd., 72 Westfields Ave., London SW13 0AU Tel
 (01) 878-4366/2595 Mng. Dir.: R. Alexander Porter.
 Positive Mgmt., 17 Station Rd., London SE25 5AH Tel (01) 771-5777
 Pres. Steve Hutchings; Gen Mgr.: Dave Lucy, Sales Mgr. Pat Renham
 R A L, 49 Burnt Ash Ln., Bromley, Kent. Tel: (01) 464-9600
 R T P (Record Television Promos.), 22 Acloid Rd., London SW6. Tel (01)
 731-3215. Dir.: Richard Figgis.
 Realmhealth Ltd., 15/23 Porteus Rd., London W2. Tel: (01) 723-8495. Dr.
 Bryan Whitman.
 Ridge Farm Studios, Capel, Surrey Tel: Dorking (0306) 711202
 Rime Entls Ltd., 3 Paddington St., London W1M 3LA. Tel (01) 486-9695/
 6230 Mng. Dir. Allan James, Personnel Ass't Suzanne Ibbotson; Promo
 Ass't Tim Morris
 Rogers & Cowan Inc., 27 Abemarle St., London W1X 3FA. Tel (01) 499-
 0691 Telex 25571 Pres. Int'l Div.: Margaret Gardner; Int'l Div. Music
 Dept. Dr.: Mike Eddowes
 Rough Trade Recs. Ltd., 137 Blenheim Crescent, London W11 Tel (01) 221-
 1100 Telex: 229579 Chief Exec.: Geoff Travis; Promos. Mgr.: Scott
 Pearing, Sales Mgr. Richard Scott.
 Rush Release Ltd., Rush Release House, 65 Bedford Hill, London SW12 9HA.
 Tel (01) 675 4916 Dirs. Ian & Nick Titchener, Promos. Mgr.: Steve
 Johnston, Contacts: Finlay Morton, Rannoch Donald

Saffred Music Ltd., Hurworth Cottage, Croft Rd., Hurworth, Darlington, Durham. Tel: (0325) 721-143, 720 792. Mng. Dir.: Elaine Saffred; Gen. Mgr.: C. Morris.
 St. Pierre Pub., 24 Beauval Rd., Dulwich, London SE22 8UQ. Tel: (01) 693-6463. Pres.: Roger St. Pierre
 Sams Rec. Servs. (SRS), 78 Durham Rd., London SW20. Tel: (01) 947-9000. Chief Exec.: Max Wright; Gen. Mgr. Andy Titcombe, Sales Mgr. Barry Wright; Office Mgr.: Pat Savage.
 Satral Recs. (div. of Henry Hadaway Org.), Satral House, 444 Finchley Rd., London NW2 2HY. Tel: (01) 435-8063. Mng. Dir.: Henry Hadaway, Gen. Mgr.: Paul Hodsman; Sales Mgr.: Tony Todd.
 Scope Recs., see Lightning
 Sea Cruise Prod'n's (UK), 35 Great Russell St., London WC1. Tel: (01) 636-3925. Gen. Mgr.: Terry Waghorne.
 Home office: USA.

Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, County Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Les Paterson; Sales Mgr.: Noel A. Spiller, Record & Tape Div. Mgr.: Michael H. Ross; Country Music Sales Co-ord.: Betty Monteith.

Simon Stable Promos., 46 Westend, Launton, Dxon. Tel: (08692) 2831. Chief Exec.: Simon Stable; Gen. Mgr.: Stephanie De La Bedoyere; Sales Mgr.: Daniel De La Bedoyere; Musical Dir.: Fang Stable.
 Storm Recs., 133 Park Rd., Blackpool FY1 4ET. Tel: (0253) 27357. Mng. Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris; Sales Mgr.: Estelle Paulo.
 Studio 80/Video 80, 6 Emerson St., London SE1. Tel: (01) 926-9858. Mng. Dir.: Brian Hutch; Gen. Mgrs.: Bill Farley, Dennis Bovell; Sales Mgr. Frank Sherman.

Peter Summerfield Int'l Ltd., 19 Upper Brook St., London W1. Tel: (01) 409-3277. Tel. Telex: 267310. Mng. Dir.: Peter Summerfield.
 Supermusic Ltd., 9A Halkcroft Ln., Copmanthorpe, York YO2 3SU. Tel: (0904) 703401, 797090. Mng. Dir.: Mal Spence, Gen. Mgr.: Tim Brack. Sales Mgr.: Dave Thompson.
 T R J, see T. Richard Johnson.

Target Promos., The Studio, 1 Benham Ln., Croydon, Surrey CR2 2RU. Tel: (01) 689-6141. Chief Execs.: A.T. Gregory, L.J. Adams.
 21st Century Leisure Ltd., 41 Cotswold Gardens, London NW2 1QT. Tel: (01) 458-8991. Mng. Dir.: Martin Lewis.

Vinyl Dreams, Corporation St., Birmingham City Centre, Dnr.: John Regan.
 Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton, Gen. & Sales Mgr.: Christie Gillingham.
 Waxie Music Press & Radio Promo., The Rockhouse, 284 Derinton Rd., London SW17. Tel: (01) 672-6918. Pres.: Max Needham; Mng. Dir.: Ursula Needham; Promos. Mgr.: Werner Mollitor; Field Promos. Mgr.: Herman Blaut; Sec'y: Ursula Blaut.

Jeff Wayne Music (Advertising) Ltd., Oliver House, 8/9 Ivor Pl., London NW1 6BY. Tel: (01) 724-2471. Telex: 261234, 89553891. Mng. Dir.: Jeff Wayne.
 Wide Rock Promos. Co. Ltd., 110 Clarendon Rd., London W11. Tel: (01) 229-3831. Chief Exec.: L. Devaney
 Int'l branch: Germany, Jumbo Prod'n's.

Xanadu Constructional & Mechanical Eng's., 79 Fitzneal St., East Acton, London W12. Tel: (01) 743-3402. Mng. Dir.: Paul Gadd; Co-Dir. & Sales Mgr.: Don Arden; Gen. Mgr.: Jeff Lynne.

Yulemusic Ltd. (div. of the Zomba Group of Cos.), 12 Chaplin Rd., London NW2. Tel: (01) 451-3044. Telex: 919884. Gen. Mgr.: Richard Borthwick.
 Zodiac Recs. Ltd., 1099A Finchley Rd., London NW11. Tel: (01) 455-6620. Mng. Dir.: Herbert Wilcox; Gen. Mgr.: Karen Kendall; Sales Mgr.: J. Rhyder Scott.

Zomba Mgmt. Ltd./Video Ltd. (divs. of the Zomba Group of Cos.), Zomba House, 165-167 Willesden High Rd., London NW10 3SG. Tel: (01) 451-3044. Telex: 919884.

**TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING**

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

A S Custom Pressings Ltd., 15 Crookham Village, Crookham, Northumberland. Tel: Milfield 295.
 Audio: Cassette.

Aardmark Design & Publicity, 145 Croydon Rd., Beckenham, Kent BR3 3RB. Tel: (01) 658-4386. Mng. Dir.: Paul Smith. (PKG)
 Ablex Ltd. (sub. of Decca Ltd.), Harcourt, Halesfield 14, Telford, Salop TF7 4QR. Tel: (0952) 584131. Telex: 35649. Mgr.: Peter Banks. (PKG—audio only)
 Audio: Cassette.
 Video: 1/2" VHS cassette.

Ambler Recs. Ltd., 387 Harrow Rd., London W9. Tel: (01) 866-7748. Mng. Dir.: John Peters; Sales Mgr.: Ortean Lamas. (PKG—audio & video)
 Audio: Cassette, open reel.

Anemone Sound Facilities Ltd., 10A Poland St., London W1. Tel: (01) 439-9611. Telex: 8812286. Mng. Dir.: Aaron Gershtfeld; Gen. Mgr.: Derek Hanlon; Sales Mgr.: Simon Patrick. (PKG)
 Audio: 8-tr., cassette.

Atlas Photography, 4 New Burlington St., London W1X 1FE. Tel: (01) 734-8746. Mng. Dir.: Ron Bull.
 Audio: Open reel.

Audicord Recs., 387 Harrow Rd., London W9. Tel: (01) 866-7748. Chief Exec.: K. Mellor. (PKG)
 Audio: Cassette, open reel.

Audiogenic Ltd., 34-36 Crown St., Reading, Berks. RG1 2SN. Tel: (0734) 595647. Dir.: Martin Maynard. (PKG—audio & video)
 Audio: Cassette, open reel.

Audio + Video Ltd., Video House, 48 Charlotte St., London W1P 1LX. Tel: (01) 580-7161. Telex: 22345. Mng. Dir.: Irvin C. Pannaman; Sales Mgr.: Andrew Bourne, Adv. Mgr.: D. Ubsdell. (PKG)
 Video: 2" quad, 1" helical, 1/2" cassette, 1/2" Beta & VHS cassette.

Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6 3QT. Tel: (01) 624-7785. Mng. Dir.: Ivan Berg. (PKG)
 Audio: Cassette.

Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dirs. K. H. Bourke-Borrowes, M. Shepherd, B. Parker. (PKG)
 Audio: Cassette.

Bird Sound Studios, 4 Welton Rd., Wedgcock Estate, Warwick CV34 5YA. Tel: (0926) 45214. Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings, Sales Mgr.: Dave Sheriff; Promo.: Dave Ling.
 Audio: Cassette.

Black Gold Ltd., 73A Glasgow Rd., Blenheim, Scotland. Tel: (0360) 70177. Chief Exec.: Ian McCredie; Gen. Mgr.: Steve McLean; Sales Mgr.: Eric McCredie.
 Audio: Cassette.

Harvey Boat, 84 Church St., London NW8. Tel: (01) 724-3711, 723-1011. Pres.: A. H. Taub, Sales Mgr.: E. M. Taub.
 Audio: Cassette.

C B S Mig. (div. of CBS (UK) Ltd.), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable: COLRECMAN Telex 24203. Mng. Dir. John A. Wheeler. (PKG)
 Audio: Cassette.

C P H Video, see Star Video
 Cassette Developments (Audioasonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Telex: 8813481. Gen. Mgr.: R. E. Underwood. (PKG)
 Audio: Cassette.

Cassette Rec'g Co. (UK) Ltd., Unit 2, Riverway, Harlow, Essex CM20 2DN. Tel: (0279) 39256. Mng. Dir.: H.L. Collins; Gen. Mgr.: Michael Newton; Mktg. Dir.: C.J. Sanford.
 Audio: Cassette.

Castle Studio, 93 Castle Hill Rd., Hindley, Wigan, Lancs WN2 4BH. Tel: (0942) 58777. Chief Exec.: Simon Paul Millard
 Audio: Cassette, open reel.

Ca Va Rec'g Studios, 201 St. Vincent St., Glasgow, Scotland Tel: (041) 221 9407. Cable: CAVA. Chief Exec.: Brian Young, Sales Mgr. Alson Bye, Ass't Studio Mgr.: Cy Jack.
 Audio: Cassette.

Cintron Group, Grove House, 551 London Rd., Isleworth, Middx. TW7 4DS. Tel: (01) 568-0131. Telex: 935054.
 Video: 1" helical open reel, 1/2" U-matic, 1/2" Beta & VHS cassette.
 Club Video Ltd., 120 Marylebone Ln., London W1M 5FZ. Tel: (01) 935-2464. Telex: 23733. Dir. G.R.C. Shaw.
 Video: 1/2" U-matic, 1/2" Beta & VHS cassette.

Coach House Studio Div./Ice Recs. Ltd., 81-A Osbaldeston Rd., Stamford Hill, London N16. Tel: (01) 806-3252. Mng. Dir.: Alpine Grant; Sales Mgr.: Rudolph Grant; Financial Controller: Stan Blackburn
 Audio: Cassette.

Contek Magnetics Ltd., 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ. Tel: (0483) 503222. Telex: 859403. Mng. Dir.: Gerald P. Creagh; Comm'l Mgr.: Fred MacDonald.
 Audio: Cassette.

Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155. (PKG only—audio & video)
 D T P Inc., 3 Alfred St., Weston-Super-Mare, Avon BS23 1PZ. Tel: (0934) 21932. Mng. Dir.: Don Todd.
 Audio: Cassette, open reel.
 Video: 1" open reel.

Damont Recs. (Sales) Ltd., Blyth Rd., Hayes, Middx. UB3 1BY. Tel: (01) 573-5122. Telex: 934076. Comm'l Mgr.: Frank Pearce.
 Audio: Cassette.

Decca Rec. Co. Ltd. see Ablex
 Discourses Ltd., 36 Crescent Rd., Tunbridge Wells, Kent TN1 2LZ. Tel: (0892) 26397. Mng. Dir.: Robert F. Hardcastle; Gen. Mgr.: Anthony James.
 Audio: Cassette, open reel.

Duplitate, 1/7 Harewood Ave., London NW1 6LE. Tel: (01) 724-3768/2497. Pres.: B.R. Lambden; Sales Mgr.: R. Jackson-Moore.
 Audio: Cassette.

E M I Recs. (UK) Ltd., 1/3 Uxbridge Rd., Hayes, Middx. UB4 0SY. Tel: (01) 561-8722. Mng. Dir.: Cliff Busby, Dist'n & Order Servs. Dir.: John Forrest; Mfg. Mgr.: John Simmons
 Audio: Cassette.

Elite Jay (Prod'n) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Mng. Dir.: Jack Applebaum; Prod. Mgr.: Andrew Soper; Prod'n Co-Ord.: Paul Heeren.
 Audio: Cassette.

Evangelical Rec'g, 152 Rowhedge Rd., Rowhedge, Colchester. Essex CD5 7JP. Tel: (0206) 865769. Dir.: M. Lear.
 Audio: Cassette.

Folktracks Cassettes, 2 Fircliff Park, Portishead, Bristol BS20 9HQ. Tel: (0272) 842209. Dir.: Peter Kennedy.
 Audio: Cassette.

Fraser-Peacock Assocs. Ltd., 94 High St., Wimbledon Village, London SW19 5EG. Tel: (01) 947-7551. Pres.: G.F. Peacock; Sales Mgr.: C. Vipond. (PKG)
 Video: 1/2" Beta, VHS & V-2000 cassette

Free Range Rec'g Studios, 22 Tavistock St., London WC2A 7PH. Tel: (01) 836-7608. Chief Exec.: Marsha Abson. Gen. Mgr.: D.B. Grisdale; Sales Mgr.: Neville Hills.
 Audio: Cassette.
 Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette

Garrod & Lofthouse Ltd., Chaldon Rd., Caterham-on-the-Hill, Surrey. Tel: (Caterham) 45266. Chm. & Mng. Dir.: Norman J. Garrod; Sales Mgr.: Christopher Garrod. (PKG only)
 Golden Era Rec'g Ltd., 1099-A Finchley Rd., London NW11. Tel: (01) 455-6620. Dir.: Bert Wilcox. (PKG)
 Audio: 8-tr., cassette, open reel.

Grampan Recs. Ltd., Airport Ind'l Estate, Wick, Caithness, Scotland. Tel: (0955) 2787. Telex: 75107. Dir.: J. Johnston; Mgr.: John Hunter. (PKG)
 Audio: Cassette.

Happy Face Music, see Did Smithy.
 Harbor Tape Servs. Ltd., 73 Newman St., London W1. Tel: (01) 636-6095. Chief Exec.: John Schroeder
 Audio: Cassette, open reel.

Humberdale Studios, Grimsby Rd., Laceby, Grimsby, South Humberside. Tel: (0472) 40152, 71582. Chief Exec.: L.A. Johnson.
 Audio: Cassette, open reel.

I B C Sound Rec'g Studios Ltd., 35 Portland Pl., London W1N 3AG. Tel: (01) 637-2111. Telex: 264413. Mng. Dir.: John D. Tucker, Technical Dir.: Dennis King; Studio Mgr.: Michael Clayton. (PKG)
 Audio: Cassette, open reel.

Immediate Sound Servs. Ltd., 6 Orsman Rd., London N1 5QJ. Tel: (01) 739-9672. Telex: 914832. Gen. Mgr.: Ernie Ainsworth, Prod'n Mgr.: Fred Green
 Audio: Cassette.

Independent Rec. Co., 39 Harmer St., Gravesend, Kent. Tel: (0474) 65687. Chief Exec.: J.W. Oram
 Audio: 8-tr., cassette, open reel

Industrial Recs. Ltd., 10 Martello St., London E8. Tel: (01) 254-9178. Mng. Dir.: Peter Christopherson; Gen. Mgr.: Cosy P-Orridge; Sales Mgr.: David Brooks; Gen. Exec.: Joyce Sinclair.
 Audio: Cassette.

Intervision Video Ltd., McKay Trading Estate, Unit 1, Kensal Rd., London W10 5BX. Tel: (01) 960-8211. Telex: 291877. Pres.: Mike Tenner. (PKG)
 Video: 1" helical, 1/2" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette.

J S D Group of Cos., 62 Berners St., London W1P 3AG. Tel: (01) 580 4720. Telex: 261298. Mng. Dir. Joseph R. Stanley, Gen. Mgr. N.P.J. Murrey
 Video: 1" cartridge, 1/2" U-matic cassette, 1/2" EIAJ cartridge

K K Tape Servs., Norfolk Street Studio, Norfolk St., Worthing, Sussex BN11 4BB. Tel: (0903) 205053
 Audio: Cassette

Kay Film & Video Labs, 22 Soho Square, London W1V 5FJ. Tel: (01) 437 7811. Cable: KAYWEND Telex 28463. Pres. Marshall D. Kochman. (PKG)
 Video: 2" quad & 2" IVC 9000 open reel, 1" helical open reel, 1/2" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette.

S Kempner Ltd., 498 Honeyput Ln., Stanmore, Middx HA7 1JZ. Tel: (01) 952 5262. Telex: 21400. Sales Dir.: Paul R.S. Rogers, Sales Mgr.: Aidan Coles. (PKG only—audio & video)
 L T S, 23 Denmark Pl., London WC2H 8NL. Tel: (01) 836 7148
 Audio: Cassette, open reel

Video: 1/2" VHS cassette
 Leader Sound Ltd., 209 Rochdale Rd., Greetland, Halifax, West Yorks HX4 8JE. Tel: (0422) 76161. Mng. Dir.: Bill Leader, Sec'y: Helen Leader
 Audio: Open reel

Leeholme Audio Servs. Ltd., 350-354 Lez Bridge Rd., Leyton, London E10 7LD. Tel: (01) 556-4748. Dirs.: Yvonne Holmes, Mike Kitson
 Audio: Cassette

Linguaphone Institute Ltd., Trading Estate, 252/253 Argyle Ave., Slough Berks. SL1 4HA. Tel: Slough 23200 Telex 849377. Div. Mgr.: John King
 Audio: Cassette

London Rec'g Co., 1099A Finchley Rd., London NW11. Tel: (01) 455-6620. Chief Exec.: Herb Wilcox
 Audio: 8-tr., cassette, open reel
 Video: 2" quad, 1" helical, 1/2" U-matic cassette, 1/2" Beta & VHS cassette

M H G Cassettes/Warm Recs., Daily Rd., Maybole, Argyshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.: Ruu de Castro. (PKG)
 Audio: Cassette

Mayking Recs. Ltd., 57 Portobello Rd., London W11. Tel: (01) 727 2614. Chief Exec.: B. Bonnar; Gen. Mgr.: Ali Redford
 Audio: Cassette

Metropolitan Communications, 8a Frolgan Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau, Sales Mgr.: R. Hanau. Adm'n.: A. Loomeyer.
 Audio: Cassette
 Video: 1/2" cassette

Monster Moves Ltd./Mike Mansfield Ent's. Ltd./MME Facilities Ltd., 9 Great Chapel St., London W1. Tel: (01) 434-2021. Telex: 8811232. Pres.: Mike Mansfield; Sales Mgr.: Hilary Tipping
 Video: 2" quad open reel, 1" helical open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette

Mushroom Studios, 18 W. Mall, Clifton, Bristol BS8 4BG. Tel: (0272) 35994, 35867. Chief Exec.: D. Ackerman; Gen. Mgr.: S.A. Ackerman
 Audio: 8-tr., cassette, open reel.

Nelson Rec'g Studio, Nelson House, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Contacts: S.M. Millard, W. Leyland
 Audio: Cassette
 Video: 1/2" cassette, 1/2" VHS cassette

Old Smyth Rec'g Studio/Happy Face Music, 1 Post Office Ln., Kempsey, Worcs. Tel: (0905) 820659. Chief Exec.: Muff Murfin, Gen. Mgr.: V.B. Murfin.
 Audio: Cassette
 Video: 1/2" Beta & VHS cassette

P M S Mail Order Handling, The High St., Halfeld Broad Oak, Essex. Tel: (0279) 70671. Telex: 817606. Mgr.: Lynda Murphy. (PKG only—audio & video)
 Pebble Recs. Ltd., 46 Maddox St., London W1. Tel: (01) 629-3266, 491-4140. Telex: 25247. Mng. Dir.: James Polard; Gen. Mgr.: Julia Siocombe.
 Audio: 8-tr., cassette, open reel.

Phonogram Ltd., 50 New Bond St., London W1Y 9HA. Tel: (01) 491-4600. Cable: PHONREC. Telex: 261583. Mng. Dir.: K.N. Malphant; Mktg. Mgr.: T. Powell, A&R Dir.: B. Shepherd; Tape Mgr.: Roy Wilkins.
 Audio: Cassette.

Plant Life Recs. Ltd., Edison Chambers, 109A Bancroft, Mitchn, Herts. Tel: (0462) 58555. Chm.: Nigel Pegrum, Gen. Mgr.: Geoffrey Ide; Sales Mgr.: John Garrad.
 Audio: 8-tr.

PolyGram Rec. Dpns. Ltd., Walthamstow Ave., London E4 8SZ. Tel: (01) 527-2300. Telex: 896383. Tech. Dir.: W.W. Bryant; Factory Mgr.: L.B. Coulson; Tape Prods. Mgr.: F.W. Street.
 Audio: Cassette.

Production Express Int'l, 2 Blyth Rd., Hayes, Middx. UB3 1BY. Tel: (01) 561-3872. Telex: 934076. Comm'l Mgr.: Frank Pearce
 Audio: Cassette.

S R T Prod'n Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Sales Mgr.: Dave Richardson.
 Audio: Cassette.

Scorpio Sound Ltd., 19/20 Euston Centre, London NW1 3JH. Tel: (01) 388-0263. Telex: 8814427. Mgr.: Peter Hoskins. (Video only)
 Sentinel Recs. (Cornwall) Ltd., Paul, Penzance, Cornwall. Tel: (0736) 731246. Telex: 45143. Chief Exec. & Gen. Mgr.: Job Morris.
 Audio: Cassette.

September Sound Studios, 38 Knowl Rd., Golcar, Huddersfield, West Yorks. HD7 4AN. Tel: (0484) 643211. Mng. Dir.: Stephen Goddard; Eng.: Bob Whiteley.
 Audio: Cassette.

Sound, I. Dagershaw Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: I.S. Webb; Sales Mgr.: M. Lloyd; Adv. Mgr.: C. McVie.
 Audio: Cassette, open reel.
 Video: 1/2" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette, 1/2" CVC cassette

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 Audio: Cassette.

Spaceward Ltd., 34-35 Clarendon St., Cambridge CB1 1JP. Tel: (0223) 64263. Mng. Dir.: Gary Lucas.
 Audio: Cassette, open reel.
 Video: 1/2" cassette, 1/2" Beta & VHS cassette.

Spot Recs. Ltd., 11a Sharpleshall St., London NW1 8YN. Tel: (01) 586-7746. Pres.: John Hudson; Sales Mgr.: Kate Hudson.
 Audio: Cassette, open reel.
 Video: 1" helical open reel

Star Video, 22 Cadogan Court, Draycott Ave., London SW3 3BX. Tel: (01) 589-8286. Cable: THESPIAN
 Video: 1/2" Beta & VHS cassette.
 Storm Recs., 133 Park Rd., Blackpool, Lancs FY1 4ET. Tel: (0253) 27357, 23095. Mng. Dir.: Wayne Paulo, Gen. Mgr.: Lenny Harris.

Audio: Cassette
Video: 1/2" VHS cassette
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Audio: Cassette, open reel
Video: 1/2" Beta VHS & V 2000 cassette
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Audio: Cassette open reel
Video: 1/2" U matic cassette, 1/2" Beta VHS & V 2000 cassette
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Audio: Cassette
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West Bros. Printers Ltd., 12 Milton Rd., Aylesbury, Bucks. Tel (0296) 232111 Telex: 837216, Mng Dir.: Peter G. West; Mng Dir: H.E.V. Pinnell, Sales Mgr.: Derek Higgs.

P G Wood & Son (Printers) Ltd, 32 Church St., Dagenham, Essex RM10 9UU, Tel: (01) 595-5115, Telex: 897417, Mng Dir, Peter Wood, Gen Mgr - Chris Sanford, Sales Mgr Phil Douglas, Works Mgr Greg Bell

Xanadu Constructional & Mechanical Eng's, 79 Fitzneal St., East Acton, London W12, Tel: (01) 743-3402, Mng. Dir.: Paul Gadd, Co-Dir & Sales Mgr Don Arden, Gen. Mgr. Jeff Lynne.

POLYETHYLENE BAG & SHRINKWRAP MANUFACTURERS

Audio + Video Ltd., 48 Charlotte St., London W1P 1JX Tel (01) 580-7161 Telex 22345, (Shrinkwrap only)

C S B Ltd., 5/7 Carnaby St., London W1V 1PG, Tel (01) 439 9281, Telex 896691, Mng Dir Mafalda Hall, Dir & Prod'n Mgr Mike Shaw, Sales Mgr Paul Cumming; Int'l Caroline Lacy-Thompson. (Polybags only)

Keenpac Polythene Supplies Ltd., Coronation Pl., Guildhall Ln., Leicester, Tel (0533) 20084, 537806 Telex, 341581, Pres. Glynn L. Bradshaw; Sales Mgr. Desmond Slavin. (Polybags only)

S Kempper Ltd., 498 Honeygot Ln., Stanmore, Middx, HA7 1JZ Tel (01) 952 5262, Telex 21400, Sales Dir . Paul R.S. Rogers, Sales Mgr., Aidan Coles

Lindsey's Colour Serv., 88 Teesdale St., London E2 Tel (01) 729-5462 Mng Dir: Ray Mack, Sales Dir: David Wall. (Polybags only)

M & G Packaging (Essex) Ltd., 53 Pavilion Dr., Leigh-on-Sea, Essex, Tel (0702) 712-381, Mng. Dir.: M.H. Goldring. (Polybags only)

Musonic (UK) Ltd., Stylus House, 34-38 Verulam Rd., St. Albans, Herts. AL3 4DF Tel: (0727) 50611, Cable: MUSDNIC ST ALBANS Telex 28675, Mng Dir.: P.H. Blank, Sales Dir: B. Blank. (Polybags only)

Pinnacle Recs., 9 Dean St., London W1, Tel: (01) 734-4543 Telex 896141 Orpington, Chm. Terry Scully; Gen Mgr Tony Berry; Sales Mgr George Holloway (Polybags only)

Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 2PQ Tel (0533) 833-691 Chief Exec. T.H. Winfield (Polybags only)

Simon Stable Promos, 46 West End, Launton, Oxfordshire Tel (08692) 2831 Mng. Dir: Count S.C. de la Bedoyere, Gen Mgr.: Judy Doble, Sales Mgr.: Simon Stable (Shrinkwrap only)

Robert Stace & Co. Ltd., Chalkin Works, Longfield Rd., Tunbridge Wells, Kent Tel (0892) 24225, Telex: 95577, Chm & Mng Dir P.W. Barker, Ass't Mng Dir A.G. Long, Sales Dir: D. Brewer (Polybags only)

Tinsley-Robor Group Ltd., Churchhill Ind'l Estate, Lancing, Sussex BN15 8TX Tel: (09063) 5381, Telex: 877171, Mng Dir John Rose; Sales Dir Roy Joyner (Polybags only)

PROFESSIONAL TAPE SUPPLIES

A I (Cassette Tape) Ltd., 214 Bowes Rd., Southgate, London N11 Tel (01) 368-2309 (Importer)

Audio: TELEX Automatic 8 tr. changer

Amos of Exeter Ltd., Weircliffe Court, Exwick, Exeter, Devon EX4 2AG Tel (0392) 72 132 Cable AMDS EXETER Telex 42786 Mng Dir R E Amos.

Audio & Video: WEIRCLIFFE bulk tape erasers

Balantyne Advertising, 11 Talbot Square, London W2 Tel (01) 723 4439

Audio: Cassette labels

Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2 Tel (01) 221 5155

Audio: Cassette labels

Video: Cassette labels

Elie Jay (Prod'ns) Ltd., 97 Judd St., London WC1 Tel: (01) 388 5771 Mng Dir Jack Applebaum; Prod'n Mgr. Andrew Soppel; Prod'n Co-ord.: Paul Heeren.

Audio: Cassette labels

Video: Cassette labels

A C Farnell Ltd., Kenyon Ltd., Sheffield S1 4BD Tel: (0742) 78901

Audio: Bulk erasers

Format (Sussex) Ltd (div of Tinsley Robor Group), Jubilee Rd., Burgess Hill, Sussex Tel (0446) 45245

Audio: Cassette inlay cards

Golden Era Recs Ltd., 1099 A Finchley Rd., London NW11 Tel (01) 455-6620 Dir Bert Wilcox.

Audio: Cassette labels

K K Tape Servs., Norfolk Street Studio, Norfolk St., Worthing, Sussex BN11 4BB Tel (0903) 205053

Audio: Cassette labels

Lindsey's Colour Serv., 88 Teesdale St., London E2 Tel (01) 729 5462 Mng Dir Ray Mack, Sales Dir David Wall

Audio: Cassette labels

Video: Cassette labels

M H G Cassettes/Warm Recs., Daily Rd., Maybole, Ayrshire, Scotland KA19 7AX Tel (0655) 82200 Chm. Mary Harrison-Goudie, Gen. & Sales Mgr Rui de Castro

Audio: Cassette labels

Positive Mgmt, 17 Station Rd., London SE25 5AH Tel (01) 771 5777 Pres Steve Hutchins, Sales Mgr Dave Lucy

Audio: Cassette labels

Shalford Press Ltd., 85b Bradford St., Brantree, Essex, CM7 6AU Tel (0376) 21125 Pres R C Capon, Sales Mgr R A Capon

Audio: Cassette labels

Telex, see AT.

Tinsley-Robor Group Ltd., Churchhill Ind'l Estate, Lancing, Sussex BN15 8TX Tel (09063) 5381, Telex: 877171, Mng Dir John Rose, Sales Dir Roy Joyner.

Audio: Cassette labels & inlay cards

Video: Cartons & labels

Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL Tel (01) 205 2587 Partners Steve Lane, Trevor Benwell, John Wadley, Sec'y Steve Lane

Audio: Cassette labels

Weircliffe, see Amos of Exeter

James Yorke Ltd., Oak House, High St., Northleach, Gloucestershire GL54 3ET Tel (04516) 666 Telex 858623, 858393 Mng Dir James Scarlett, Sales Dir Peter Fanshawe

RECORD MANUFACTURING EQUIPMENT

Hand-Disc, see Metropolitan

Lened, see Professional Tape

Metropolitan Communications, 8A Frolgnal Gardens, London NW3 6UX Tel (01) 435-8803 Mng. Dir. Mark R F Hanau

Chief product: HAN-D DISC assembly machines, 10K & M11 welders

Musitech Ltd., 11 13 Temple End, High Wycombe, Bucks Tel (0494) 37526 Pres Roy Matthews.

Product: Complete pressing & plating plants

Professional Tape Mktg. Assocs Ltd., Cassette House, 57 Manor Park Cres cent, Edgware, Middx. Tel (01) 951-0488 Telex 945309 Mng Dir Ray Linton; Gen Mgr Roger Morley

Chief product: LENE D automatic presses

P & J. Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP Tel (01) 373-9509, (335) 330 0770 Technical Sales: Alan & Paul Sibert

Chief product: Optical automatic center press, eccentricity testing equipment (stampers & pressings), record stylus & groove inspection equipment, optical de-clicking unit, warp & centricity record tester w/digital display, stamper trimmer cuts 6"-14 1/2" diameter

TAPE, BLANK LOADED & BULK RAW

Ablex Ltd (sub of Decca Ltd.), Harcourt, Halesfield 14, Telford, Salop TF7 4QR Tel: (0252) 584131 Telex 356493, Mgr. Peter Banks (Blank only)

Audio: DECCA cassette

Audio: DECCA 1/2" VHS videocassette

Adastra Electronics Ltd., Cricklewood Trading Estate, Unit A22, Clarendon Rd., London NW2 1TU, Tel: (01) 452-6288 Cable WESTQUIP Mng. Dir Michael Leaver (Blank only)

Audio: SYNCASETTE cassettes, SYNCHRTAPE open reel

Agla Gevaert Ltd., 27 Great West Rd., Brentford, Middx TW8 9AX Tel (01) 560-2131 Cable ARTDVEG Telex 28154 Mng Dir R P Dickinson, Magnetic Prods Div Mgr W M May

Home office: Germany

Audio: Blank-2", 1" & 1/2" open reel, cassette, raw-1/4" cassette tape

Video: Blank-2" & 1" open reel, 1/2" U matic cassette, 1/2" Beta & VHS cassette.

Arwa Sales & Serv (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., London W3 0TH Tel (01) 993-1672 Telex 936239 Mng Dir S R Chorley, Sales Mgr D J Wright, Adv & Press Officer T D Spiro

Ampex Great Britain Ltd., Acree Rd., Reading, Berks, RG2 0QR Tel (0734) 85200 Cable: VIDEOTAPE Telex 847611 Gen Mgr John Cropps, Tape Sales Mgr Peter Goldsmith, Adv Mgr P. Vaughan

Audio: 2", 1", cassette, open reel

Video: 2" broadcast, 1" open reel, 1/2" U matic cassette, 1/2" Beta & VHS cassette

Audiogenic Ltd., 34-36 Crown St., Reading, Berks RG1 2SN Tel (0734) 595647 Dr Martin Maynard, Gen Mgr Mary Thomas, Sales Mgr Henry Smithson (Blank only)

Audio: Cassette

Audio Gold Int'l, see Contek

Audio Magnetics Inc. (UK) Ltd., 121 Loverock Rd., Reading, Berks RG3 1JZ Tel (0734) 598036 Telex 849113 Mng Dir Nigel W Bryden, UK Sales Mgr Hugh Smith

Audio: 8-tr. cassette, open reel

Audiopak/EMI, see Lee Eng

Audiosonic, see Cassette Developments.

Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA Tel (01) 749-2201 Cable CINEPRD Telex 892513 Mng Dir Eric R Bas tin, Sales Dir Nick Gillieron, Adv Mgr Monica Delaney (Blank only)

Audio: 1/2" open reel, cassette, NAB cartridge

Video: 1/2" U matic cassette, 1/2" Beta & VHS cassette

B A S F UK Ltd., 4 Fitzroy Square, London W1P 5AD Tel (01) 388 4200 Telex 28649 Div Mgr H C Pattinson, Prof Prods Mgr R M Hine (Blank only)

Audio: 2", 1", cassette, open reel

F. W D Bauch Ltd., 49 Theobald St., Boreham Wood, Herts Tel (01) 953 0091 Telex 27502 Mng Dir John Bauch, Sales Mgr Vaughan Waller, Press Officer David Neal. (Blank only)

Audio: REYDX 1/2" open reel

Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2B, Tel (01)

223 5955 Telex 917732 Dirs K H Bourke Borrowes, M Shepherd, B Parker.

Audio: Blank-cassette, raw-1/2" cassette tape

Harvey Buat, 84 Church St., London NW8, Tel (01) 724 3711, 723 1011 Pres A.H. Taub, Sales Mgr E M Taub (Raw only)

Audio: DDMAN MAGNETICS 1/2" cassette tape

C P H Video, see Star Video

Capitol see Thorn EMI

Captain Video, 665 Fulham Rd., London SW6 Tel (01) 736 7411 Telex 8953552 Dir Bruce Higham; Gen Mgr R Barkley Smith (Blank only)

Video: 1/2" VHS cassette

Cassette Chrome, see Simon Stable

Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ Tel (01) 940 8186 Telex 8813481 Gen. Mgr R E Underwood

Audio: AUDIODSONIC cassettes

Cassette Rec'g Co (UK) Ltd., Unit 2, Riverway, Harlow, Essex CM20 2DN Tel (0279) 39256, Mng Dir H.L. Collins; Gen. Mgr: Michael Newton, Mktg. Dir C J Sanford (Blank only)

Audio: Cassette

Certron, see Laitex

Cloud 9 Video, ISD, Stoggett Ln Simonswood, Liverpool L33 4YA Tel (051) 548 9690 Mng. Dir Mike Glasspole, Prod'n Dir Dave Roylance (Blank only)

Video: STUDIUD PLUS 1/2" U-matic & 1/2" Beta & VHS cassette

Contek Magnetics Ltd., 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ Tel (0483) 503222 Telex 859403 Mng Dir Gerald P Creagh, Comm'l Mgr Fred MacDonald

Audio: AUDIUD GDLN INT'L, CDNTECH UHE cassette

D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY Tel 49505 Owner E G Dowley

Audio: Blank-8 tr. cassette, raw-1/2" 8-tr tape, 1/2" cassette tape

Decca, see Ablex

Domain Magnetics, see Harvey Buat

Duplitate, 1/7 Harewood Ave, London NW1 6LE Tel (01) 724 3768/2497 Pres. B R Lambden, Sales Mgr R Jackson Moore

Audio: Raw-1/2" cassette tape

Video: Blank-1/2" Beta & VHS cassette (private label)

E P S-David Cavalier Ltd., 75 Holloway Rd., London N7 8JZ, Tel (01) 607 6059 Pres David Cavalier

Audio: Blank-YASHIMA cassettes, raw-1/2" YASHIMA cassette tape

Eagle Int'l, Precision Centre, Heather Park Dr, Wembley, Middx HA0 1SU Tel (01) 902-8832, Cable EAGLINT, Telex 922131 Mng Dir W M Row, Mktg Dir R Woolf

Audio: NEW INT'L cassette

Emtape, see Thorn EMI

Fidelipac, see SIS Rec'g

Fraser Peacock Assocs Ltd., 94 High St., Wimbledon Village, London SW19 5EG, Tel (01) 947 7551 Pres GF Peacock, Sales Mgr C Vipond (Blank only)

Audio: Cassette

Fuji, see Pysier

Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex Tel (0206) 77224 Mng Dir A.B. Golding, Dr D.P. Golding, Gen Mgr P Walsh, Sales Mgr. R.K. Golding. (Blank only)

Audio: 8 tr. cassette

Grampan Recs Ltd., Airport Ind'l Estate, Wick, Caithness, Scotland Tel (0955) 2787 Telex 75707 Dir J Johnston, Mgr John Hunter (Blank only)

Audio: Cassette

International Video Corp (UK) Ltd., 10 Portman Rd., Reading Berks RG3 1JR Tel (0734) 585421 Cable INTERVIDE Telex 847579

Video: 2" & 1" open reel

J S D Ents., 62 Berners St., London W1P 3AE Tel (01) 580 4720 Telex 261298 Chm J Stanley, Gen Mgr E J Widing

Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette

JVC (UK) Ltd., Eldonway Trading Estate 6/8, Prestley Way, Staples Corner London NW2 7AF Tel (01) 450-2621 Telex 923320 Chm & Joint Mng Dir Kurt Lowy, Sales Dir Gerald Barc (Blank only)

Video: 1/2" VHS cassette

Laitex & Co Ltd., Laitex House, 1 Canal St., Manchester M60 4AX Tel (061) 236 8186 Cable ALMIGHTY Telex 669431 Dirs RJ Muichand, K C Bhavnani (Blank only)

Audio: CERTRDN, MDNATDNE, WINTHRDNCS cassette

Lee Eng'g Ltd., Napier House, Bridge St., Walton on Thames Surrey KT12 1AP Tel Walton on Thames 43124 Cable LEETECH Telex 928475 Mng Dir Thomas Lee, Gen Mgr Chris Welsh, Sales Eng J Trevnor (Raw only)

Audio: AUDIOPAK/EMI 2", 1", 8 tr. cassette, open reel

Leeholme Audio Servs Ltd., 350 354 Lea Bridge Rd., Leyton, London E10 7LD Tel (01) 556 4748 Dirs Yvonne Holmes, Mike Kitson (Blank only)

Audio: Cassette

London Rec'g Co., 1099A Finchley Rd., London NW11 Tel (01) 455 6620 Chief Exec Herb Wilcox

Audio: Cassette, open reel

Magnex, see Pangbourne

Maylar, see Professional Tapes

Media Sound, see Metropolitan Communications

Memorex (UK) Ltd., Memorex House, 94 106 Church St Staines, Middx TW18 4XU Tel Staines 51488 Cable, MRXLDN Telex (851) 935013 Mng Dir M Kitching, Gen Mgr James W Dulgar, Sales Mgr L Gal ion (Blank only)

Audio: Cassette

Video: 1/2" Beta & VHS cassette

Metropolitan Communications, 8A Frolgnal Gardens, London NW3 6UX Tel (01) 435 8803 Mng Dir Mark R F Hanau, Sales Mgr R Hanau, Ad min A Lohmeyer (Blank only)

Audio: MEDIA SOUND cassette.

Monatone, see Laitex

Musonic (UK) Ltd., Stylus House, 34 38 Verulam Rd. St Albans, Herts AL3 4DF Tel (0727) 50611 Cable MUSDNIC ST ALBANS Telex 28675 Mng Dir P.H. Blank, Sales Dir B Blank

Audio: Blank-cassette, raw-1/2" cassette tape

National Panasonic (UK) Ltd., 300 318 Bath Rd., Slough, Berks SL1 6JB Tel (0753) 34522 Cable PANASDNIC Telex 847652 Mng Dir A Imura, Sales Mgr T Nishigaki, Adv Mgr P Hamblin (Blank only)

Branches: Falkirk, Strirlingshire, Scotland, Etna Rd Tel (0324) 20821 Reg'l Sales Mgr A Douglas-Hormant, Wakefield, Yorks., Don Pedro Ave Tel (0924) 890980 Reg'l Sales Mgr K Spencer

Video: PANASDNIC 1/2" U matic cassette, 1/2" VHS cassette 1/2" EIAJ open reel, 1/2" EIAJ cartridge

New Int'l, see Eagle

North East Audio Ltd., Simonside Works, South Shields, Tyne & Wear NE34

Future Film Developments (Allotrope Ltd.), 36/38 Lexington St., London W1R 3HR. Tel: (01) 437-1892. Cable: ALLOTROPE LONDON W1. Telex 21624 Dirs. C.S. Young, Tim Blackham; Sales Mgr. John Dent
Product: Tape—DOLBYNE head cleaners
 Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex. Tel: (0206) 77224 Mng Dir A.B. Golding, Dir. D.P. Golding, Gen. Mgr., P. Walsh, Sales Mgr. R.K. Golding
Product: Tape—carrying & storage cases, head cleaners, demagnetizers
 C. E. Hammond & Co. Ltd., 105/109 Oyster Ln., Byfleet, Surrey KT14 7JH. Tel: (09323) 51051 Telex: 262525. Mng. Dir.: Peter M. Hammond, Sales Mgr. Tony Smith; Co. Sec'y: Edgar A. Thomson.
Product: Record & Tape—storage cases.
 Hi-Fi Pro, 22/24 Buckingham Palace Rd., London SW1 Tel: (01) 834-9382 Telex 929679. Dir. Ms. M.H. Ling; Gen. Mgr.: Jeff Hill.
Product: Record—45 rpm adaptors, replacement styli. Tape—head cleaners, demagnetizers, leader & splicing tape.
 Highgate Acoustics, 38 Jamestown Rd., London NW1 7EJ. Tel: (01) 267-4936
Product: Record—replacement styli.
 Istead Audio Visual, 38 The Tything, Worcester. Tel: (0905) 29713. Telex. 335294.
Product: Tape—videocassette storage cabinets.
 JVC (UK) Ltd., Eldonwald Trading Estate 6/8, Priestley Way, Staples Corner, London NW2 7AF. Tel: (01) 450-2621. Telex: 923320. Chm. & Joint Mng. Dir. Kurt Lowy; Sales Dir. Gerald Banc
Product: Record—replacement styli.
 K T O Ltd., Unit 8, Wotton Rd., Kingsnorth Ind Estate, Ashford, Kent TN23 2H Tel: (0233) 24374. Mng Dir Terry Hutchings; Comm'l Mgr.: Frank Pearce
Product: Tape—carrying & storage cases (audio & video)
 Ktel Int'l (UK) Ltd., 620 Western Ave., London W3. Tel: (01) 992-8000. Telex 934195 Mng Dir Colin Ashby.
Product: Record & Tape—carrying & storage cases
 Known (UK) Ltd., 37 Churchill Way, Fleckney, Leics. Tel: (0533) 403331. Telex 342467 Dirs. C. T. Dunne, P. P. Jones.
Product: Record—carrying & storage cases, record care prods, turntable mats. Tape—carrying & storage cases (audio & video), head cleaners (audio & video), bulk erasers & demagnetizers (audio). Other—speaker stands.
 L G R Prods., 105 Eastern Esplanade, Southend-on-Sea, Essex Tel: (0702) 65695. Owner L.G. Raven.
Product: Carrying & storage cases
 Landmark (Precision Mouldings) Ltd., 2 Albion Way, Langford Rd., Biggles wade, Beds Tel: (0767) 314-231. Telex 23384. Mng. Dir David Ritchie, Works Dir Don Pearson, Prod'n Dir George Jardine.
Branch: Potters Bar, Herts., Denaway House, Darkes Ln.
Product: Tape—head cleaners, demagnetizers, cassette library cases
 Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: 43124 Cable: LEEETECH. Telex 928475. Mng. Dir. Thomas Lee, Gen Mgr. Chris Welsh; Sales Eng. J. Trevnor
Product: Tape—carrying & storage cases, head cleaners, demagnetizers, splicing tape.
 Leavers-Rich Equip. Ltd., Ltd., 319 Trinity Rd., Wandsworth, London SW18 3SL Tel: (01) 874-9054 Cable: LEEMAG. Telex: 923455
Product: Tape—bulk erasers (audio & video), demagnetizers (audio & video)
 Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX Tel: (01) 363-8238 Cable: LENNARD ENFIELD Mng. Dir. E.G. Lennard
Product: Record—carrying & storage cases, record care prods., 45 RPM adaptors, replacement styli, Tape—carrying & storage cases (audio & video), head cleaners (audio), leader & splicing tape (audio).
 Lentek Audio Ltd., Ind'l Estate, Edison Rd., St. Ives, Huntingdon, Cambs PE17 4LF. Tel: (0480) 62225. Telex: 32303. Dir. L.W. Schofield.
Product: Record—ENTRE replacement styli
 Lightning Recs & Video Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH Tel: (01) 969-7155/5255. Telex 927813. Cable: LARREC Mng. Dir Raymond Laren, A&R & Mktg Dir Keith Yershon; Dist'n & Jukebox Dir David Powell
Product: Record—carrying & storage cases, 45 rpm adaptors, Tape—carrying & storage cases, head cleaners (audio & video)
 Lervise Bndery, 9/12 Zennor Rd., London SW12. Tel: (01) 673-1216.
Product: Tape—videocassette slip cases
 Mity Prods Ltd., New Mansion House, 173/191 Wellington Rd. S., Stockport, Cheshire Tel: (061) 480-8142. Cable: POWMAR. Telex 667700
Product: Record—record care prods.: PIXALL cleaner; PERMOSTAT pre servative. Tape—VCR protective covers
 Musac (Scotland) Ltd., Baltic Chambers, 50 Wellington St., Glasgow, Scot land G2 6HJ Tel: (041) 221 1948. Mng Dir. Angus McDonald; Sales Mgr Douglas MacLeod
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli, Tape—carrying & storage cases, head cleaners (bulk erasers), demagnetizers, leader tape, splicing tape & equip (all audio & video)
 Muscace Ltd., Camberwell Ind'l Estate, Unit 6, Denmark Rd., London SE5 7EL (01) 737 0480 Mng Dir John Hardman; Prod'n Mgr. Martyn Ward
Product: Record—carrying & storage cases, record care prods., Tape—carrying & storage cases, head cleaners, demagnetizers.
 Musonic (UK) Ltd., Stylus House, 34-38 Verulam Rd., St. Albans, Herts. AL3 4DF Tel: (0727) 50611. Cable: MUSONIC ST ALBANS. Telex 28675 Mng Dir P.H. Blank, Sales Dir B. Blank.
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli, Tape—carrying & storage cases (audio & video), head cleaners (audio & video)
 Network Mktg Ltd., Middlesex House, 29-45 High St., Edgware, Middx HA8 7HH Tel: (01) 952 6225 Telex 261341. Sales Dir. B. Goldenberg.
Product: Record—record care prods. ALLSDP "wet" antistatic cleaner. Tape—ALLSDP head cleaners ("wet," non-abrasive type—audio & video)
 North East Audio Ltd., Simonside Works, South Shields Tyne & Wear NE34 9NX Tel: (0632) 566321 Mng Dir A.J. Hillwell; Gen. Mgr.: Tom Batey; Sales Mgr. Jim Farrer
Product: Tape—FERROGRAPH head demagnetizers, test tapes
 J. Osawa & Co (UK) Ltd., 10 Forge Court, Reading Rd., Yateley, Camberley, Surrey Tel: (0252) 875 919 Telex 858917 Bus Mgr L G Roberts
Product: Record—record care prods., turntable mats, replacement styli, Tape—head cleaners, demagnetizers, splicing tape (all audio)
 Osmabel Ltd., 46 Kenilworth Rd., Edgware, Middx. HA8 8YG Tel: 958-9314 Mng. Dir O Greenick
Product: Tape—bulk erasers, head demagnetizers
 P T T Developments Ltd., 52 The Matings, Stanstead Abbots, Herts SG12 8HG Tel: (0920) 870864
Product: Tape—carrying & storage cases (audio & video)
 Perostatik, see Cecil Watts
 Permostat, see Mity

Philps Electrical Ltd., City House, London Rd., Croydon Surrey Tel: (01) 689-2166. Telex: 946169.
Product: Tape—cassette head cleaning tape, leader & splicing tape
 Pinnacle Recs., 371/375 Kenning Ln., London SE11 Tel: (01) 582 2238 Telex: 896411 Orpington Chm Terry Scully, Gen Mgr. Tony Berry, Int'l: Newton Wells.
Product: Record—carrying & storage cases, record care prods., replace ment styli, Tape—head cleaners, demagnetizers
 Puaill, see Mity.
 Plastic Sales Leicester Ltd., 10/12 Darford Rd., Leicester LE2 7PQ Tel: (0533) 833691. Chief Exec. T.H. Winfield. Gen Mgr. Mrs. B.E. Flude
Product: Carrying & storage cases
 Pro-Bel Ltd., Terrace Rd., Binfield, Bracknell, Berks Tel: (0344) 56969 Telex 848314. Mng. Dir Derek Owen, Press Officer K Bryan
Product: Tape—ELCON MAGNETEK 2" & 1" tape cleaner/profiler
 Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066 Telex 55293 Chm David Hamilton Grant, Mng. Dir. Colin W. Marler
Product: Tape—head cleaners, splicing tape
 Purpac Plastics Ltd., 138 Miles Rd., Epsom, Surrey Tel: (03727) 21644. 40322 Telex 925207 Mng. Dir. J.M. Fuller, Sales Mgr. M.W. Pink
Product: Record & Tape—carrying & storage cases
 Pyral Magnetics Ltd., Courtlands Rd., Eastbourne, Sussex. Tel: (0323) 638965. Mng. Dir. Harry Hutchings. Sales Mgr. James Hutchings
Product: Tape—leader tape.
 Pysler Ltd., Fircroft Way, Edenbridge, Kent Tel: (0732) 864111 Telex 95527. Mng. Dir J.P. Tait, Sales Dir Malcolm Blockley
Product: Record—record care prods. SOUND GUARD record preserva tive; Tape—head cleaners & demagnetizers
 Quality Audio Supplies, Wollaton Rd., Beeston, Notts Tel: (0602) 256141
Product: Record—audio connecting leads
 Quality Plastic Supplies, 13 Summerstown, Wandsworth, London SW17 Tel: (01) 946-8388
Product: Tape—plastic video albums, protective cases for videocassette
 R I Audio, Kenick Rd., Penryn, Cornwall TR10 9DQ Tel: (0326) 27553 Cable: RHMICRON. Sales Dir A. Lee
Product: Record—record care prods
 Racal Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ Tel: (0293) 34982 Cable CASSETTES CRAWLEY Telex 87651 Mng Dir O.S. Woman; Gen Sales Mgr. John Rooke; A/V Sales Mgr. Eric Mould.
Product: Tape—head cleaners, leader tape
 Revox, see F.W.O. Bauch.
 Riverside Ltd., 107 High St., Evesham, Worcs Tel: (0386) 47766 Contact Harry Dixon.
Product: Record—carrying & storage cases
 Ross Electronics, 49/53 Pancras Rd., London NW1 2QB Tel: (01) 278 6371 Cable: ROSSILECT Telex 22747 Pres. Ross I L. Marks, Gen & Sales Mgr.: A.C. Murphy.
Product: Record—record care prods., Tape—head cleaners (audio & video), bulk erasers (audio & video), demagnetizers (audio), splicing tape & equip. (audio).
 Scenic Sounds Equip. Ltd., 97 99 Dean St., London W1V 5RA. Tel: (01) 734 2812. Telex: 27939.
Product: Tape—EDITALL, XEOIT splicing & editing equip.
 Sculthorp Plastics Ltd., 248 Walton Rd., East Molesey, Surrey. Tel: (01) 941 2929. Mng. Dir. R.H. Sculthorp; Gen Mgr. J. Poinon, Sales Mgr. Miss M. Winter; Export Mgr., Mrs. A. Wade
Product: Carrying & storage cases
 Securette Ltd., Bluebridge Ind'l Estate, 5 First Ave., Halstead, Essex CO9 2EX Tel: (0787) 475912 Mng Dir Bruce J. Samson, Oir Mary B Radcliffe.
Product: Tape—storage cases
 P & J Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP Tel: (01) 373-9509. Technical Sales: Alan & Paul Sibert
Product: Record—stylus inspection equip., Tape—head inspection equip
 Solomon & Peres Ltd., 120 Coach Rd., Templetrick, Ballyclare, Co. An trim, Northern Ireland BT39 0HB. Tel: (08494) 32711 Telex: 74293 Mng. Dir. Mervyn A. Solomon, Gen Mgr. Les Paterson, Rec./Tape Mgr. Michael H. Ross, Sales Mgr. Noel A. Spiller
Product: Record—record care prods., replacement styli, Tape—head cleaners, demagnetizers
 Sound Guard, see Pysler
 Soundmaster Ltd./Record Housing, 17 a Newnham Rd., London N22 Tel: (01) 888-7487, 807 1661 Telex 922488 Pres. N. Field, Sales Mgr M. Field.
Product: Record—carrying & storage cases, record care prods. Tape—carrying & storage cases, Other—audio furniture
 Stanton, see Wilmax.
 Superflex, see Edwards
 T D K Tape Ost (UK) Ltd., 341 Brighton Rd., South Croydon Surrey CR2 6EQ Tel: (01) 688-7372 Telex 946727 Mng. Dir J.C. Buchan, Sales Mgr. Derek Huthwaite
Product: Tape—head cleaners, demagnetizers
 Thorn EMI Tape Ltd., Alma Rd., Windsor, Berks SL4 3JA Tel: (07535) Wind sor 59171 Telex 847241. Mng. Dir E.A. Naef, Sales Mgr. P. Solitt, Mktg. Mgr. M.W. Cross
Product: Record—EMI AUDIOCARE record care prods., turntable mats. Tape—EMI AUDIOCARE head cleaners, leader & splicing tape
 3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks RG12 1JU Tel: (0344) 26726 Telex 849371. Mng. Dir. Donn Osmon, Div Dir P.G. Hutchings, Sales & Mktg Mgr. C. Hobbs, Mktg Co-Ord. P.A. Stockwell Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegal Square S. Tel: (0232) 42811. 42926—Birmingham B3 3EL, Edmond House, 12-22 Newhall St Tel: (021) 236-5077—Glasgow G4 6AY, Scotland, 3M House, 9 Canal St Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd., Penge Tel: (01) 659-2323- Manchester M15 4PA, 3M House, 28 Great Jackson St Tel: (061)236 8500
Product: Record—turntable mats. Tape—head cleaners, leader & splicing tape
 V O R Int'l, Unit 16F, Randles Rd., Knowsley, Merseyside L34 9EZ Tel: (051) 548-7400 Telex 627791 Mng. Dir. Jim Thornton
Product: Record—DISCLEANER, VAC O-REC record care prods
 Vac-O-Rec, see VOR
 Videoflex, see Edwards
 Cecil E. Watts Ltd., Darby House, Lower Hampton Rd., Sunbury on Thames, Middx Tel: Sunbury 83252 Cable DUSTBUG Telex 27750 Mng. Dir Mrs. A.H. Watts, Gen. Mgr. O.W. Luxford-Watts, Sales Mgr. Mrs. S.A.C. Luxford-Watts
Product: Record—record care prods
 West 4 Tapes & Recs., 169 Chiswick High Rd., London W4 2OR Tel: (01) 994-5879. Pres. Kenneth G. Roe, Sales Mgr. Cheryl Weisman
Product: Record—protective record sleeves

Wilmax Ltd., Compton House, New Malden, Surrey KT3 4DE Tel: (01) 949 2545
Product: Record—STANTON replacement styli
 World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066 Telex 55293 Chm & Chief Exec. David Hamilton Grant, Mng. Dir. Colin W. Marler
Product: Tape—head cleaners (audio), bulk erasers (audio & video), de magnetizers (audio & video) splicing tape & equip (audio & video)
 Wynd Up Recs Ltd. Greengate Ln., Prestwich, Manchester Tel: (061) 798 9252/0533 Mng Dir Colin Reilly, Gen Mgr & Dist'n Dir B. Patchell, Sales Dir L.J. O'Meara Accessories Div., 14 Birch Ln., Longsight, Man chester Tel: (061) 224 2823
Branch: Glasgow, Scotland, Tradeston Ind'l Estate 7 Kilmire PI Tel: (041) 429 5155
Product: Record—carrying & storage cases record care prods., 45 rpm adaptors, replacement styli, Tape—head cleaners, demagnetizers, leader & splicing tape
 Xanadu Constructional & Mechanical Eng's., 79 Fitzneal St., East Acton, Lon don W12 Tel: (01) 743 3402 Mng Dir Paul Gadd, Co Dir & Sales Mgr. Don Arden, Gen Mgr. Jeff Lynne
Product: Record—45 rpm adaptors, replacement styli
 Xedit, see Scenic Sounds
 Xstatic, see Cecil Watts
 M Young & Co., Industrial Estate, Southgate Ave., Mildenhall Suffolk IP28 7AT Tel: Mildenhall 712553 Partner M Young
Product: Record—polythene lined covers, master bags, cardboard record covers, Tape—cassette master bags
 Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 8RL Tel: (01) 399 0966 Cable ZEEPA SURBITON. Telex 929679 Mng Dir W. Ling
Product: Record—record care prods., turntable mats, 45 RPM adaptors, replacement styli, Tape—head cleaners, bulk erasers, demagnetizers, splicing tape & equip
 Zerostat Components Ltd., Burrel Road Ind'l Estate, St. Ives, Huntingdon, Cambs. Tel: (0480) 62225 Telex 32303 Dir R.F. Wooley
Product: Record—turntable mats, record care prods DISCWASHER cleaning system, stylus cleaner, ZEROSTAT antistatic pistol

• store fixtures

Alfa Display & Design, 28 Beechwood, Fordingbridge, Hants LP6 1DB Tel: (0425) 53943
Product: Record & tape browser boxes, record & tape display racks
 Amazing Exhibitionists Ltd., 39a Mottingham Rd., London SE9 Tel: (01) 851 9324 Telex 21792 Dirs. Lawrence Miller, Janet Lamport, Alex For bes.
Product: Browser boxes, display racks, divider cards
 Arjay Shopfitters Ltd., 54 Lower Marsh Ln., Kingston-upon-Thames, Surrey KT1 3BJ. Tel: (01) 390-2101 Chief Exec. P.E. Champion, Sales Mgr.: R.J. Jarrett
Product: Browser boxes, display racks.
 Ateka Tape Racks, 23 Station Rd Ind'l Estate, Hainham, East Sussex BN27 2ER Tel: (0323) 843191 Mng. Dir G.J. Willamowski, Sales Mgr. R.M. Tarrant
Product: Disk & tape (audio & video) display racks.
 Ballantine Advertising Ltd., 11 Talbot Square, London W2 Tel: (01) 723 4439.
Product: Record divider cards.
 Biabel, 3 Speedwell Close, Chindersford Ind'l Estate, Eastleigh, Hants. Tel: (04215) 63434 Gen Mgr & Mktg Dir Malcolm Paton, Sales Mgr. Martin Bennett
Product: Browser boxes, display racks, divider cards
 Broomhall Joinery Co. Ltd., 222 High St., Uxbridge, Middx. Tel: 37311 Mng. Dir. S.J. Hurley, Gen. Mgr.: R.F. Allen
Product: Record browser boxes, record display racks.
 Chess Creative Servs. Ltd., 14A Shoultham St., London W1. Tel: (01) 723 8233. Partners A. Smith, P.J. Lacy
Product: Browser boxes, display racks, divider cards.
 Cintron Group, Grove House, 551 London Rd., Isetworth, Middx. TW7 4OS Tel: (01) 568-0131. Telex: 935054
Product: Disk display racks & security systems (video)
 Decor Shopfitting Servs. Ltd., Horton Bank Top Mills, Cooper Ln., Bradford. Tel: 76109
Branch: Cupar, Fife, Scotland, G. Walker Audio, The Studio, South Bridge, Tel: 2400
 Film & Television Prod'n Servs., Pinewood Studios, Iver Heath, Bucks.
Product: Tape display racks.
 Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland Tel: (0574) 3015. Telex 747386. Mng. Dir. C. Rumble
Product: Tape display racks
 Format (Sussex) Ltd., Jubilee Rd., Burgess Hill, Sussex Tel: (04446) 45245 Telex: 87322 Mng. Dir Ted Light
Product: Record & tape (audio & video) browser boxes.
 Gray & Butt Ltd., 45 King St., Stanford-Le-Hope, Essex. Tel: (03756) 3041 Sales Dir Peter Butt, Gen. Mgr. Russell Butt
Product: Browser boxes, display racks.
 E Hannibal & Co. Ltd., Pinfold Rd., Thuramston, Leicester Tel: (0533) 695413. Telex: 34627. Mng. Dir. Chris Hetherington, Ass't Mng. Dir. Roger Stewart, Music Div Sales Dir Derek Oughton.
Product: Browser boxes, divider cards
 Howards Silk Screen (Slough) Ltd. (div. of Tinsley-Robor Group), Albion Close, Petersfield Ave., Slough, Berks. Tel: (0753) 31442.
Product: Point of purchase materials
 Hunt-Leigh Co. Ltd., Unit C14, Menn Works, Bond Rd., Mitcham, Surrey. Tel: (01) 640 7408
Product: Divider cards.
 Jubilee Graphics, 101 Wardour St., London W1. Tel: (01) 437-8572.
Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) divider cards
 S Kemper Ltd., 498 Honeyopt Ln., Stanmore, Middx. HA7 1JZ. Tel: (01) 952-5262. Telex: 21400 Sales Dir Paul R.S. Rogers, Sales Mgr. Aidan Coles
Product: Record & tape (audio & video) security systems.
 Lightning Recs & Video Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH Tel: (01) 969 7155/5255 Telex 927813. Cable: LARREC Mng. Dir. Raymond Laren, A&R & Mktg Dir: Keith Yershon, Dist'n & Jukebox Dir. David Powell
Product: Record display racks, browser boxes, divider cards.
 Lugton & Co. Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB Tel: (01) 348 8211/9129 Mng. Dir: Walter Ficker, Sales Mgr. Roger Cornwell.
Product: Disk display racks
 Metropolitan Communications, 8a Frogna Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir: Mark R.F. Hanau; Sales Mgr.: R. Hanau; Admn.: A. Lohmeyer.

Product: Audio sampler.

Musonic (UK) Ltd., Stylus House, 34-38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0272) 50611. Cable: MUSDNIC ST ALBANS. Telex: 28675. Mng. Dir.: P.H. Blank; Sales Dir.: B. Blank.

Product: Disk & Tape browser boxes, display racks & divider cards.

Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 7PQ. Tel: (0533) 833691. Chief Exec.: T.H. Winfield. Gen. Mgr.: Mrs. B.E. Flude.

Product: Record & tape divider cards.

Realhealth Ltd., 15/23 Porteus Rd., London W2. Tel: (01) 723-8495. Dir.: Bryan Whitman.

Product: Browser boxes, display racks, divider cards.

Royco Designs Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Telex: 747386.

Int'l branch: Canada

Product: SPACE SAVER tape display racks for 8-tr. cassette, & videocassette.

Securette Ltd., Bluebridge Ind'l Estate, 5 First Ave., Hatfield, Essex CO9 2EX. Tel: (0278) 475912. Mng. Dir.: Bruce J. Samson, Dir.: Mary B. Radcliffe.

Product: Record & tape display racks, record divider cards, tape security systems.

Securvision Ltd., Securvision House, Scholes Ln., Prestwich, Manchester. Tel: (061) 798-9525, (01) 202-0102.

Product: Security Systems (closed circuit TV).

Space Saver, see Royco.

T D K Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 688-7372. Telex: 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwate.

Product: Display racks.

Tinsley-Robor Group Ltd., Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. Telex: 871711. Mng. Dir.: John Rose; Sales Dir.: Roy Joyner.

Product: Disk & tape browser boxes, disk & tape divider cards.

Trade Distributors Northern, 400 Great Horton Rd., Bradford, West Yorks. Tel: (0274) 76809.

Product: Browser Boxes.

World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NI. Tel: (0532) 706066. Telex: 55293. Chm. & Chief Exec.: David Hamilton Grant; Mng. Dir.: Colin W. Marler.

Product: Video browser boxes.

Wynd-Up Recs. Ltd., Greengate Ln., Prestwich, Manchester. Tel: (061) 798-9252/0533. Mng. Dir.: Colin Reilly; Gen. Mgr. & Dist'n Dir.: B. Patchett; Sales Dir.: L.J. D'Meara. Accessories Div., 14 Birch Ln., Longsight, Manchester. Tel: (061) 224-2823.

Branch: Glasgow, Scotland, Tradeston Ind'l Estate, 7 Kilbirnie Pl. Tel: (041) 429-5155.

Product: Browser boxes, display racks, divider cards.

• **Jukebox title strips**

Lightning Recs. & Video Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-7155/5255. Telex: 927813. Cable: LARREC. Mng. Dir.: Raymond Laren.

• **promotional merchandising aids**

The following is a list of companies involved in the manufacturing of items promoting the music industry and/or its artists.

Anabas Posters, Chesham Close Ind'l Estate, Cedar Rd., Romford, Essex RM7 7EX. Tel: Romford 21318. Telex: 995701.

Product: Posters, photographs.

Apollo Tour Mktg., Basement Studio, 33 Norton Rd., Hove, Brighton BN3 3BF. Tel: (0273) 720297. (01) 589-5023. Chief Exec.: Fernando Valverde. Gen. Mgr.: Eleanor Leonard; Sales Mgr.: Steve Jones; European Sales Mgr.: L. Tucker.

Product: Posters, T-shirts, patches, buttons & badges, photos, ties.

Badge Sales, 83 Berwick St., London W1V 3PJ. Tel: (01) 734-1125. Mng. Dir.: William Smith; Gen. Mgr.: Oscar Zanetto.

Product: Belt buckles, t-shirts, keychains, patches, buttons & badges, crystal brooches.

Ballantime Advertising, 11 Talbot Square, London W2. Tel: (01) 723-4439.

Product: Posters, T-shirts.

Chess Creative Servs. Ltd., 14A Shouddham St., London W1. Tel: (01) 723-8233. Partners: A. Smith, P.J. Lacy.

Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155.

Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

Dazzlebourne Ltd., 41-B Blenheim Crescent, London W11 2EF. Tel: (01) 727-0734. Mng. Dir.: Harry T. Murlowski.

Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

Evisly Yours Ltd., 23/24 Easton St., London WC1. Tel: (01) 278-0103. Mng. Dir.: Sid Shaw; Gen. & Sales Mgr.: Paul Jardine; PR: David Griffiths.

Product: Posters, belt buckles, T-shirts, keychains, patches.

Fan Club Centre, 33 Norton Rd., Basement Studio, Hove, Brighton BN3 3BF. Tel: (0273) 720297. Pres.: Fernando Valverde.

Product: Posters, T-shirts, patches, printed ties, photos, stamps.

Format (Sussex) Ltd., Jubilee Rd., Burgess Hill, Sussex. Tel: (04446) 45245. Telex: 87322. Mng. Dir.: Ted Light.

Product: Posters.

Front Line Mktg., 5 Ginderhills Rd., Holmfirth, West Yorks. Tel: (048489) 6892. Mng. Dir.: John Piper, Geoff Dolding.

Product: T-shirts, keychains, patches, badges.

Goldcrest (Adhesive) Prods. Ltd., Telford Rd., Bicester, Oxfordshire OX6 0QB. Tel: (08692) 43201. Telex: 83391.

Product: Posters.

John Harwood-Bee Assocs., The Folly, Folly Island, Hertford, Herts. SG14 1QD. Tel: (0922) 551233. Telex: 817861. Mng. Dir.: John Harwood-Bee; Sales Mgr.: Chris Palmer.

Product: Posters, T-shirts, jackets, keychains, buttons & badges, promo. giveaways to order.

Howards Printers (Slough) Ltd., Mill St., Slough. Tel: (0753) 32271.

Product: Posters.

Jubilee Graphics, 101 Wardour St., London W1. Tel: (01) 437-8572.

Product: Posters, T-shirts, jackets.

Lindsey's Colour Serv., 88 Teesdale St., London E2. Tel: (01) 729-5462. Mng. Dir.: Ray Mack; Sales Dir.: David Wall.

Product: Posters, T-shirts, patches, jackets, badges.

Mercer Servs./Razamat, 40-42 Church St., Burnley, Lancs. BB11 2DL. Tel: (0282) 53046, 56156, 55731.

Product: Patches.

Mobile Mtdg. Co., No. 1 Wharf, Shad Thames, London SE1 2NH. Tel: (01) 407-5116. Telex: 883217. Sales Dir.: Brian C. Wilson.

Product: T-shirts, sweatshirts.

Pin Badge Co., PO Box 22, Banbury Tel: (0295) 57321. Telex: 837424. Chief Exec.: G. Pearson.

Product: Button & badges.

Porter & Pocock Assocs. Ltd., 72 Westfields Ave., London SW13 0AU. Tel: (01) 878-4366/2595. Mng. Dir.: R. Alexander Porter.

Product: Posters, belt buckles, T-shirts, jackets, hats/caps, keychains, patches, buttons & badges.

Positive Mgmt., 17 Station Rd., London SE25 5AH. Tel: (01) 771-5777. Pres.: Steve Hutchings; Gen. Mgr.: Dave Lucy; Sales Mgr.: Pat Renham.

Product: Posters, belt buckles, T-shirts, hats/caps, jackets, keychains, patches, buttons & badges.

Ross Electronics, 49/53 Pancras Rd., London NW1 2QB. Tel: (01) 278-6371. Cable: ROSSILECT. Telex: 22747. Pres.: Ross I.L. Marks; Sales Mgr.: A.C. Murphy.

Product: Posters.

Scandevor Ltd., 3 Armadale Rd., Feltham, Middx. Tel: (01) 890-8174. Telex: 934367. Mng. Dir.: Lennart Groth; Sales & Mktg. Mgr.: Peter Winship.

Product: Posters, badges.

Templering Ltd., 29 Wates Way, Mitcham, Surrey. Tel: (01) 640-3025. Sales Mgr.: Henry Dyson.

Product: Posters.

Tinsley-Robor Group Ltd., Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. Telex: 871711. Mng. Dir.: John Rose; Sales Dir.: Roy Joyner.

Product: Posters.

Windsong Rec. Exports Ltd., St. Edmunds Church, Cornwall Rd., Croydon, Surrey. Tel: (01) 688-6836. Telex: 896218. Dir. Mgr.: Steve Mason; Gen. Mgr.: Mike Chapman; Sales Mgr.: Sean Sullivan.

Product: Belt buckles, T-shirts, keychains, patches, jackets, badges.

Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 8RL. Tel: (01) 399-0966. Cable: ZEEPA SURBITON. Telex: 929679. Pres.: W. Ling.

Product: Posters, t-shirts.

URUGUAY

Population: 3,000,000.

Rate of exchange: \$1 (US) = 12.40 new pesos.

Per capita income: \$1,074.

Holidays: January 1, January 6 (Holy Kings' Day), February (Monday & Tuesday of Carnival), March-April (Holy or Tourism Week), April 19 (Landing of the 33), May 1 (Workers Day), May 18 (Battle of Las Piedras), June 19 (Birthday of Artigas), July 18 (First Constitution Day), August 25 (Independence Day), October 12 (Columbus Day), November 2 (All Souls Day), December 8 (Blessing of the Waters), December 25.

RECORDS:

Records sold domestically (retail value): LP's 1980-314,572 units, \$2,516,576; Classical LP's 1980-11,932 units, \$107,388. Singles & EP's 1980-35,429 units, \$106,287.

Records exported to USA (factory value, FOB): 1979-\$87,392

Records exported to countries other than USA (factory value, FOB): 1979-\$85,600.

Average retail price per record: Pop LP's-\$8.00; Classical LP's-\$9.00; singles-\$3.00.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer, with a 30% markup. Large manufacturers own retail shops, which sell product from all companies. The month of June has many specially promoted discount sales of up to 50%. In 1981, pre-recorded cassettes were included in this sale for the first time. Most retailers keep a permanent discount desk.

Type of promotion: Manufacturers send free samples to disk jockeys and newspaper commentators, as well as to large Montevideo discotheques. Product advertising is not extremely important but does appear on radio, television and also in "Hit," a free monthly magazine with commentaries on new releases and information about artists. Major companies produce 5-minute promotional radio programs.

TAPE:

Market: Sales in units is almost equal to that of LP's, resulting in releasing of only cassettes for many titles.

Pre-recorded tape sold domestically including imports: Cassette 1980-295,204 units, \$2,656,836.

Average retail price per tape: Cassette-\$9.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios-376,000 (99%), AM/FM-194,000 (51%); television sets-b&w 354,000 (93%), color 10,000 (3%).

RADIO STATIONS:

No. of commercial 88 (85 AM, 3 FM); no. of government 5 (4 AM, 1 FM)

Comment: International pop music predominates on commercial stations. In Montevideo, two AM and two FM stations program almost exclusively English-sung songs, the others mainly present Spanish-sung product, but they also include Anglo-American hits. "Tropical," local and Latin American folk, tango, Brazilian and jazz are found on special disk jockey programs.

TELEVISION STATIONS:

No. of channels 19: 18 commercial, 1 government.

Comment: TV stations keep a daily eight-hour programming schedule. Almost all programs are foreign-produced films and serials, mainly from Argentina and the US. International pop music, through films, and local folk and "Tropical," as well as sports (basketball, soccer) do not have a significant percentage of the programming time.

IMPORT/EXPORT REGULATIONS:

The government's liberal policy toward import taxes has resulted in an increase of imports of all kinds, including records and pre-recorded cassettes, especially from the US and Europe. Also LP and cassette covers are being imported from the US, Brazil, and Argentina by some local producers.

MARKET ANALYSIS:

The dramatic decline in record sales, which forced APSA's pressing plant to close has greatly concerned the industry, and this situation is aggravated by the growth of pre-recorded cassette sales.

• **record & tape manufacturers / distributors / importers**

A P S A (American Prods. SA) (IFPI), Av. Italia 4230, Montevideo. Tel: 59-42. 17. Dir.: David Weigert, Gen. Mgr.: Norman Arlin; Sales Mgrs.: Eduardo Castro, Mario Vera; A&R Mgr.: Carlos Dumperier.

Labels: (Owned) Citrus, (Licensed) Alibon (UK), Backstreet (USA), Barclay (France), Can't Stop (USA), Chrysalis (UK), Ensign (UK), Grunt (USA), Hansa (Germany), Harem (USA), It (Italy), MCA (USA), Millennium (USA), Polar (Sweden), RCA (worldwide), Riviera (France), Salsoul (USA), Sigla (Brazil), 20th Century-Fox (USA), Vanilla (Italy), Windsong (USA).

Int'l rep.: Worldwide (RCA Int'l).

Ayu, see Tacuabe.

Clave (EMSA) (IFPI), La Paz 2243, Montevideo. Tel: 4-5065, 41-4020. Cable: CLALIM. Mng. Dir.: Leon Jurburg.

Labels: (Owned) Clave; (Licensed) Decca (UK), Discomoda (Venezuela), London (USA), Seeco (USA), Threshold (UK), Trova (Argentina), WEA group.

Daisy, see EDISA.

EDISA (IFPI), Nueva York 1176, Montevideo. Tel: 91-60-74. Cable: EDIGRAF. Telex: 901. Pres. & Mng. Dir.: Ricardo Goscia Zamalvide; A&R Mgr.: Alberto Bosca.

Labels: (Owned) Daisy; (Licensed foreign) Charisma (UK), DGG (Germany), Fontana (worldwide), H&L (USA), MGM (USA), Microton (Argentina), PolyGram (worldwide), RSD (UK), Rocket (UK)

Ricardo & Rodolfo Goscia, see Palacio de la Musica.

Macondo Ltda., Ituzango 1324, Escritorio 203, Montevideo. Tel: 90-03-37. Pres.: Luis Orlando Dnel Hidalgo; Gen. Mgr.: Luis Orlando Dnel Rivezico; Promo. Werther Brito, Eduardo Riberio.

Label: (Owned) Macondo.

Maloa Recs Ltd., Carlos Roilo 1476, Montevideo. Tel: 49-8944. Mng. Dir.: Graciela Egues de Silva; Admin. Dir.: Mario Lopez Azagra; A&R Dir.: Alberto Trunfo.

Labels: (Owned) Maloa; (Licensed) Arlon (Argentina), Cabal (Argentina), Chantecler (Brazil), Martin Meyer (Argentina), Tennessee (Argentina), Drleo, see Palacio.

Palacio de la Musica Ricardo & Rodolfo Goscia SA (IFPI), Av. 18 de Julio 1100, Montevideo. Tel: 90-01-13/48-25/84-31, 91-74-40/65-85, 98-61-21. Cable: GIDSPIAND. Telex: 901. Pres.: Rodolfo Mario Goscia.

Labels: (Owned) Drleo; (Licensed) Angel (UK), Apple (UK), Capitol (USA), Delphine (France), EMI group (UK), Hispavox (Spain), Magnet (UK), Pampa (Argentina), Private Stock (UK), Tonodisc (Argentina), United Artists (USA).

Palma, see Tacuabe.

Renew Variety Recs. SA, Av. 18 de Julio 1224, 2nd fl., Montevideo. Tel: 98-56-89, 91-21-82. Cable: MDNETCARLDV. Dirs.: Hugo & Daniel Romay Salvo; Gen. Mgr.: Cr. Pedro Mino, Sales Mgr.: Ernesto Averbug; A&R Dir.: Alfredo Leiros.

Labels: (Owned) Renew Variety, (Licensed) ATC (Argentina), Ariola (worldwide), Basart (Netherlands), Chantecler (Brazil), Continental (Brazil), Infopesa (Peru), K-Tel (USA), Ri-Fi (Italy), Zafiro-Novola (Spain).

Renvar SA, Ayda, 18 de Julio 1224, 2nd fl., Montevideo 2253. Tel: 23-45-91, 20-08-06. Telex: 834. Dir. Gen.: Daniel Romay Salvo; Gen. Mgr.: Cr. Pedro Mino; Artistic Dir.: Alfredo Leiros.

Labels: (Licensed) ATC (Argentina), Ariola (Spain), Continental (Brazil), Interdisc (Argentina), K-Tel (USA), Zafiro (Spain).

Sondor SA (IFPI), Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SDN-DORADA. Telex: 6474. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria, Gen. Mgr.: Enrique Abal Dliu; Sales Mgr.: Omar Montano.

Labels: (Owned) Sondor; (Licensed) A&M, CBS Int'l (USA), Disc Jockey (Argentina), Durum (Italy), Epic (USA), Music Hall (Argentina), Sazam (Argentina), Surco (Argentina), Telefunken (Germany).

Int'l rep.: Worldwide (CBS).

Tacuabe SRL (Eds.), Casilla de Correo 1342, Montevideo. Artistic Dir.: Carlos da Silveira; Gen. Mgr.: Ruben Diener.

Labels: (Owned) Ayu, Palma, Tacuabe, (Licensed) Cornamusa (Argentina), Moshe Naim (France), Tacape (Brazil), Tarka (Argentina).

Int'l rep.: Brazil (Tacape).

• **music publishers**

Circle Line Eds. Int'les, Cooper 2101, Montevideo. Tel: 39-6475. Gen. Dir.: J. Diszevich; Fred; Gen. Mgr.: Mario Grandal.

Tacuabe SRL (Eds.) (AGADU), Casilla de Correo 1342, Montevideo. Artistic Dir.: Fernando Condon.

Tacuara Ltda., Nicaragua 1478, Montevideo. Tel: 29-7530. Cable: SDNDD-RADA. Telex: 6474. Pres.: Enrique Abal Dliu.

• **services ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Asociacion de Educadores Musicales, Pablo de Maria 1561, Montevideo. Tel: 41-45-65. Pres.: Nilda Gonzalez Genta.

Asociacion Estudiantes de Musica (AEMUS), Colonia 1065, Montevideo. Pres.: Zulma Harambure; VP: Enrique Visca; Sec'y: Susana Prunes.

Asociacion Uruguaya de Musicos, Maldonado 983, Montevideo. Tel: 98-73-70. Pres.: Roberto Garcia Devita; Sec'y: Jorge Delgado; Treas.: Cervantes Acosta.

Camara Uruguaya del Disco, Canelones 1974, Montevideo. Tel: 4-30-52. Pres.: Norman Arlin; VP: Ricardo Goscia Zamalvide; Exec. Sec'y: Dir. Pinno Borggio; Sec'y: Juan Carlos Garcia Treas.: Enrique Abal.

Centro Cultural de Musica, Av. 18 de Julio 1006, 6th fl., Montevideo. Juventudes Musicales del Uruguay, Rio Negro 1228, Montevideo. Tel: 90-55-75. Pres.: Hugo Balzo; Sec'y: Maria Tania Siver.

Sociedad Uruguaya de Interpretes (SUIE), Canelones 1090, Montevideo. Pres.: Orlando Romanelli; VP: Rogelio Coll; Sec'y: Jose Maria Lorenzo; Treas.: Guillermo Aguirre.

Sociedad Uruguaya de Musica Contemporanea, Casilla de Correo 1328, Montevideo. Pres.: Hector A. Tosar; Sec'y: Coriun Aharonian.

LICENSING ORGANIZATION, MUSIC

A G A D U (Asociacion Gen. de Autores del Uruguay) Canelones 1130, Montevideo. Tel: 90-31-88. Pres.: Antonio Italiano; Gen. Mgr.: Rodolfo M. Co-sentino. Sec'y: Luis Eduardo Echegoncelay. (Mechanical & performing rights).

PLATING, PROCESSING & PRESSING PLANTS

Clave (EMSA), La Paz 2243, Montevideo. Tel: 4-5065, 41-4020. Cable: CLALIM. Mng. Dir.: Leon Jurburg.

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Viduar.

Sondor SA, Nicaragua 1478, Montevideo. Tel 29-75-30. Cable. SONDO RADA. Pres.: Enrique Abal Salvo; VP Pablo Echevarria, Gen Mgr Enrique Abal Oñu, Sales Mgr Omar Montano

RECORD PROMOTION

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel 95-35-53, 95-32 02. Telex 737. Pres & Gen Mgr Jorge de Artega, Sales Mgr Frido Leib

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel 90-51-75, 90-63 80. Rec Ind Serv. Mgr: Israel Garcia Aturaola

TAPE CUSTOM DUPLICATORS

Clave (IEMSA), La Paz 2243, Montevideo. Tel 4-5065, 41-4020 Cable CLA LIM. Mng Dir Leon Jurburg

Audio: Cassette

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel 91-60-74. Telex: 901. Pres. Jose Pedro Lopez Vidaur

Audio: Cassette

Sondor SA, Nicaragua 1478, Montevideo. Tel 29-75-30. Cable. SONDO RADA. Pres.: Enrique Abal Salvo; VP Pablo Echevarria; Gen Mgr Enrique Abal Oñu, Sales Mgr Omar Montano

Audio: Cassette

• supplies

TAPE, BLANK LOAEO

A P S A (American Prods. SA), Av. Italia 4230, Montevideo. Tel 59-42-17 Dir.: David Webrat; Gen. Mgr.: Norman Arlin; Sales Mgrs.: Eduardo Castro, David Vera

Audio: Cassette

Sondor SA, Nicaragua 1478, Montevideo. Tel 29-75-30. Cable. SONDO RADA. Pres.: Enrique Abal Salvo; VP Pablo Echevarria; Gen Mgr Enrique Abal Oñu, Sales Mgr Omar Montano (Blank only)

Audio: Cassette

ENVELOPES & MAILERS

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel 90-51-75, 90-63 80. Rec Ind. Serv. Mgr: Israel Garcia Aturaola

JACKETS & SLEEVES

Artgrafal LDA., Florida 1477, Montevideo. Tel 98-60-38. (Jackets only)

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur (LP)

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel 95-35-53, 95-32 02. Telex: 737. Pres & Gen Mgr Jorge de Artega, Sales Mgr Frido Leib. (Jackets only)

Imprenta Cervantes (Socolovsky SA), Calle Durazo 939, Montevideo. Tel 98-24-35, 91-72-32. Pres. & Gen. Mgr Jaime Socolovsky. (Jackets only)

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel 90-51-75, 90-63 80. Rec Ind. Serv. Mgr: Israel Garcia Aturaola

Lagomarsino SA, Sarandi 429, Montevideo. Tel 90-23-45. Pres. Daniel Lagomarsino. Gen. Mgr. Alberto Lagomarsino

LABELS, OISK

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur (45, LP)

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel 90-51-75, 90-63 80. Rec. Ind. Serv. Mgr. Israel Garcia Aturaola

Lagomarsino SA, Sarandi 429, Montevideo. Tel 90-23-45. Pres. Daniel Lagomarsino. Gen. Mgr.: Alberto Lagomarsino

PROFESSIONAL TAPE SUPPLIES

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel 91-60-74. Telex 901. Pres.: Jose Pedro Lopez Vidaur

Audio: Cassette labels

• accessories

Clave (IEMSA), La Paz 2243, Montevideo. Tel 4-5065, 41-4020 Cable

CLALIM Mng Dir: Leon Jurburg

Product: Record—record care prods

Sondor SA, Nicaragua 1478, Montevideo. Tel 29-75-30. Cable. SONDO RADA. Pres.: Enrique Abal Salvo, VP Pablo Echevarria, Gen Mgr Enrique Abal Oñu, Sales Mgr Omar Montano

Product: Record—45 rpm adaptors.

VENEZUELA

Population: 14,000,000

Rate of exchange: \$1 (US) = 4.29 bolivars.

Per capita income: \$3000

Holidays: January 1, January 6 (Epiphany), Carnival, March 19 (St. Joseph's Day), Holy Thursday, Good Friday, Holy Saturday, April 19 (Declaration of Independence), May 1 (Labor Day), Ascension, Corpus Christi, June 24 (Battle of Carabobo), June 29 (Sts. Peter & Paul), July 5 (Independence Day), July 24 (Simon Bolivar's Birthday), August (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), Immaculate Conception, December 25

• record & tape manufacturers / distributors / importers

All Stars (Producciones) CA, Apdo. Postal 29175, Caracas 1021-A. Tel: (02) 38-84-97. Cable: ALLSTARS. Pres.: A Casas Freyre, Gen Mgr Benito Velez; Sales Mgr. Victor M. Labrador

Labels: (Owned) All Stars, Monchial; (licensed foreign) Hispavox (Spain), Fantasy, Galaxy, Milestone, Prestige, Stax (all USA)
Int'l reps.: Colombia (FM), Ecuador (IFESA), Mexico (Gamma), Spain (Hispavox)

Allum's Maracaibo Import CA, Centro Plaza, Nivel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO. Telex: 31183. Exec. VP: Iván K. Allum Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allum

Label: (Licensed foreign) Concord Jazz (USA)

Andisco, see Divensa

Archv, see PolyGram

Guillermo J. Arnal, Apdo. 62185, Chacao, Caracas. (Importer)

B A S F Venezolana SA (IFPI), Edificio BASF, Calle Milan, Urb Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-221. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr. Hans Albrecht; Sales Mgr. Jeanette Mendez; Prod Mgr. Brigitte Schoner

Labels: (Owned) BASF; (licensed) Disneyland-Vista (USA), Durum (Italy), Egrem (Cuba), Music Asse (USA), PPK (USA), Trova (Argentina). Int'l reps.: Italy (Durum), USA (Osneylandia, PPK)

Barclay, see PolyGram

Buho GM, see Grabaciones Mundiales

C B S/Columbia CA (IFPI) Apdo. 70169, Edif. Maploca II, 4th fl., Av. Principal los Cortijos de Lourdes, Los Ruices, Caracas 1071. Tel: (02) 239-61-06. Cable: COLRECORD. Telex: 25437. Gen. Dir. Gonzalo Pena de la Torre, A&R Gen. Mgr.: Armando Calderon

Labels: (Owned) CBS/Columbia, Columbia, Epic; (licensed) A&M, American Int'l, Barnaby, Blue Sky, Boardwalk, Cleveland Int'l, Kirshner, Lori mar, Monument, Ode, Philadelphia Int'l, Sam, TK, Tabu, Tappan Zee, Unlimited Gold, Zappa (all USA); Apple (UK), Jet (UK)

C L R, see Los Ruices

Cachilapo, see Discorona

Casablanca, see PolyGram

Colibri, see Sonografica

Color, see Top Hits

Columbia, see CBS/Columbia

Cordica (Corp. Latinoamericana del Disco CA) (IFPI), Apdo. 70232, Edificio La Discoteca, 3rd fl., Calle Milan, Urbanización Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: CORDIS. Comm'l Mgr. Sussy M. de Von Schwedler; Sales Mgr.: Antonio Farias

Labels: (Owned) Cordis; (represented) Ariola (Spain), RCA Victor (USA)

Cordis, see Cordica

Corona, see Discorona

Corpodisco CA, Apdo 19336, Edif. Iripinia, Local 1, Mezzanina, Muerto a Gobernador, Caracas. Tel: 45-58-50, 45-08-78. Mng. Dir. Manuel E. Pulido, Sales Mgr.: Hugo Davila

Labels: (Owned) Safari; (licensed foreign) Auri (Spain), Belter (Spain), MCP (USA), TR (USA), Teca (USA)

Int'l reps.: Argentina (Microfon), Chile (Philips), Colombia (Fuentes), Costa Rica (Gramusic), Ecuador (Fedisos), Guatemala (Discos de Centro America), Mexico (Peerless), Panama (Sonomundi), Peru (Infopesa), Puerto Rico (Velvet)

D G, see PolyGram

Decca, see PolyGram

El Disco de Moda CA, Piedras a Palmita, Caracas 1010. Tel: (02) 42-19-87, 42-87-38, 42-07-67. Cable: DISCOMODA. Pres.: Cesar Roldan; VP Victor Oliver; Gen. Mgr. Alfonso Ramirez; Sales Mgr.: Quiliano Molina

Label: (Owned) Discomoda (OCM)

Int'l reps.: (See Discomoda Int'l)

Discomoda INT'l (IFPI), Apdo. 3402, 4a Calle Urbanización Ind'l Carapa, No. 40, Caracas 1101. Tel: (02) 49-74-94. Cable: DISCOMODA. Pres.: Cesar Roldan; VP Victor Oliver; Gen. Mgr.: Peter Cernik S.; Sales Mgr.: Jesus E. Espinoza; Label Mgr.: Rafael Rivas; RRRP Mgr.: Hector Vargas

Int'l branch: Colombia, Discomoda de Colombia Ltda

Labels: (Owned) Discomoda, Jukebox, Mucer, OK, Orbe; (licensed foreign) Ampro (USA), BBC (UK), Baret (France), Caledofon (Mexico), Discotland (USA), Gamma (Mexico), Gravacos Electricas (Brazil), Gull (UK), Happy Face (UK), Mustrom (USA), Oratlon (USA), Pyc (UK), RKM (Benelux), Rampage (UK), Ri-Fi (Italy), Satri (UK), Talent (Norway), Toledo (Germany)

Int'l reps.: Argentina (EMI-Odeon), Bolivia (Laur), Chile (EMI-Odeon), Costa Rica (Bonidiscos), Ecuador (Fedisos), El Salvador (Bonidiscos), Guatemala (Bonidiscos), Honduras (Bonidiscos), Mexico (Gamma), Nicaragua (Bonidiscos), Peru (Industrial Sonaradio), USA (Discoland)

Discorona CA, Apdo. 5995, Edif. Fonodisco, 1a Punte Soublette, Caracas 1010A. Tel: (02) 42-04-75, 42-73-34. Cable: FONODISCO. Pres.: Evelio Alvarez C.; Gen. Mgr.: Gloria Alvarez C.; Sales Mgr.: Mario Gomez

Labels: (Owned) Cachilapo, Corona, Evesol, Millano; (licensed) Accion (Mexico), Condor (Ecuador), Falcon (USA), Felito (Colombia), Gas (Mexico), Industria Nacional del Sonido (Colombia), Kubaney (USA), Marler (Spain), Polyson (Portugal), Tecla (Portugal), Tropical (Colombia), Vogue (France)

Int'l reps.: Chile (Philips), Colombia (FM), Ecuador (Famoso), Mexico (Gas), Peru (IEMPSA), Uruguay (Palacio de la Musica)

La Discoteca CA, Apdo. 70498, Edificio La Discoteca, Calle Milan 402, Urbanización Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: LADICO-TECA. Pres.: Wilhelm Ricken; Comm'l Mgr.: Enrique Barros

Labels: (Owned) Lad, Sonus; (represented) Ansona (USA), Bambuco (Colombia), Codicos (Colombia), Marvela (USA), Musart (Mexico), Panart (USA)

Int'l reps.: Colombia (TH), Costa Rica (Indica), Dominican Republic (TH-USA), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), Spain (EMI-Odeon), USA (TH)

Orsk, see Sonografica

Divensa Disquera Venezolana SA (IFPI), Edo. Tachira, Carrera 14-2-81, La Concordia, San Cristobal. Tel: (076) 27022, 27475. Pres.: Achim Wicke; Gen. Mgr. Rafael Ollaves; Sales Mgr. Fernando Herran

Labels: (Owned) Andisco, Divensa; (licensed foreign) Yuriko (Mexico). Int'l rep: Mexico (Yuriko)

Epic, see CBS/Columbia

Eros, see Sonografica

Evesol, see Discorona

Fontana, see PolyGram

Grabaciones Mundiales CA (IFPI), Edif. Galaxia, Planta Baja, Bolera Norte, Calle Santa Clara, Caracas. Tel: (02) 34-75-71. Cable: PAMUSICA. Telex: 26232. Pres.: Arindo Andrade Silva; VP Ernesto Aue, Label Mgr. Jorge Andrade, Sales Mgr.: Danny Hawkins

Labels: (Owned) Buho GM; (licensed foreign) Alhambra (Spain), Aris (Italy), Atlantic/Atco (USA), Copacabana (Brazil), Cotillion (USA), Elektra/Asylum (USA), Libra (USA), Lznel (Puerto Rico), Moveplay (Spain), Nonusuch (USA), Nuestra (Puerto Rico), Orfeu (Portugal), Papagayo (Puerto Rico), Reprise (USA), Ricordi (Italy), Telefunken (Germany), Tierrazo (Puerto Rico), WEA (Worldwide), Warner Bros. (USA)

Int'l reps.: Colombia (Incolve), USA (Alhambra)

Gramsa, see El Palacio de la Musica

M B, see El Palacio de la Musica

Heliodor, see PolyGram

Jukebox, see Discomoda

Karusell, see PolyGram

Lad, see La Discoteca

Latino, see Suramericana

Latinoamericana del Disco CA (Corp.), see Cordica

M G M, see PolyGram

Mercury, see PolyGram

Millano, see Discorona

Monchal, see All Stars

Mucer, see Discomoda

O K, see Discomoda

Orbe, see Discomoda

El Palacio de la Musica SA (IFPI), Apdo 3637, Caracas 1010A. Tel: (02) 93-43-11. Cable: PAMUSICA. Telex: 26232. Pres.: Ernesto Aue; Gen Mgr Miguel Angel Pina, Sales Mgr.: Carlos von Emem

Labels: (Owned) Gramsa, HB, Palacio, Solex, Tele-Ven; (licensed) Applause (USA), Delphine (France), Fama group (USA), Guajiro (USA), Liberty (USA), Motown (USA), Peerless (Mexico), Secco (USA), Vanguard (USA), West Side Latino (USA)

Int'l reps.: Central America (Indica), Colombia (Incolve), Dominican Republic (Julio Tones), Ecuador (Famoso), Mexico (Peerless), Peru (El Virrey), USA (West Side Latino)

Philips, see PolyGram

Polydor, see PolyGram

PolyGram Discos SA, Apdo. 5458, Edificio PolyGram, 1st fl., Calle 6 & 8, La Urbina, Caracas 1074. Tel: (02) 35-08-25. Telex 24235. Mng. Dir. Claus R. Petermann, Sales & Adv. Mgr. Horst Krueger, Mktg. Mgr. Victor Oanel

Labels: (Owned) Anchiv, Barclay, Casablanca, DG, Decca, Fontana, Heliodor, Karussell, MCM, Mercury, Philips, Polydor, RSO, Verve; (licensed) Banana (Italy), Bronco (Puerto Rico), CNR (Netherlands), Pablo (USA), RKM (UK), Rocket (UK), Zafro (Spain)

R P M Discos CA, Edif. Rovaris, 3rd fl., No. 5, Cipreses a Santa Teresa. Tel 45-43-81. Pres. Robert Buckley; Promo. Mgr. Cesar Esquivia; PR Carlos Alamo; Int'l Mgr.: Leon Ras

Labels: (Owned) RPM

R S O, see PolyGram

Los Ruices SA (Corp.), Apdo. 70251, Calle Milan 402, Urbanización Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: ODEONSA. Pres.: Wilhelm Ricken

Labels: (Owned) CLR; (licensed) Carrere (France), Chiswick (UK), De-Lite (USA), EMI (worldwide), Harvest (UK), Purple (UK)

Safar, see Corpodisco

Solex, see El Palacio de la Musica

Sonografica CA (Distribuidora), Apdo. 19347, Caracas 1014A. Tel: (02) 41-39-91. Telex 21195. Gen. Mgr.: Gerardo Rodriguez Y.; Sales Mgr.: Guermendo Miranda; Int'l Dir. Stanley W. Steinhaus

Labels: (Owned) Colibri, Dsk, Eros, Sonografica; (licensed) America (Mexico), Capitol (USA), Casne-Raff (Mexico), EMI-America (USA), Melody (Mexico)

Int'l reps.: Argentina (ATCA), Central America (Dicesa in El Salvador), Colombia (EM), Ecuador (IFESA), Mexico (Casne-Raff), Panama (Prodin), Peru (Propan), USA (Profono)

Sonoven CA, Apdo. 4672, Bucare a Puente Junn, Edif. El Sol, Local C, Caracas. Tel: 42-77-50, 42-00-04. Cable: SONOLUX

Labels: (Represented) Arco Iris (El Salvador), Dicesa (El Salvador), Discuba (USA), FTA (Peru), M&M (USA), Italo (Colombia), Rumba (USA), Sol de America (Chile), Sonolux (Colombia), Sonomex (Mexico)

Sonus, see La Discoteca

Suramericana del Disco S/L (IFPI), Esq. Puente Restaurador, Mezzanina, Caracas. Tel: (02) 441-4444/4233. Cable: SURADISCO. Pres.: Antonio Jose Segura Gomez; VP: Hernando Izquierdo Fonseca; Promo. Dir.: Jorge Garcia

Labels: (Owned) Latino, Venus, Yare; (licensed) Alshire (USA), Barclay (France), Belter (Spain), Famoso (Ecuador), Fonobosa (Colombia), Fonomex (Mexico), Santana (Colombia), Vergara (Colombia), Victoria (Colombia)

Int'l reps.: Colombia (Victoria), Ecuador (Famoso), Guatemala (Dideca), Panama (Dideca), Peru (FTA)

Tele-Ven, see El Palacio de la Musica

Top Hits CA (Discos), Apdo. 70498, Edificio Continimca, Calle Milan 402, Urbanización Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: LADICOTECA. Pres.: Wilhelm Ricken, Comm'l Mgr.: Oscar Serfaty

Labels: (Owned) Col, Top Hits

Int'l reps.: Central America (Indica), Argentina (CBS), Chile (EMI-Odeon), Colombia (TH), Dominican Republic (TH-USA), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), Spain (EMI-Odeon), USA (TH), Velvet de Venezuela SA, Apdo. 19134, Edificio Andrao Doria, Of. 1, Rio a Puente Soublette, Caracas 101. Tel: (02) 41-40-62, 42-20-19. Cable: VELVESA. Telex: 26263. Pres.: Jose Page Barnos; Gen. & Sales Mgr.: Antonio Vallenilla; A&R Mgr.: Luis F. Mendoza; Int'l Affairs Mgr.: Sandro Maraudu

Int'l branch: USA

Labels: (Licensed) Arista (USA), Fuentes (Colombia), Gema (USA), Infopesa (Peru), MCA (USA), Prelude (USA)

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Venus, see Suramericana

Verve, see PolyGram

Yare, see Suramericana

• music publishers

Intersong SA, c/o PolyGram SA, Apdo. 5458, Caracas. Rep.: Paul Erlich M L L CA (Producciones Musicales), Av. La Colina, Quinta, Elyrada, Las Acacias, Caracas 104

Mundo Musical Publ'g, Apdo. 70169, Maploca II, 4th fl., Av. Principal los Cortijos de Lourdes, Los Ruices, Caracas 1071. Tel: (02) 239-61-06. Cable: COLRECORD. Telex: 25437. Gen. Dir.: Gonzalo Pena de la Torre; Gen. Mgr.: Mario Garcia

Orbe Eds. Musicales, PO Box 3402, 4a Calle Urbanización Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: PAMUSICA. Pres.: Cesar Roldan; VP Victor Oliver; Gen. Mgr.: Luga de Garcia

Selemusca (SACVEN), Apdo. 3637, Caracas 1010A. Tel: (02) 93-43-11. Cable: PAMUSICA. Telex: 26232. Pres.: Ernesto Aue, Gen. Mgr. Nelida Pietri

Sonografico Publ'g (SACVEN), Apdo. 19347, Caracas 1014A. Tel: (02) 41-39-91. Telex: 21195. Gen. Mgr.: Gerardo Rodriguez Y.; Prof. Mgr.: Juan Vicente Lopez

Suramericana Musica (Ed.), Esq. Puente Restaurador, Mezzanina, Caracas. Tel: (02) 45-10-24, 45-20-53. Cable: SURADISCO

Universal Music Publ'rs CA (Unimusica), Apdo. 70419, Av. Milan 402, Urbanización Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: UNIMUSICA. Pres.: Wilhelm Ricken

Velvet (Ed. Musical) CA, Apdo. 19134, Caracas 1014-A. Tel: (02) 42-20-19. Cable: VELVESA. Telex: 26263. Pres.: Jose Page Barnos, Gen. Mgr.: Armenia Angelino

• services

LICENSING ORGANIZATION, MUSIC

S A C V E H (Sociedad de Autores & Compositores de Venezuela), Edif. VAM, 9th fl., Torre Oeste, Av. Andres Bello, Caracas 1050. Tel: (02) 573-2389/



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Audio Matrices de Venezuela CA, Rio a Puente Soublette, Edif. Andrea Doria, Of. 3, Caracas Tel: (02) 49-49-09, 49-80-79

Mgr. Humberto Torrealla, (Disk mastering only)
Crodisca (Productora Griolla de Discos CA), Apdo. 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22 Cable LADICOTECO Pres. Wilhelm Ricken, Mgr. Dr. Klaus Koller.

Dark (Fabrica de Discos), Apdo. 8087, Avda. Intercomunal de Antimano 60, Urb. Carapa, Caracas 101. Tel: (02) 49-49-09, 49-80-79

Favedica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 1100 Tel: (02) 49-74-91 Cable FAVE-DICA. Pres. Cesar Roldan; VP. Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr. Alvaro Rodriguez.

Gramsa (Grabaciones de America SA), Piedras a Pte. Restaurador 128, Caracas 101. Tel: (02) 41 54-22. Cable: PAMUSICA. Telex 26232. Pres. Glady de Aponte, VP. Herbert Venjakob.

Sonografica CA (Ind'l), Apdo. 19347, Caracas 1014A Tel: (02) 41-39-91 Telex. 21195. Gen. Mgr. Gerardo Rodriguez; Sales Mgr. Gumersindo Miranda. (Pressing only)

RECORD PROMOTION

Sereca & Co., PO Box 18, Concordia 5050A, San Cristobal. Tel: (076) 43-53-37. Gen. Mgr.: William Leal Garcia.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Favedica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres. Cesar Roldan; VP. Victor Oliver; Gen. Mgr. Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez. (PKG)

Audio: Cassette

Lider Multicassette CA, Apdo. 19134, Rio a Puente Soublette, Edif. Andrea Doria, Mezzanina, Caracas 101. Tel: (02) 42-76-32. (PKG-audio only) Audio: cassette.

PolyGram Discos SA, Apdo. 5458, Edificio PolyGram, 1st fl., Calle 6 & 8, La Urbina, Caracas 1070-A. Tel: (02) 35-08-25. Cable: POLYDOR. Telex: 24235. Gen. Mgr.: Heiga Moslener; Tech Mgr. Werner Hohmann.

Sonografica CA (Ind'l), Apdo. 19347, Caracas 1014A Tel: (02) 41-39-91. Telex: 21195. Gen. Mgr. Gerardo Rodriguez; Sales Mgr.: Gumersindo Miranda. (PKG-audio only)

Sonus Electronics CA, Apdo. 70380, Edificio La Discoteca, Urbanizacion Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: SONUS. Audio: 8-tr., cassette, open reel.

• supplies

**CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS**

Allum's Maracaibo Import CA, Centro Plaza, Nvel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO. Telex: 31183. Exec. VP: Irvin K Allum Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allum.

B A S F Venezolana SA, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Carlos Thiemann. Audio: Cassette.

JACKETS & SLEEVES

LABELS, DISK

Favedica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVE-DICA. Pres. Cesar Roldan; VP. Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez.

TAPE, BLANK LOADS & BULK RAW

B A S F Venezolana SA, Apdo. Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Carlos Thiemann. (Blank only) Audio: Cassette.

Favedica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVE-DICA. Pres. Cesar Roldan; VP. Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez. Audio: DISCOMODA cassette

• accessories

Allum's Maracaibo Import CA, Centro Plaza, Nvel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO. Telex: 31183. Exec. VP: Irvin K Allum Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allum.

Product: Record-carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli, Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

VIRGIN ISLANDS (U.S.)

Population: 95,500

• record & tape manufacturers / distributors / importers

Conrad (of St. Thomas) Ltd., PO Box 3187, Kronprindsens Gade Sta., St. Thomas 00801 Tel: (809) 774-2433. (Distributor)

Branch: USA

Westindy Music Co. Inc., PO Box 2896, 86 Main St., St. Thomas 00801 Tel: (809) 774-4488. Pres.: Wilbur La Motta; Gen. Mgr.: Leroy A. La Motta. Labels: (Owned) Cultural Dimensions, Westindy. Int'l reps.: Barbados (WIRL), Jamaica (Dynamic), Trinidad (Record Specialists) USA (Pickwick)

• music publisher

Westindy Music Co. Inc. (ASCAP), PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774-4488. Cable: WESTINDY. Pres.: Wilbur La Motta

YUGOSLAVIA

Population: 22,354,000

Rate of exchange: \$1 (US) = 47 Dinars.

Per capita income: \$2,700

Holidays: January 1 & 2 (New Year's), May 1 & 2 (Labor Day), July 4, November 29 & 30 (Day of the Republic).

RECORDS & TAPES:

Note: Sales figures are rough estimations since no company reports the exact sales.

Record sales certification awards: Silver single—50,000 units; gold single—100,000 units; platinum single—200,000 units. Silver LP—12,500 units; gold LP—25,000 units; platinum LP—50,000 units.

Records sold domestically including imports (retail value): 'P's 1981—7,000,000 units, \$21,000,000; 1980—6,500,000 units, \$19,800,000. Singles 1981—13,000,000 units, \$10,400,000, 1980—11,000,000 units \$8,800,000.

Records exported to USA (factory value, FOB): 1980—50,000 units, \$100,000

Records exported to countries other than USA (factory value, FOB): 1980—650,000 units, \$1,300,000.

Average retail price per record: LP's—\$3.00; singles—\$0.80.

Discounting: Rare

Type of distribution: Manufacturer-to-retailer exclusively

Type of promotion: Mainly radio, television, film clips and promotional tours; newspapers, too.

TAPE:

Market: Audio—The cassette is the prevailing configuration and its sales are still growing. Tape recorders are counselling record players. There are no 8-tr. and open reel. Video—Video is very minor.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—5,000,000 units, \$15,000,000, 1980—4,500,000 units, \$13,500,000.

Average retail price per tape: Cassette—\$3.00

CONSUMER ELECTRONICS:

Number of homes with: Radios—4,634,000 (85%), television sets—4,189,000 (72%), color sets—300,000 (6%).

RAIO STATIONS:

No. of government: 8 major and 200 minor radio stations.

Comment: Programs are mainly recorded, with repertoire being officially declared to be 70% domestic and 30% international

TELEVISION STATIONS:

No. of government channels: 9, 85% in color (PAL).

Comment: Television shows feature informative programs, films serials, live broadcasts of sports, and musical events.

IMPORT/EXPORT REGULATIONS:

The importation of records and musicassettes is not permitted

MARKET ANALYSIS:

Because of the restrictions on payments and royalties to licensors, the importance of domestic product is growing. Rock in general and newly composed national (country) music are gaining ground compared to middle-of-the-road

Mitja Volcic

• record & tape manufacturers / distributors / importers

Diskoton Produkcija Gramofonskih Ploca & Kazeta, Masana Brikca 58a, 71000 Sarajevo. Tel: (071) 33-613, 33-583. Dir.: Bilic Nenad; Musical Mgr. Vujovic Slobodan.

Int'l reps.: USA (Motown)

Helidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana. Tel: (061) 551-379. Gen. Mgr.: Joze Kosar, Sales Mgr.: Vilko Dvsenik, Prod'r R. Mladen Fortic.

Labels: (Owned) Helidon; (represented) Teldec (Germany)

Jugodisk (IFPI), Ljubicka 15, Belgrade. Tel: (11) 473-009, 471-149. VP. Bozidar Gocic; Gen. Mgr.: Zivadin Jovanovic; Sales Mgr.: Ratibor Dvnic. Int'l reps.: Germany (Ariola), UK (Ice, MCA, Magnet, Safari).

Jugoslovenska Kniga, Obilicev Venac 24, Belgrade. Tel: 623-799 (Importer/Exporter).

Jugoton (IFPI), Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak, Int'l Mgr.: Branko Plavsic; Repertoire Dept. Head: Dubravko Majnanc; Int'l Repertoire & Label Mgr.: Veljko Despot; A&R: Vojno Kundic; Classical Div.: Vida Ramuscak; Folk Repertoire: Mirko Gavrilovic; Children's & Spoken Word Editor: Ljerk Markovic

Labels: (Owned) Jugoton; (licensed foreign) Bronze (UK), Capitol (USA), Decca (UK), EMI (UK), Elite Special (Switzerland), Fantasy (USA), Hansa (Germany), Island (UK), Milestone (USA), Prestige (USA), RCA (USA), RAK (UK), United Artists (USA), Virgin (UK), Vogue (France)

Prosveta, PO Box 555, Terazje 16, 11001 Belgrade. Tel: 20-566. Telex: 11609. Dir. Slavko Kalaba. (Importer/Exporter)

R T B, see Record Prod'n

R T V Recs. & Tapes, Dalmatinova 17, 61000 Ljubljana. Tel: (061) 311-922. Telex: 31118 Mng. Dir. Igor Robeznik; Label Mgr. Anđej Sifer

Labels: (Owned) RTV Ljubljana. (licensed) CNR (Netherlands), Casablanca (USA), Chrysalis (UK), Jupiter (Germany), Records (Italy), Shift (UK)

Record Prod'n of Radio-Television Belgrade (IFPI), Makedonska St. 21, 11000 Belgrade. Tel: 320-277 Cable: RTB RECORDS Telex: 12030. Gen. Mgr. Stanho Terzic.

Labels: (Owned) RTB, (licensed) A&M (Europe, USA), Ariola-Eurodisc (France, Germany, Spain, USA), Cherry Pie (Australia), First American (USA), Hispavox (Spain), Polar (Sweden), PolyGram (Germany, Netherlands), Sugar Hill (USA), Teldec/Storyville (Germany), Timeless (Netherlands)

Int'l reps.: Germany (RCA), Netherlands (Phonogram Int'l/PolyGram), USA (Everest, Olympic)

Sarajevodisk, Djure Djakovica 17, Sarajevo. Tel: (071) 23027. Dir. Muradif Brkic. (Distributor)

Studio B. Produkcija Gramofonskih Ploca, (Radiodifuzna Org.), PO Box 10, Masarikova 5, 11000 Belgrade. Tel: (011) 684-798. Dir. Dragan Markovic, Gen. Mgr.: Dragan Vidak; Sales Mgr.: Zorica Mladenovic, Musical Editor: Slobodan Konjovic

Labels: (Owned) Studio B; (licensed) EMI (UK), Pye (UK).

Sumadija—Produkcija Ploca, Batocian kod Kragujevca. Tel: (034) 81-187. Suzy Recs (div of Zalozba Obozra Manbor), PO Box 729, Gruska 10, 41000 Zagreb. Tel: (041) 519-955 Cable: PGP SUZYZGB

Labels: (Owned) Suzy; (licensed) CBS (USA), WEA Int'l (USA).

Int'l reps.: USA (CBS, WEA Int'l).

• music publishers

Favorite Music, PO Box 729, Gruska 10, 41000 Zagreb. Tel: (041) 519-955. Cable: PGP SUZYZGB

Jugoton Eds. MUSICALES—JEM, Niska bb, 41040 Zagreb. Tel: (041) 251 155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak, Publ'g Mgr. Simsa Skanca.

Kinell Music (Eds. Musicales), Vmogradska 3, 41000 Zagreb. Tel: (041) 573 462. Pres. & Gen. Mgr.: Mario Kinell.

R T V Recs. & Tapes, Dalmatinova 10, 61000 Ljubljana Tel: (061) 311-922. Telex: 31118 Mng. Dir. Igor Robeznik

Oragan Schmitzanc, PO Box 543, Marticeva 21-11, 41000 Zagreb. Zabavne Melodije, Berslavceva 9, 41060 Zagreb Tel: (041) 442 084

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Jazz & Light Music Musicians, Kneza Milosa St. 10, 11000 Belgrade Tel: 333 627

Composers Association of Croatia, Berslavceva 9, 41000 Zagreb Tel: (041) 440-025.

F I O D F (Federation Int'le des Organisateur des Festivals), PO Box 370, 58000 Split. Tel: (058) 514-014 Cable FIDDF Telex: 26350. Pres. Augusto Alguero; Sec'y Gen. Armando Moreno

Jugoslovenska Radio-Televizija (Radio & TV), Borisa Kidrica 70/1, 11000 Belgrade. Tel: (011) 433-647, 433-718. Cable: JUGARTE. Telex: 11469 National Committee of the Int'l Music Council, Misarska 12-14, Belgrade Tel: (011) 334-771

S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade. Tel: (011) 334-771 Cable: SOKOJ. Pres. of Presidency Vojin Komadina, Sec'y. Toma Prosev

Union of Yugoslav Concert Artists, Terazje 26, Belgrade Tel: (011) 322-732. Cond. Angel Surev

LICENSING ORGANIZATIONS, MUSIC

S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade. Tel: (011) 334-771. Pres. of Presidency: Vojin Komadina; Sec'y: Toma Prosev. (Mechanical & performing rights)

Zavod za zastitu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade

PLATING, PROCESSING & PRESSING PLANTS

Helidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana Tel: (061) 551-379. Gen. Mgr. Joze Kosar; Sales Mgr. Vilko Dvsenik. (Pressing plant only)

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak, Prod'n Mgr.: Stjepan Novak

RECORD PROMOTION

R T V Recs. & Tapes, Dalmatinova 17, 61000 Ljubljana Tel: (061) 311-922. Telex: 31118 Mng. Dir. Igor Robeznik, Label Mgr. Anđej Sifer

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Jugoton Recs., Niska bb, 41040 Zagreb Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak, Prod'n Mgr.: Stjepan Novak. Audio: Cassette.

• supplies

**PROFESSIONAL TAPE SUPPLIES
TAPE, BLANK LOADS & BULK RAW
TAPE DUPLICATING EQUIPMENT**

Progres-Hemoteks Direkcija BASF, Knez Mihajlova 27/H, YU-11000 Belgrade. Tel: 624-222. Cable: JUGOPROGRES. Telex: 11109

• accessories

manufacturer

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak; Prod'n Mgr.: Stjepan Novak

Product: Record—45 rpm adaptors.

Give the gift of music.



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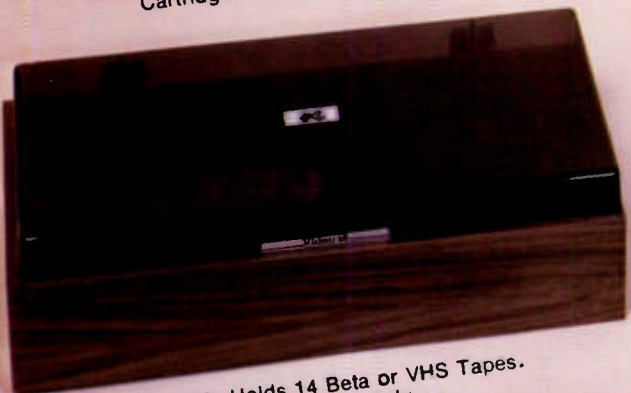


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the *Journal of Applied Behavior Analysis* (1974), and the *Journal of Experimental Psychology* (1975).

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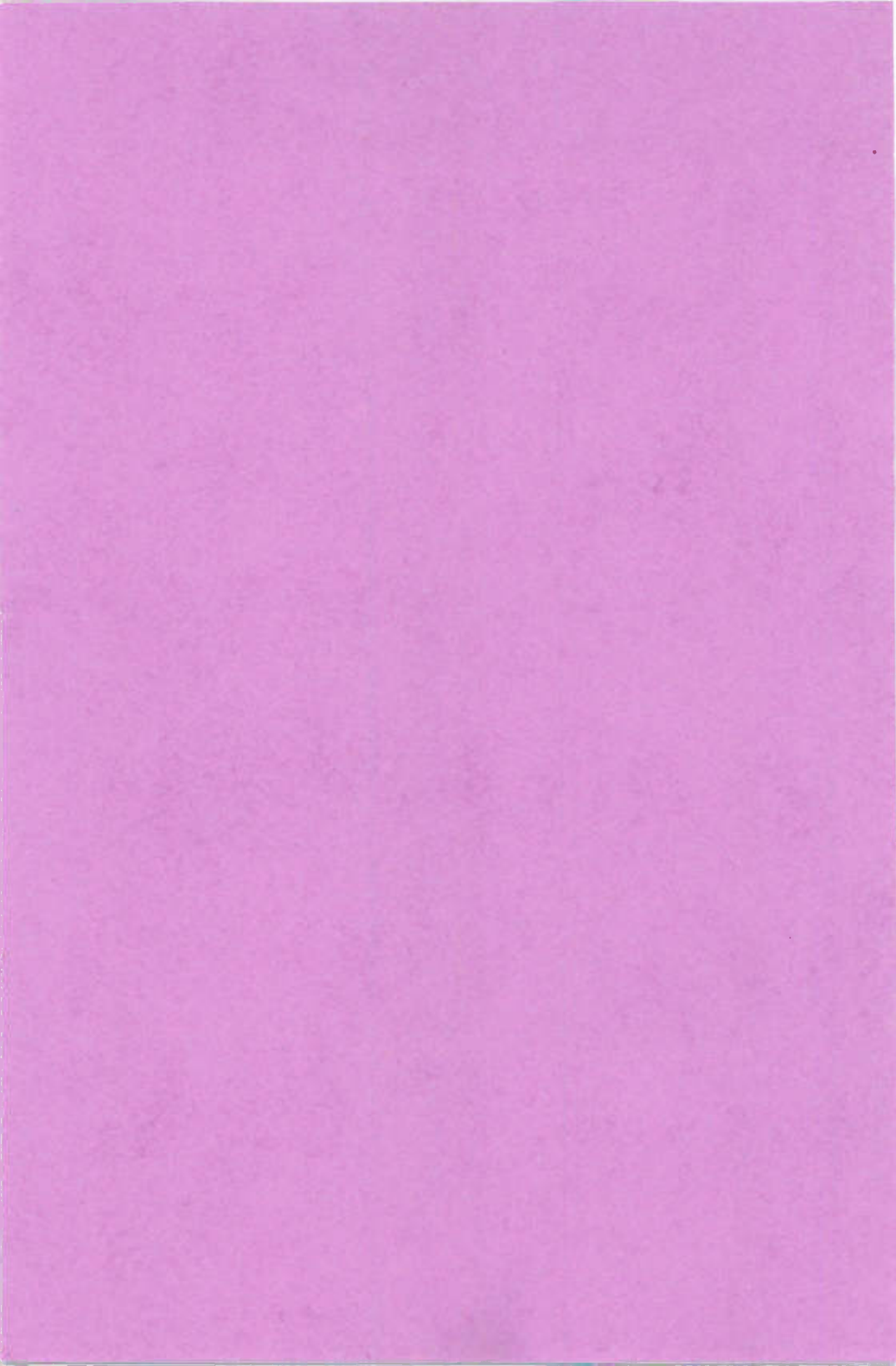
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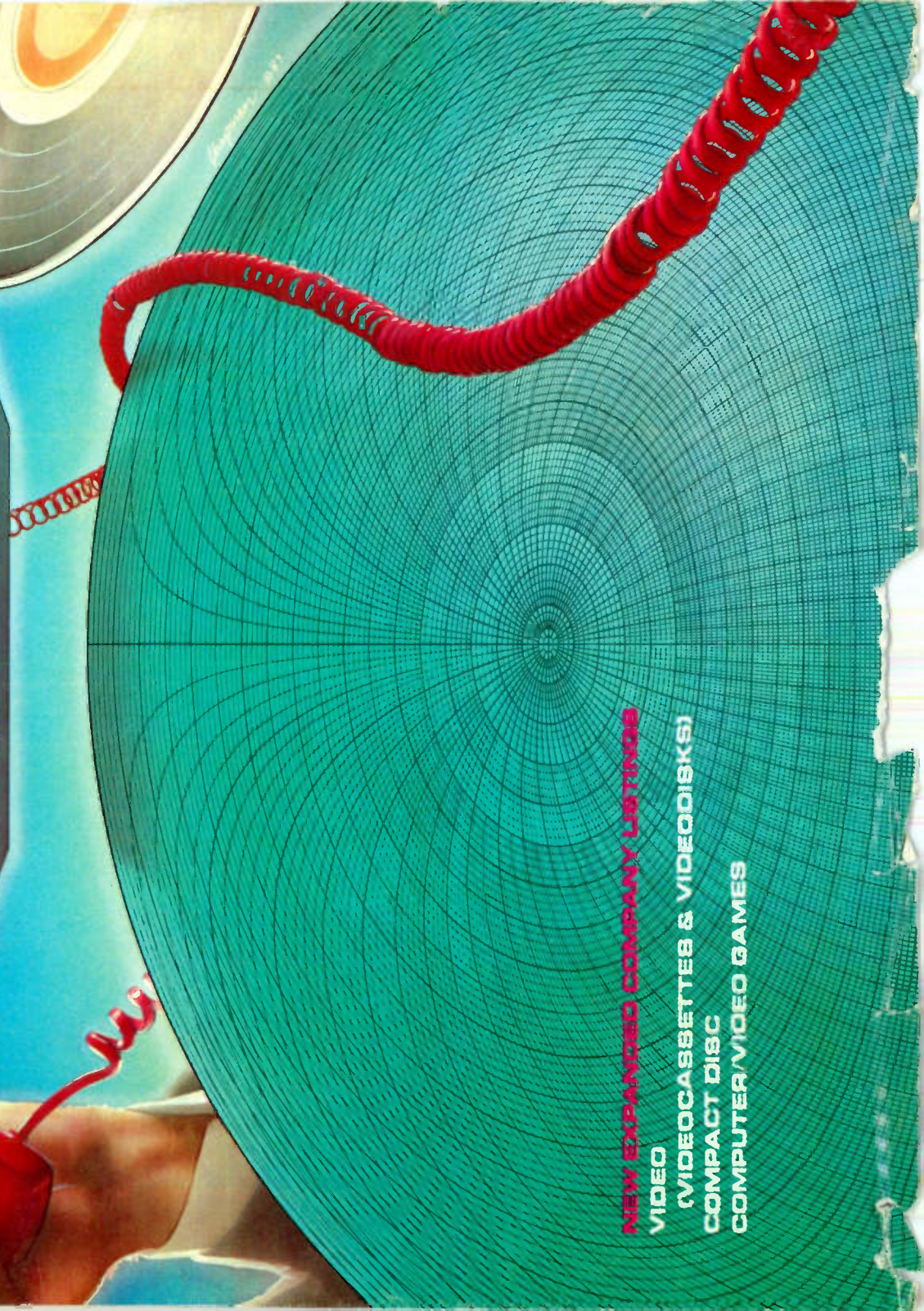
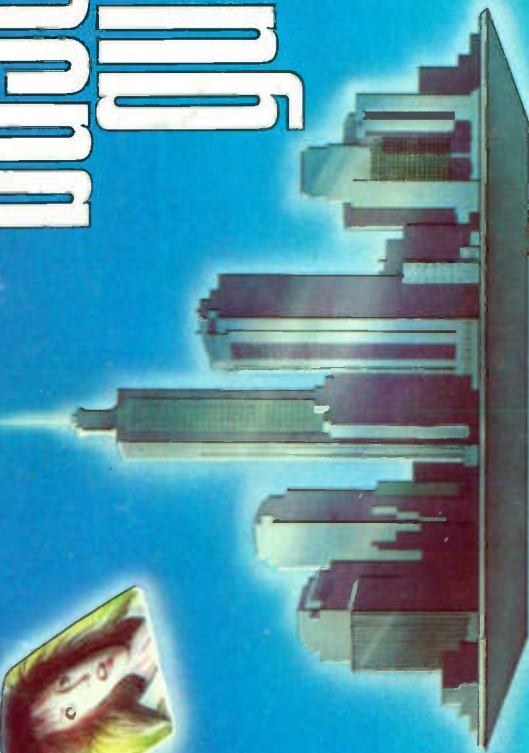
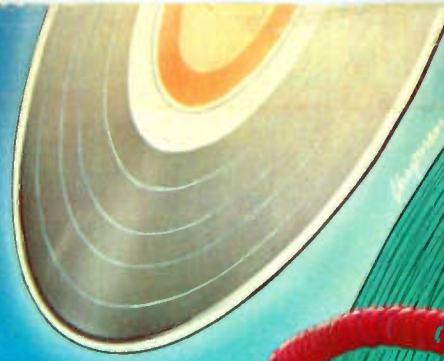
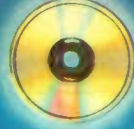


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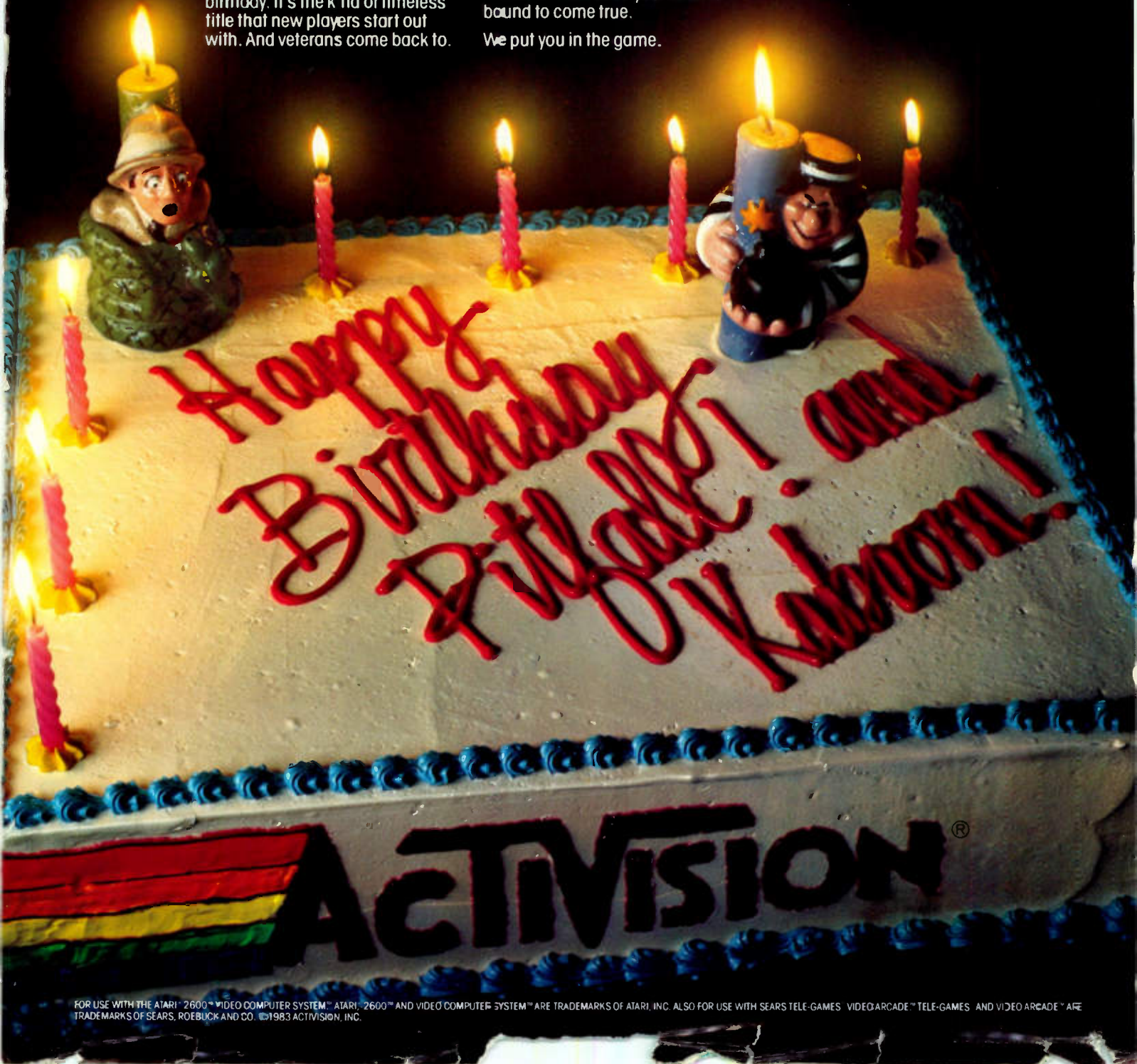
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Kaboom!™ It was in one-and-a-half million homes before its second birthday. It's the kind of timeless title that new players start out with. And veterans come back to.

Why don't these games get old? Because they were designed around an original idea. A big idea. And that makes them more than just hits. That makes them classics.

So blow out the candles, and wish for more of the same from Activision. Because your wish is bound to come true.

We put you in the game.



international buyer's guide

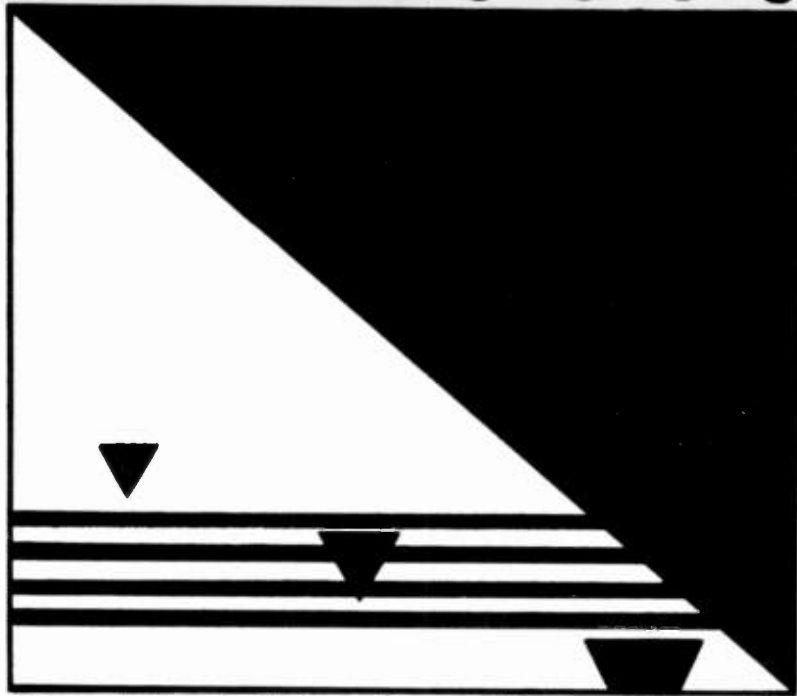
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* An asterisk before a section name indicates that the listings within the section are in geographical order, first by state and then by city within each state. Sections without asterisks have listings in alphabetical order.

**Don't Miss
This One!**

NEW MUSIC



S E M I N A R

**July
New York Hilton
(212) 348-4876**

HOW TO USE THIS DIRECTORY

As a guide to locating specific listings, the following explanations are presented for each major section (in boldface, capital letters). As a first step for finding any listing, refer to the Contents page for the first page of the particular section desired and note whether the listings are arranged geographically (an asterisk before the section name) or alphabetically.

UNITED STATES

STATES

RECORD COMPANIES

Finding a record company is straightforward since listings in this section are in alphabetical order. Record labels are cross referenced back to their companies.

COMPACT DISC

This section is divided into two subsections—Hardware and Software manufacturers—each of which is arranged alphabetically. Companies already having released or about to release product are included.

VIDEO (VIDEOCASSETTES & VIDEODISKS)

The Video section includes alphabetically sequenced subsections for both Hardware and Software companies. Video accessories are included under the Accessories section, blank and bulk tape under the Blank & Bulk Tape Product Charts, and wholesalers of accessories and blank and prerecorded tape under the Wholesalers section.

COMPUTER/VIDEO GAMES

This section contains three subsections—Hardware, Software and Accessories manufacturers—each of which is arranged alphabetically. Wholesalers of software and accessories are listed under the Wholesalers section.

PROMOTIONAL MERCHANDISING AIDS

ACCESSORIES (CONSUMER)

STORE FIXTURES

Each section has listings in alphabetical order. Brand names are cross referenced back to company names.

WHOLESALEERS

This section, which is sequenced geographically, lists distributors, one stops, rack jobbers, importers and exporters of audio and video disks, tapes and accessories and computer/video games. Record labels listed are limited to thirty-five.

SERVICES

SUPPLIES

To find a service or supply company, first find the subsection on the Contents page and then note whether the section is arranged alphabetically or geographically. Company listings are limited to those services and supplies done in-house and provided to outside clients; that is, no subcontracting. Brand names are cross referenced back to their companies.

BLANK TAPE & BULK TAPE PRODUCT CHART

These charts of audio and video blank and bulk tape should be used in conjunction with the Tape Product Chart Listings which follow the charts and present the addresses, telephone numbers and personnel of the companies with tape product.

MUSIC PUBLISHERS

Music publishers are listed in alphabetical order. Affiliates and administered companies are cross referenced back to their primary company listings.

SHEET MUSIC JOBBERS & SUPPLIERS

These listings are in geographical order by state and then by city within each state.

INTERNATIONAL

Countries are listed in alphabetical order (refer to the International Contents on page 159 for a quick reference to the countries covered). Within each country the order of the section is as follows: Record Companies, Music Publishers, Services, Supplies, Accessories, Store Fixtures. Within each section all listings are sequenced alphabetically with the exception of the Canadian wholesalers' listings, which are arranged geographically by province and then by city within each province.

ADVERTISERS INDEX

To quickly locate an advertiser within the International Buyer's Guide, turn to the Advertisers Index, which starts on page 287 and lists the advertisers in alphabetical order and the pages on which their advertisements appear.

GENERAL INFORMATION ABOUT LISTINGS

- 1) Make note of any legends that may appear below any of the section heads. They contain important information that applies to that section's listings.
- 2) Sometimes it is necessary to jump portions of some categories to other parts of the directory. Watch for notations, usually at the bottom of the pages, and follow the listings to the page indicated.
- 3) If your company should be listed in this guide but is not, please send the relevant information in the format of the section under which it should appear to Leslie Shaver, Billboard Publications Inc., 14 Music Circle E., Nashville, Tenn. 37203.



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The International Newsweek Of Music & Home Entertainment

Billboard Publications Inc., 1515 Broadway, New York, N.Y. 10036 (212) 764-7300.
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Group Publisher: Jerry Hobbs (N.Y.); Editor: Adam White (N.Y.)

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New York, N.Y. 10036
(212) 764 7300 Telex (710) 581 6279

9107 Wilshire Blvd
Beverly Hills, Calif 90210
(213) 273 7040

14 Music Circle E
Nashville, Tenn 37203
(615) 748-8100

Utsunomiya Building
19-16 Jingumae, 6 Chome
Shibuya ku, Tokyo 150
150 03 498 4641 Telex 781 25735

733 15th St N W
Washington, D.C.
(202) 783-3282

Puzzle Loreto 9
Milan, Italy
28-29 158

7 Carnaby Street
London W1V 1PG
439-9411 Telex 851-262100

BILLBOARD PUBLICATIONS, INC.

SUBSCRIBER SERVICE

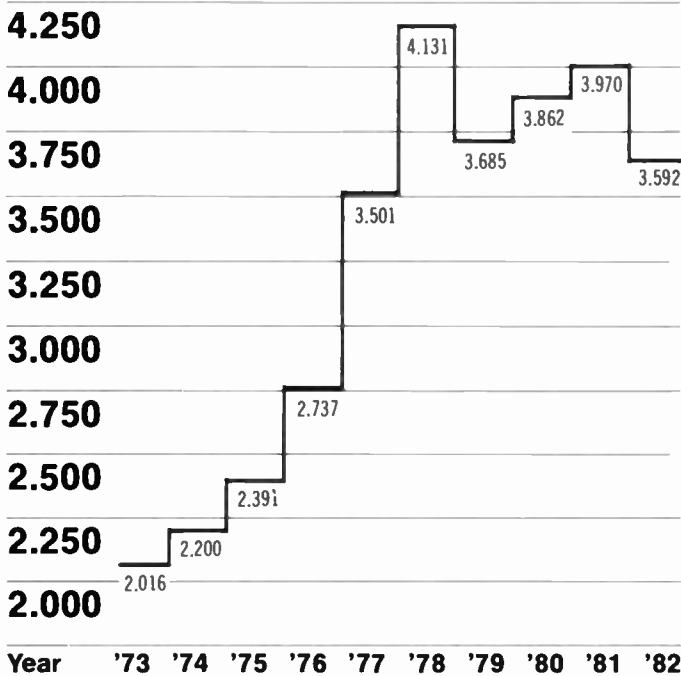
Billboard
P.O. Box 1439
Riverton, N.J. 08077
(609) 786-1669



U.S. PRERECORDED MUSIC SHIPMENTS 1973-1982

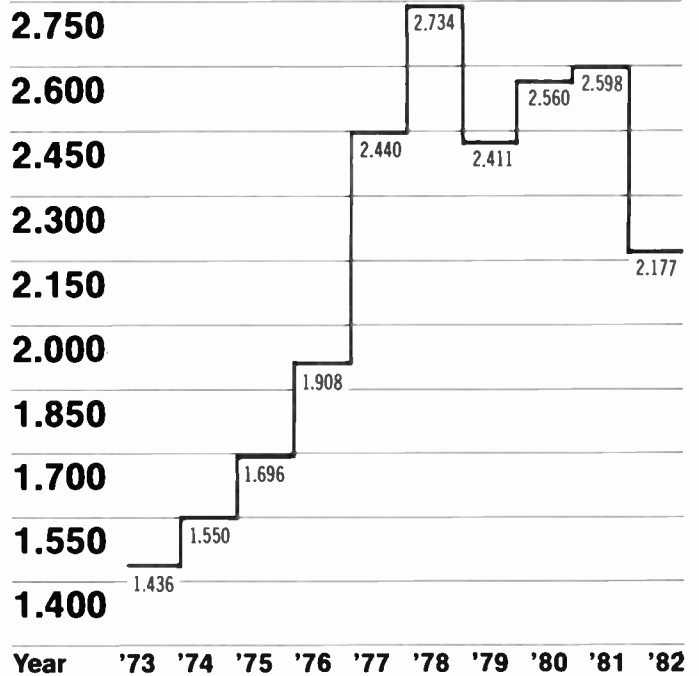
Total Records & Tapes

(\$ IN BILLIONS)



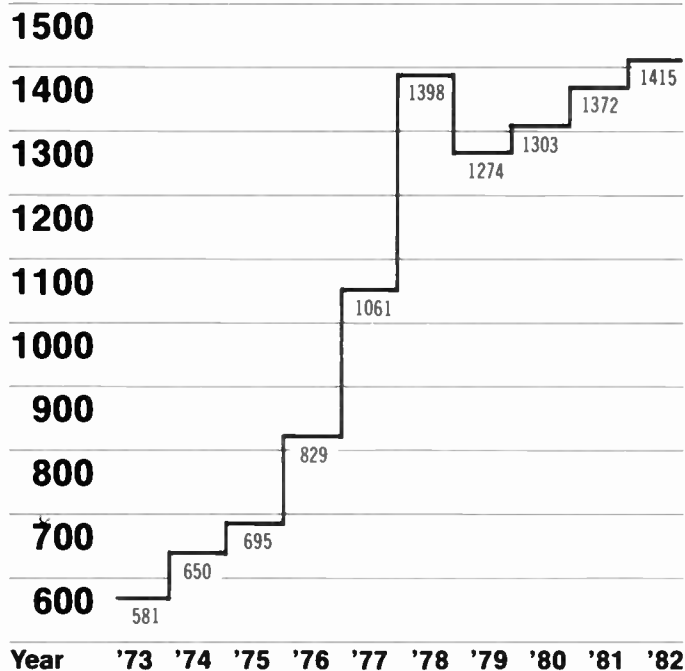
Total Records (LPs & Singles)

(\$ IN BILLIONS)



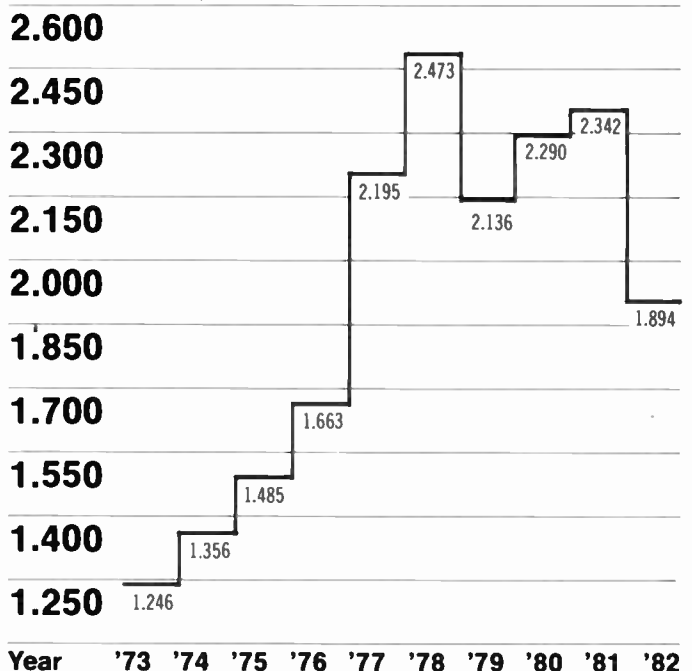
Total Tapes

(\$ IN MILLIONS)



LPs

(\$ IN BILLIONS)

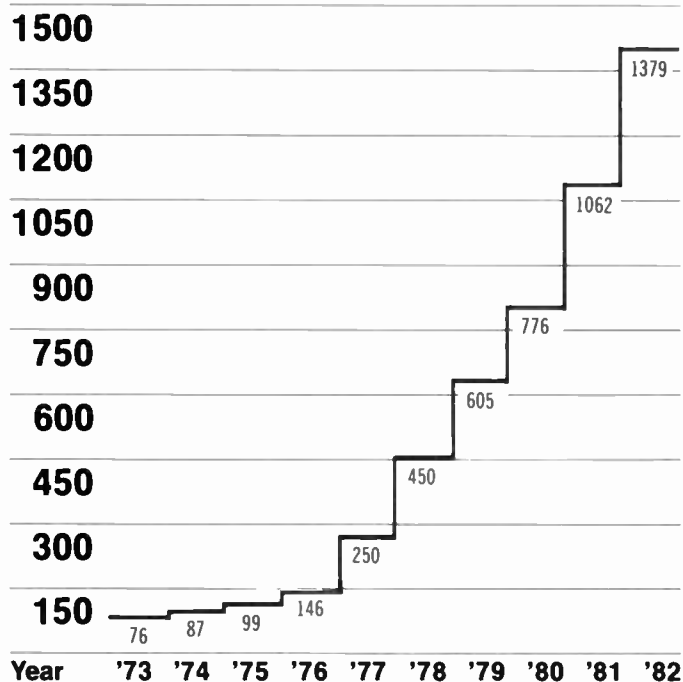


Source: RIAA

U.S. PRERECORDED MUSIC SHIPMENTS 1973-1982

Cassettes

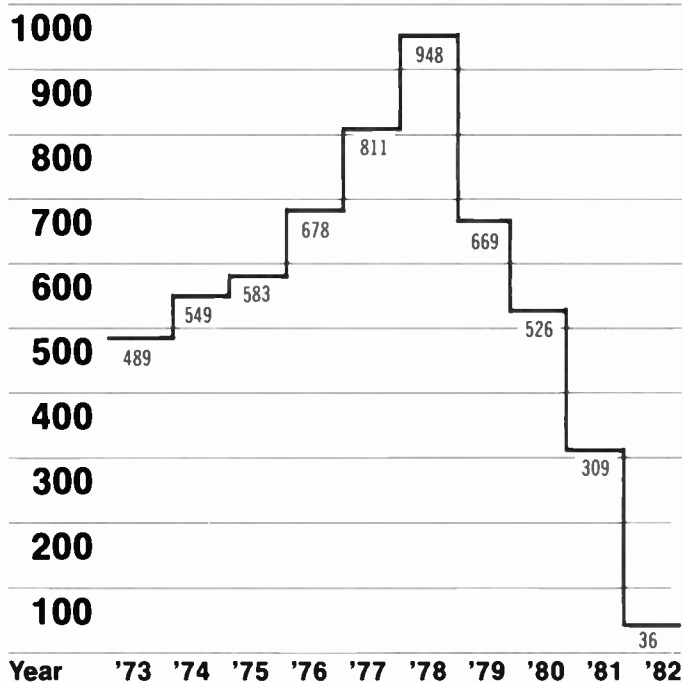
(\$ IN MILLIONS)



Source: RIAA

8-Track Cartridges

(\$ IN MILLIONS)



CONSUMER PURCHASING OF RECORDS & PRERECORDED TAPES 1979-1982 (IN THE UNITED STATES)

The figures below and on the following two pages present information on U.S. consumer purchases of records and prerecorded tapes for 1979-1982. Prepared for the Recording Industry Association of America (RIAA) in cooperation with NARM by NPD Special Industry Services, the data was drawn from a representative nationwide panel of 13,000 families. Note particularly that the data refers to consumer purchases and not manufacturers shipments. For more information, contact Stephen J. Traiman, Executive Director, RIAA, 888 Seventh Ave., 9th fl., New York, N.Y. 10106.

RETAIL/DIRECT MARKETING SECTORS:

(Estimated % of Total Sales)—Retail: 82%-85%

Direct Marketing: 15%-18%

RETAIL OUTLET TRENDS

(% DOLLARS SPENT)

	1979	1980	1981	1982
Record and Tape Stores	45%	45%	47%	49%
Department Stores	9	8	8	6
Discount Stores	30	30	26	26
Other Retail Stores	16	17	19	19

SOURCE: RIAA/NPD SPECIAL INDUSTRY SERVICES

CONSUMER PURCHASING (RECORDS & PRERECORDED TAPES)

TRENDS IN PURCHASES BY MUSIC TYPE

(as defined by consumers)
(% DOLLARS SPENT)

	RETAIL				DIRECT MARKETING			
	1979	1980*	1981	1982	1979	1980	1981*	1982
Rock	42%	43%	43%	34%	30%	30%	29%	27%
Country	9	12	15	15	20	18	24	24
Pop/Easy Listening	13	12	11	14	23	23	17	17
Black/Disco	14	8	7	7	3	3	2	2
Gospel	3	3	4	6	5	5	5	6
Classical	3	3	4	6	4	5	7	7
Shows/Soundtracks	3	5	3	4	1	1	2	3
Jazz	3	3	3	3	3	3	2	4
Children's	2	3	3	3	1	1	1	2
Other	8	7	7	8	10	11	10	8

*Total less than 100% due to computer rounding

PRODUCT TRENDS (% DOLLARS SPENT)

LPs	71%	69%	68%	62%	47%	54%*	51%	53%
Cassettes	7	14	18	28	16	17	26	32
8-Track Cartridges	17	13	10	5	37	28	23	15
Singles	5	4	4	5	—	—	—	—

*Total less than 100% due to computer rounding

RECORD AND TAPE CONSUMER PROFILE (% DOLLARS SPENT)

AGE*

10-14 (9.3%)**	5%	5%	5%	5%	2%	2%	2%	2%
15-19 (9.3%)	23	23	18	16	17	14	12	10
20-24 (9.4%)	23	25	27	23	18	22	20	17
25-34 (16.4%)	25	25	26	27	22	21	22	28
35+ (42.2%)	24	22	24	29	41	41	44	43

*13.4% Under 10 years

RACE

Non-white (16.8%)**	15%	14%	13%	10%	6%	5%	7%	6%
White (83.2%)	85	86	87	90	94	95	93	94

SEX

Male (48.6%)**	54%	58%	57%	57%	46%	50%	48%	54%
Female (51.4%)	46	42	43	43	54	50	52	46

REGION

Northeast (21.7%)**	22%	23%	22%	22%	21%	22%	23%	21%
North Central (26.0%)	27	25	24	21	28	27	25	21
South (33.3%)	30	32	33	37	31	32	33	35
West (19.0%)	21	20	21	20	20	19	19	23

**=% 1980 U.S. Census

CONSUMER PURCHASING (RECORDS & PRERECORDED TAPES)

RETAIL & DIRECT MARKETING CONSUMER PROFILE*—% Dollars Spent MUSIC TYPE (as defined by consumers)

YEAR	TOTAL		ROCK		COUNTRY		POP/EASY LISTENING		BLACK/DISCO		CLASSICAL		GOSPEL		CHILDREN'S		JAZZ		SHOWS/SOUNOTRACKS		
	1981	1982	81	82	81	82	81	82	81	82	81	82	81	82	81	82	81	82	81	82	
AGE																					
10-14	4%	4%	7%**	7%**	2%**	2%	3%	3%**	3%	4%	1%	2%	—%	1%	1%**	3%**	2%	—%	4%**	3%	
15-19	17	15	28	28	7	5	9	10	21	18	2	4	8	7	1	2	14	19	13	8	
20-24	25	22	33	27	19	18	21	22	37	29	15	12	19	15	16	13	17	18	16	11	
25-34	25	27	22	25	30	30	24	24	29	34	18	23	21	24	49	45	39	31	32	28	
35+	29	32	11	12	41	45	43	40	10	15	64	59	52	53	32	35	28	32	36	50	
RACE																					
White	88%	91%	95%	96%	96%	97%	90%	94%	19%	36%	94%	94%	86%	92%	95%	94%	78%	85%	88%	94%	
Non-White	12	9	5	4	4	3	10	6	81	64	6	6	14	8	5	6	22	15	12	6	
SEX																					
Male	55%	56%	63%	67%	47%	47%	44%	48%	59%	45%	63%	65%	40%	52%	27%	25%	78%	72%	55%	59%	
Female	45	44	37	33	53	53	56	52	41	55	37	35	60	48	73	75	22	28	45	41	
REGION																					
Northeast	22%	21%	28%	25%	16%	15%	24%	24%	16%**	25%	17%**	21%**	7%	8%	20%	21%	15%	23%	29%**	34%**	
North Central	24	21	25	23	25	24	27	22	19	13	21	18	20	16	23	24	33	25	23	17	
South	33	37	29	33	38	41	27	32	52	41	36	39	48	47	35	34	18	33	25	32	
West	21	21	18	19	21	20	22	22	12	21	25	23	25	29	22	21	34	19	24	16	

*The "other" music type grouping has been omitted from this tabulation as it is a mix of several music types

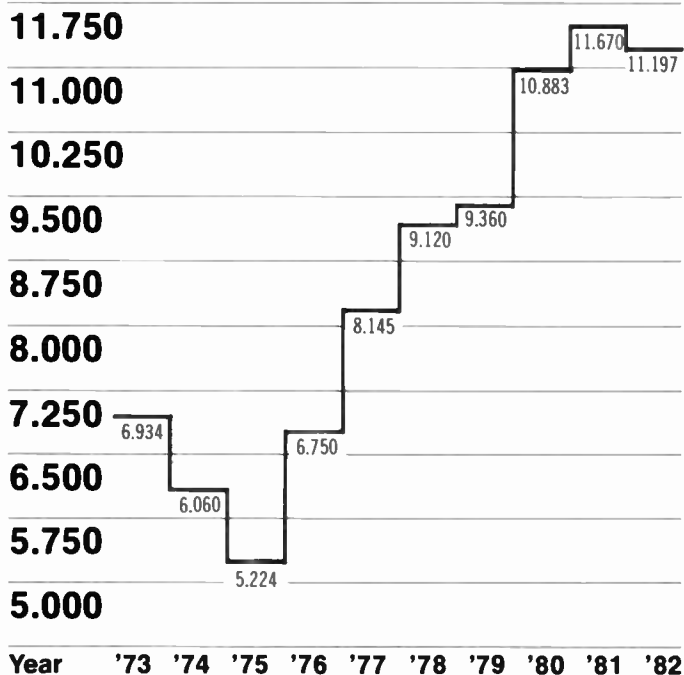
**Totals more or less than 100% due to computer rounding

SOURCE: RIAA/NPD SPECIAL INDUSTRY SERVICES

U.S. CONSUMER ELECTRONICS (FACTORY SALES)

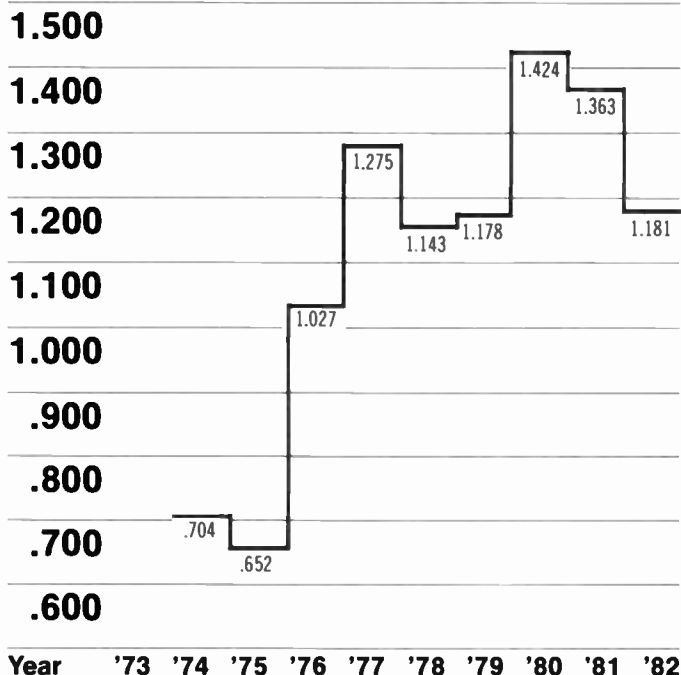
Total Sales (All Consumer Electronics Products)

(\$ IN BILLIONS)



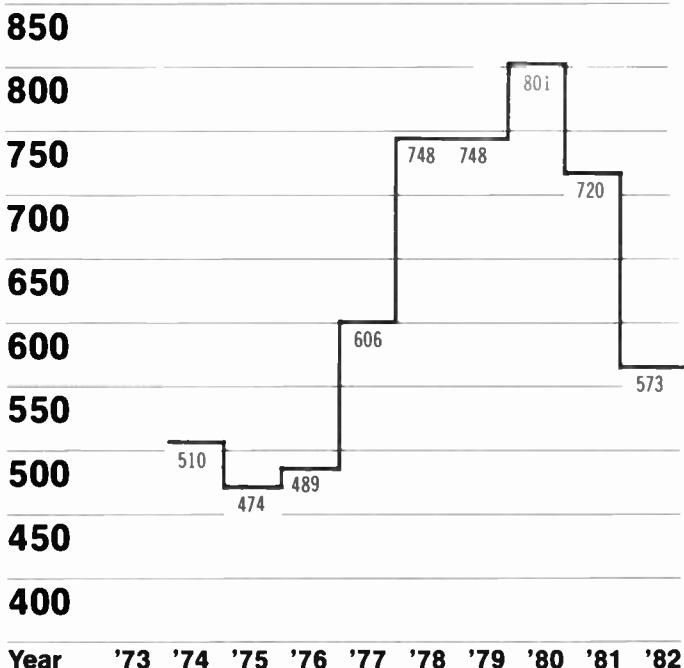
Separate Audio Components

(\$ IN BILLIONS)



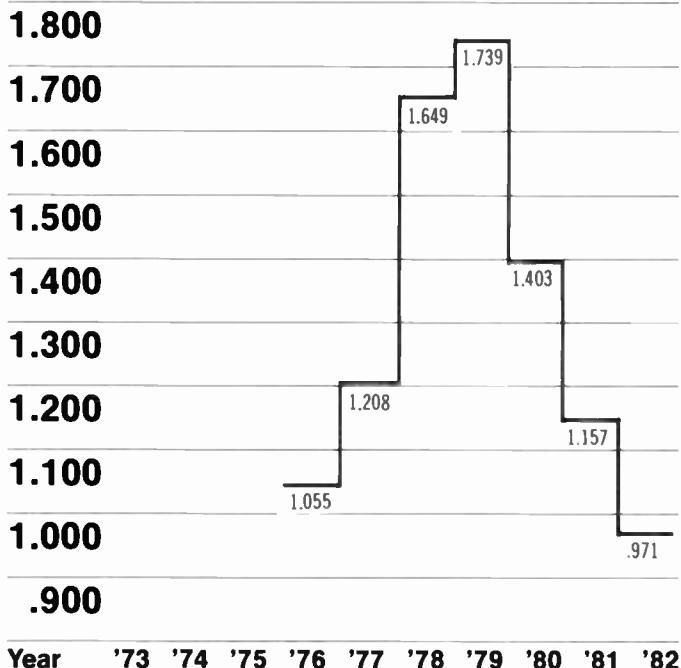
Audio Systems

(\$ IN MILLIONS) (Prior to 1981, data includes console phono)



Portable Audio Tape Equipment

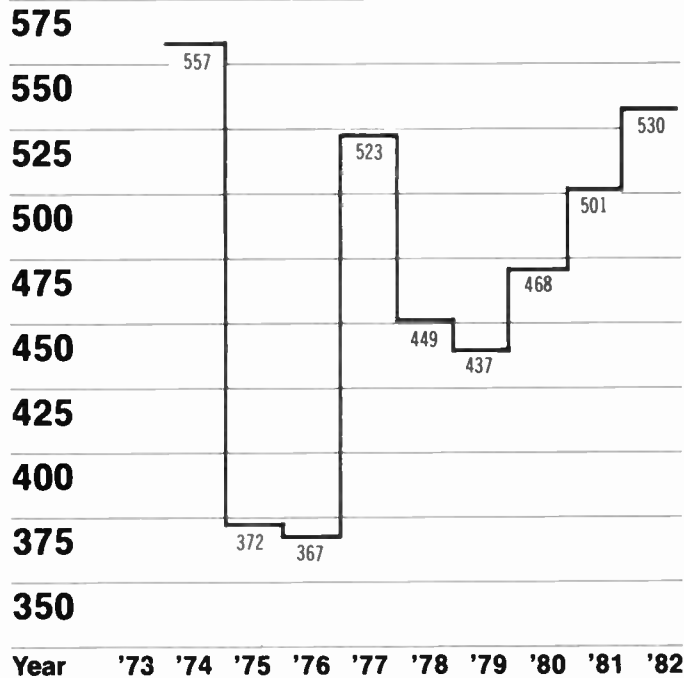
(\$ IN BILLIONS) (Prior to 1981, data includes some tape equipment other than portable)



U.S. CONSUMER ELECTRONICS (FACTORY SALES)

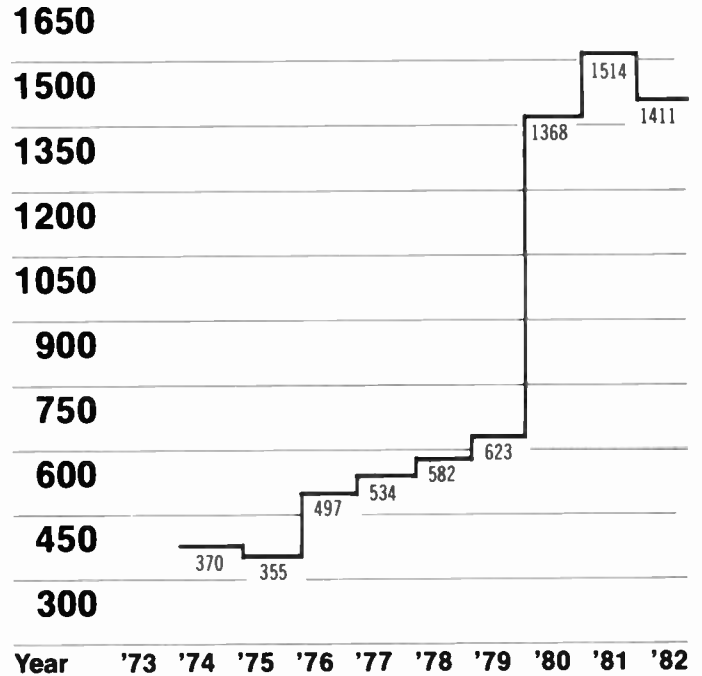
Home Radios

(\$ IN MILLIONS)



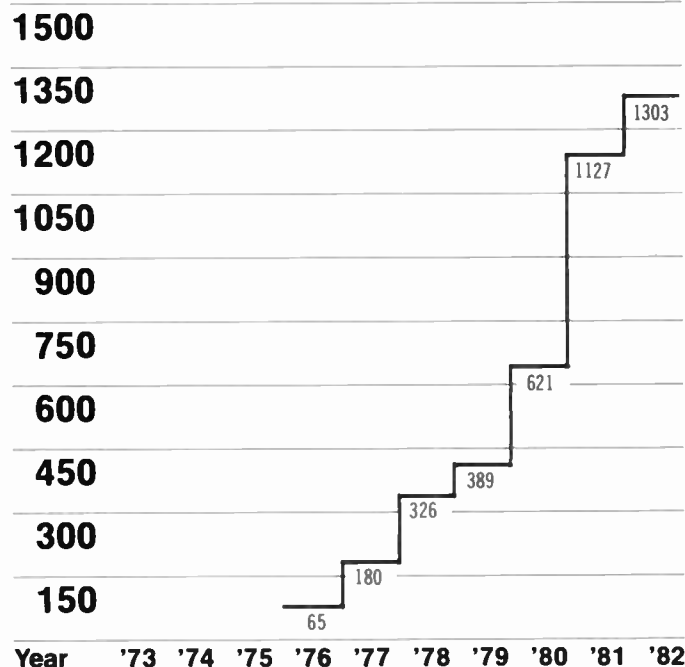
Car Audio

(\$ IN MILLIONS) (Prior to 1980, data reflects factory installed car audio products only)



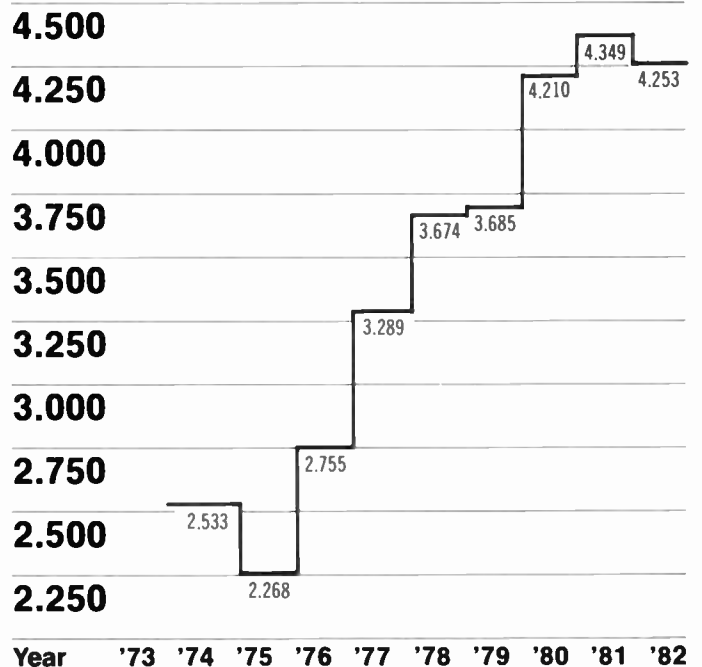
Videocassette Recorders

(\$ IN MILLIONS)



Color TV Receivers

(\$ IN BILLIONS)



Source: EIA MARKETING SERVICE DEPT.

THE COMPANY YOU KEEP



THE AUDIENCE YOU REACH

People will know you by the company you keep: Bowie, The Police, Bruce Springsteen, Joni Mitchell, Paul McCartney, Elvis Costello. For the manufacturer of music products, there is no better company you can keep. For the music audience, there is no better source than musicians themselves. The ultimate interview is what delivers the most influential, active audience to the MUSICIAN advertiser. Award-winning design, quality editorial, provides the perfect environment to frame your advertising message to today's sophisticated music consumer.

For more information on the audience of the 80s, contact Gary Krasner and Ross Garnick at (212) 764-7400.

1515 Broadway, New York City, NY 10036

For retail information contact Brad Lee at (617) 281-3110.

MUSICIAN
The Magazine that lives up to its name

RECORD COMPANIES

A

A A T, see American Album & Tape.
 A A Wonderland Recs (div of Bestway Group), 1105 Grove Ave., Mountain-side, N.J. 07092 Tel (201) 232-8383 Pres Howard A. Massler; VP Sales Alvin M. Berger, Sales Mgr George Ford, Controller Jack O'Donnell.
 Labels: (Owned) Merry, Wonderland
 A B C, see MCA
 A B P Recs, 240 Central Park S., New York, N.Y. 10019 Tel (212) 582-7379 Pres & A&R Allen Abdulezer VP/Promo Stan Stonikus
 A C E, see American Communication
 A C I Int'l, see Americagroove
 A D & A Recs, PO Box 1412, Hollywood Calif 90028 Tel (213) 464-8163 Pres: Ardie Bryant, VP: Anne Bryant, A&R David P. Bryant
 A E I, see American Entertainment Inds
 A H A, see American Harmony Artist
 A I, see Ala Ents
 A K D, see Dorn
 A & M Recs Inc., 1416 N. La Brea Ave., Hollywood, Calif 90028 Tel (213) 469-2411 Cable ALPERMDS Chm Jerry Moss, Vice Chm Herb Alpert, Pres Gil Friesen, Sr VP Promo & Sales Harold Childs, Sr VP Finance & Admin Michael Parkinson, Sr VP Promo Charlie Minor, VP Bus Affairs Ken Powell, VP Sales David Steffen, VP Quality Control/Quality Control Dir Marv Bornstein, VP Artist Development Martin Krukup, VP Mktg Servs. Bob Reitman, VP Int'l, Jack Losmann, VP Pub Kathryn Schenker (Distributed by RCA & A&M & Assoc'd Labels) Branch: New York, N.Y., 595 Madison Ave Zip 10022 Tel (212) 826-0477
 Labels: (Owned) A&M, (distributed) IRS, Windham Hill
 A M C (Brazil), see Brasilia
 A M I Recs 111 Freehill Rd., Hendersonville, Tenn 37075 Tel (615) 822-6786. Pres Michael R Radford (Distributed by Nationwide Sound)
 A M P, see Alternative Music Prod'ns
 A R C, see Rite
 A R C (American Rec'g Co.), see CBS
 A R V Int'l, see House of Falcon
 A/S, see Alshire
 A S A I Rec Corp., PO Box 308, Hwy 460, Vansant Va 24656 Pres Roy John Fuller, Mgr Rita Hale
 Labels: (Owned) ASAI ASI, Modoc, Penny Pinchers
 A S I, Va, see ASAI
 A T V Music Corp 6255 Sunset Blvd., Hollywood Calif 90028 Tel (213) 462-6933
 Branches: New York, N.Y., 888 Seventh Ave Zip 10106 Tel (212) 977-5680—Nashville, Tenn., 1217 16 Ave S Zip 37212 Tel (615) 327-2753
 A V I Recs Inc / Out Of Town Recs Dist'g Corp., 7060 Hollywood Blvd., No 1212, Hollywood, Calif 90028 Tel (213) 462-7151 Cable AVI/LSA TWX (910) 321-3913 Chm. Seymour N. Heller, Pres Raymond P. Harris, VP Edward C. Cobb, Mng Dir & Gen Counsel Jeffrey P. Krauszdorf, A&R & Prod'n Dir Seth Marshall III
 Labels: (Owned) AVI, Out of Town
 Aanco Recs., Box 4279, Woodland Park, Colo 80863 Tel (303) 687-6388 Pres Jay L. Angello, Sec'y Treas & Budgeting J.A. Angello, VP & A&R Dir Enid Angello
 Labels: (Owned) Aanco, Ripp DH
 Aanson Recs., c/o Entertainment Mgmt Ents., 454 Alpa Rd. Wayne, N.J. 07470
 Abel, see Nashboro
 Abiko Recs Inc., 1700 Broadway, New York N.Y. 10019 Tel (212) 399-0300 Pres Allen Klein, VP Joel Silver
 Above All, see Rainbow Room
 Above Ground Recs., PO Box 121, Auburn, Ala 36830 Tel (205) 887-3502, 257-3438 Contact Mike Davis (Distributed by Imaginary Entertainment)
 Abstract (UK), see Posh Boy
 A Bun Dance Entertainment Co., 754 N. Alfred St., Los Angeles, Calif 90069 Tel (213) 655-4895 Exec Prod'n Dir Randy Sils, Eng'g Dir Peter Hirsh, Promo, Mktg & Sales T.Q. Featherstonshaw, Prod'n Mgr. Cindy Hirsh, Video Dir Ken Alan
 Accent Recs., 71906 Hwy 111, Rancho Mirage, Calif 92270 Tel (619) 346-0075 Owner & A&R Dir Scott B. Seely, A&R/VP Buddy Merrill, Promo & Dpsns Dir Dolores Gulden, Eng & Prod'r Nick Mandola
 Labels: (Owned) Accent (distributed by GNP Crescendo), Coachella, New Sound
 Accord/Townhouse Recs., 609 Merritt Nashville, Tenn 37203 Tel (615) 244-0863 Telex (810) 371-1332 Int'l Sales Larry Broderick
 Labels: (Owned) Accord, Accord/Townhouse
 Ace Recs Inc., PO Box 9341 Jackson, Miss 39206 Tel (601) 355-2744 Pres John Vincent
 Acme Music Corp., 259 W 10 St., New York, N.Y. 10014
 Acme Rec'g Studios, 3821 N. Southport Ave. Chicago Ill 60613 Tel (312) 477-7333
 Acorn, Tex., see Freddie
 Acosmic see Auravox

AcoustoGraphic Recs., 1 Simpson's Ln., Edgartown, Mass. 02539 Tel (617) 627-4639, Owner Benjamin L. Hall, A&R & Promos William H. Paneros
 Labels: (Owned) AcoustoGraphic AcoustoQuad, Beau-Brian, Benjamin Lambert, Newzonophone
 AcoustoQuad, see AcoustoGraphic
 Acropole Corp. of America, 1410 York Ave., Suite 2D, New York, N.Y. 10021 Tel (212) 628-6315 Pres & Gen Dir Bruno George Ronty
 Labels: (Owned) Bruno, Colosseum
 Action Recs., 1616 Park Place Ave., Fort Worth, Tex 76110, Tel (817) 923-1111 Owner Marvin Moore, Prod'rs Lew Gillis, Bob Davis
 Adam Prod'ns Inc., 2501 S. Ocean Dr., Hollywood, Fla 33022 Tel (305) 925-1799 Pres Robert S. Taran, A&R Mike Lewis, Peter Graves
 Adelphi Recs Inc., Box 7688, Silver Spring, Md 20907 Tel (301) 434-6958
 Ades (France), see Playette.
 Adirondack, see Michele Audio
 Adobe, see Blue Gem
 Advance, see Composers Rec'gs
 Advent Prod'ns, PO Box 772, El Cerrito, Calif 94530 Tel (415) 525-1494 Pres & Gen Mgr Frank Scott
 Labels: (Owned) Advent, Bullfrog, (distributed) Muskadine
 Aero Rec Inc., 141 E. 63 St., New York, N.Y. 10021 Tel (212) 838-6565 Telex 968034 Pres Michael S. Gusick, VP & Gen Mgr Walter A. Maguire, VP Sales & Mktg Bud Katzel, VP Nat'l Promo Doug King
 Label: (Owned) Easy Street
 Aesthetic Artist Recs., PO Box 144, Mid City Sta., Davton, Dho 45402 Tel (513) 252-9426 Owner Paul Wayne Beach
 Alka, see Organ Literature
 Agon, see Dragon
 Aim Recs. Inc. 929 Ashbury St., San Francisco, Calif 94117 Tel (415) 564-9131 Pres Amy Lebovitz, Sales Mgr Scott Anderson, Promo. Dir T.Q. Featherstonshaw
 Branch: Fairfield, Conn., PO Box 1534 SMS Zip 06430 Tel (203) 333-5919 Sales Mgr Scott Anderson
 Labels: (Owned) Aim, (distributed) Arts A Passion, Incas
 Air, see Chrysalis
 Airborn, PO Box 3064, Flint, Mich 48502
 Airwave Recs., 6253 Hollywood Blvd., 6th fl., Hollywood, Calif 90028 Tel (213) 463-9500 Pres & A&R Tom DePiero VP Corp Affairs & Int'l Randolph Silts, VP Sales & Mktg Mark E. Schneiderman
 Labels: (Owned) Airwave, All Cities, Gan Jah, Olympic
 Air Wax, see Rooster Blues
 Akba, see Musicvnc Sound
 A Lab Recs., PO Box 838, Enterprise, Ala 36331 Pres Michael Bryan Alabam, see McKinnon Pictures
 Ala Ents Inc., 4218 W. Jefferson Blvd., Los Angeles, Calif 90016 Tel (213) 737-1000 Pres Louis Drozen, VP David Drozen Exec Admin'r Shelby Meadows Ashford
 Labels: (Owned) AJ, Ala, Ala Gospel, Archives, Blues Spectrum, Laff.
 Ala Gospel, see Ala
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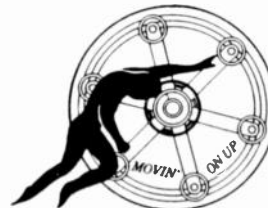
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 Anahuac (Discos), 6331 Santa Monica Blvd., Hollywood, Calif. 90019. Tel: (213) 462-0088. Pres.: Pete Korelich
 Anamaze Recs., 1802 Ocean Pkwy., Suite 2A, Brooklyn, N.Y. 11223. Tel: (212) 627-8499. Pres., Prod'r & A&R Dir.: Cosmo Ohms; VP Mktg & Promo.: Dosa Tooner; Graphic Arts Supervisor: Fae Ellen; Exec. Prod'r: Michael Tubin. (Distributed by Auravox)

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 Labels: (Owned) Ansonia, Superior.
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 Apple Pye Recs Inc., 128 Colonial Pkwy., Suite 4-H, Yonkers, N.Y. 10710. Tel: (914) 337-4462. Pres. Charles Manna; VP Anthony Frisaura; A&R Paul Timmons.
 Labels: (Owned) Apple Pye, Manna
 April, see Dragon Int'l
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 Arcade Rec. Co./Arzee Rec. Co., 3010 N Front St., Philadelphia, Pa. 19133. Tel: (215) 426-5682. Pres.: Rex Zarro; Gen. Mgr.: Christina Lelav.
 Labels: (Owned) Arcade, Arzee, Clymax.
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 Arctic (Norway), see SWS
 Area Code Prod'ns, see Brasilia
 Argo, see PolyGram Classics
 Argo (educational product), see Listening Library
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 Labels: (Owned) Argus, Merry Ell, Never Ending Music, Record Room; (distributed) Black & Blue, Now
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 Arhoolie Prod'ns Inc., 10341 San Pablo Ave., El Cerrito, Calif. 94530. Tel: (415) 525-7471/4996. Pres.: Chris Strachwitz.
 Labels: (Owned) Arhoolie: (distributed) Blues Classics, Folklyric, JEMF, Old Timey, Rag Baby.
 ARIAL RECS. & Cassettes/ARC Entertainment Group, 44 Montgomery St., San Francisco, Calif. 94104. Tel: (415) 558-8985. Cable: ARIAL. Telex: 176546. Pres.: Larry Brennan; VP & Exec. Prod'r: Craig Morey; Nat'l Promo. Dir. Frank Teraman; A&R Dir.: Mike Lewis; Licensing: Marvin Howell.
 Labels: (Owned) ARIAL, ARIAL Classics.
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 Cable: ARISREX. Telex: 666282. Pres.: Clive Davis; Sr VP Dpns: Wm Schipper; Sr VP Promo.: Richard Palmsse, VP A&R: Bob Feuden; VP Pub & Press Servs. Dennis Fine; VP Sales & Dist'n: Lou Mann; VP Nat'l R&B

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 Ark Recs., PO Box 230073, Tigard, Ore. 97223. Tel: (503) 620-5680. Owner/ Mgr.: Jeff Johnson
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 Associated Rec'g Cos (div. of Associated Inds.), 2250 Bryn Mawr Ave., Philadelphia, Pa. 19131. Tel: (215) 477-7122. Pres. George Gues; Exec. Gues; VP & VP Ops: Ted Brown; VP & Gen. Mgr.: Charles Jenkins; VP Promo. Ronald Williams; Pop Promo. Dir.: Tom Goodman; Black Promo. Dir.: James Wise; Gen. Mgr. & A&R: Leo Gayton.
 Labels: (Owned) Jengas, Pearl Harbor, Sin; (distributed) Boltax
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 Audiofidelity Ent's. Inc., 45 E. Milton Ave., Rahway, N.J. 07065. Tel: (201) 388-5000. Cable: AUDIOFIDEL. Bd. Chm. Dante Pugliese, Controller, Margaret Johnson; VP: Philip Goldschmidt; Art Dir.: Ron Warwell
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Beau-Brian, see AcoustoGraphic.
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Labels: (Owned) Numex Int'l, Souted Out, Sound of New Mexico. Tribal Believe in a Dream, see Rm 10 & CBS

Belkin Prod's Inc., 28001 Chagrin Blvd., Cleveland, Ohio 44122. Tel: (216) 464-5990.

Label: (Owned) Sweet City

Bella, see Captain Blue

Bellaire Recs., PO Box 1200, Bellaire, Tex. 77401. Tel: (713) 667-9196.

Owner: Don Jancek
Labels: (Owned) Bellaire, Texas Gold

Belltone, see Lee Anderson

Belmont Recs. (div. of John Penny Ent's Inc.), 259A Beech St., Belmont, Mass. 02178. Tel: (617) 489-4510. Pres. John Penny, Promo. Jackie Lee Williams

Belter, see Musical Recs

Bemsbrain, see Enigma

Beni-Mer, see Kison Elyon.

The Benson Co. Inc., 365 Great Circle Dr., Nashville, Tenn. 37228. Tel: (615) 259-9111. Pres.: Robert R. MacKenzie; Exec. VP. Wayne Erickson; Sales Mgr.: Bill Robison; Mktg. Mgr.: Loren Balman; PR Dir.: Don Klein; Opns. Mgr. Tom Beld; Controller: Tom Bates

Labels: (Owned) Greentree, HeartWarming, Impact, Lifetime/Benson, NewPax, Onyx Int'l, Paragon, Pilgrim/America; (co-owned) Lamb & Lion,

Refuge; (distributed) Alarma, Home Sweet Home, Hope Song, New Birth, Rooftop, Scripture in Song.

Bente Recs., 382 Central Park W., New York, N.Y. 10025. Tel: (212) 749-2267. Co-Pres. Karin Mann, John Blount; Disco Mgr.: John Blount.

Bent Recs. Inc., PO Box 212, Canal St. Sta., New York, N.Y. 10013. Tel: (212) 233-3353. Pres.: Baird Hershey; Sales & Promo. Dir. Jude Sillato

Beritz Publ's Inc., 866 Third Ave., New York, N.Y. 10022. Tel: (212) 702-2000.

Berne-Viol, see PM.

Berry Hill, see Buzz Cason & Album Globe.
Bert & I Inc., 35 Mill Rd., Ipswich, Mass. 01938. Tel: (617) 356-0151. Pres.: Robert A. Bryan; VP: Faith L. Bryan.

Beskerly Recs., 2054 University Ave., Berkeley, Calif. 94704. Tel: (415) 848-6701. Telex: (910) 366-7172.

Labels: (Owned) Beskerly, Home of the Hits, Organ.

Best Buy Series, see RCA.

Bethlehem Recs., International Jazz Emporium, 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-7340. Telex: 236464. TWX: (710) 581-6058.

Chm.: Joe Cayre; Int'l Mgr. Glenn La Russo. (Also see Salsoul)

Better, see Ready.

Beverly (Brazil), see Brasilia.

Bicycle Music Co., 8756 Holloway Dr., Los Angeles, Calif. 90069. Tel: (213) 938-2265.

Big Bear Music, PO Box 3028, Fairview Heights, Ill. 62208. Tel: (618) 397-3701. Pres.: Robert D. Schirmer.

Label: (Owned) RDS.

Big Boss, see Album Globe.

Big Daddy Recs., Box 268, Yonkers, N.Y. 10710. Tel: (914) 779-4684. Co-Owners/Prod's: Guy & Pipp Gillette.

Big El, see Rob-Lee.

Big Int'l, see Slash.

Big L Prod's Ltd. Inc., PO Box 2015, Garland, Tex. 75041. Pres.: Lonnie Salazar; VP Legal Counsel: Todd Watson; Sec'y-Treas.: Evelyn Salazar.

Promo.: Bill Reddon; Publ'g: G. Salazar.

Labels: Condon II, ICA, Major.

Big Mike, see Right On.

Big Monkey Recs., PO Box 31217, Jackson, Miss. 39206. Tel: (601) 366-1590. Contact: Tim Lee.

Big Sky, see SCP.

Big Sound, see Trod Nossel

Big Tampa, see PM.

Big Time, see RedBud.

Big Wheels, see Entertainment Ventures.

Biograph Recs. Inc., PO Box 109, Canaan 12029, 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400. Cable: BIOGRAPH. Pres.: Arnold S. Caplin;

VP: Barbara Caplin; Nat'l Sales Dir.: Alan D. Caplin.

Labels: (Owned) Biograph, Historical, Melodion.

Birch Recs., Box 92, Wilmette, Ill. 60091. Tel: (312) 251-7037, 583 0129.

Pres. Dave Wylie; VP: June Wylie; VP Promo.: Terry L. Walker; VP Pub. Ellen Gnden.

Birdie Recs., see General Music

Birdwing, see Sparrow

Birthright Recs., 3101 S. Western Ave., Los Angeles, Calif. 90018. Tel: (213) 258-8011. Pres.: Byron Spears; Exec. VP A&R: Michael Trammell, VP Nat'l Sales: Michael Dilsaver.

Bivens Brothers, see General Broadcasting.

B

B-Atlas, see Jody.

B B B, see Music Adventures

B B C, see Gemcom

B B W Recs., PO Box 262, Livingston, N.J. 07039. Tel: (201) 994-1195, 992-7300. Pres. Rich Szabo; VP: Joe Felice; Mktg. Dir. Anthony Szabo, A&R Dir. Dave Taylor; Law: Howard Lipstein.

B C Recs., 207 Dahill Dr., Brooklyn, N.Y. 11218. Tel: (212) 851-8338.
B G D Recs. Inc., 3864 Oakcliff Ind'l Court, Oranville, Ga. 30340. Tel: (404) 449-5147. Pres. Arnie Geller; VP: Buddy Bue; VP/Bus. Affairs: Gloria Bue.

B I, see Bollman.

B I D, see Rm. 10 & CBS.

B L S, see Random House School Div.

B L T Recs., PO Box 9830, 3507 W. Vickery, Fort Worth, Tex. 76107. Tel: (817) 737-9911.

B M A, see Jersey Coast.

B R C, see Brunswick.

B S D Recs. Inc., 2595 Carrell Ln., Wallow Grove, Pa. 19090. Tel: (215) 443-0453. Cable: BSOMUSIC. Pres. & Gen. Mgr.: Sal Barbieri, VP: Ciro Schano, Int'l A&R Mgr. Ralph Barbieri.

Labels: (Owned) BSD, Savana

B W I Communications Corp., 1737 DeSales NW, Washington, D.C. 20036. Tel: (202) 783-3336, 347-8864. Pres.: Laurence Snger; A&R & Mktg. & Sales Dir. Lynn Andel. (Distributed by Butler-Weed)

Labels: (Owned) BWI 9 1/2 x 16.

Baby Boy, see Peninsula Artist.

Baby Girl, see Peninsula Artist

Bach Guild, see Vanguard.

Backlash, see Bomp

Backstage Recs. Inc., 9878 Portola Dr., Beverly Hills, Calif. 90210. Tel: (213) 274-3548. Pres. Jonathan Johnson.

Backstreet, see MCA.

Bad Brains, see Relativity

Bainbridge Entertainment Co. Inc., 2507 Roscomare Rd., Los Angeles, Calif. 90077. Tel: (213) 476-0631. Pres. Stanley R. Marshall; VP: Harlene Marshall.

Labels: (Owned) Bainbridge; (distributed) Avon.

Balboa Rec. Co., 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Owner: Larry Fotme. (Also see Spiral)

Balkan, see Marjon.

Balkan Arts, see Ethnic Folk Arts.

Balkan Hi-Fi, see Balkan Music.

Balkan Int'l, see Balkan Music.

Balkan Music Co., 6917 W. Cermak Rd., Berwyn, Ill. 60402. Tel: (312) 484-6436.

Labels: (Owned) Balkan Hi-Fi, Balkan Int'l

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Balloon, see Castalia.

Ball Recs., 355 S. Mansfield, Los Angeles, Calif. 90036. Tel: (213) 936-1032. Pres.: Jim L. Ball.

Bambuco, see Discolando

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 Labels: (Owned) Black Fire, Cosmic Fire; (distributed) Atumpan, Magdi.
 Blackgold (Philippines), see Respond.
 Black Label, see HSE, MCA & SOWOR.
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 Black Top, see Rounder.
 Black & White, see JKL Entertainment.
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 Labels: (Owned) Blackwood, Choctaw, Jerry Wallace, Memphis Mgmt.
 Eubie Blake Music Rec'g, 284-A Stuyvesant Ave., Brooklyn, N.Y. 11221. Tel: (212) 477-2372.
 Blast Off, see Grandville.
 Blaze, see Norman's Int'l.
 Blind Pig Recs., 208 S. First St., Ann Arbor, Mich. 48103. Tel: (313) 428-7216. Prod'n: Jerry Del Giudice. (Distributed by Flying Fish)
 Branches: El Cerrito, Calif., 3409 Santa Clara. Zip: 94530. Tel: (415) 526-0373. Promo. Dir.: Edward Chmielewski.
 Blotto Inds. Inc., Box 1786, Albany, N.Y. 12201. Tel: (518) 465-6632. Promo. & Pub. Dir.: Sergeant Blotto.
 Blue Ash, see Kare.
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 Blue Gem Recs., 3740 Evans St., Suite C-114, Los Angeles, Calif. 90027. Tel: (213) 664-7765. Pres.: Pete Martin.
 Labels: (Owned) Blue Gem; (distributed) Adobe, Hi-Lite.
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 Blue Island Recs., 1446 N. Martel, Suite 3, Los Angeles, Calif. 90046. Tel: (213) 851-3733. Pres.: Bob Gilbert; VP: Bob Fleming.
 Labels: (Owned) Blue Island, Bob, Dixie, Floppy Disc, Rock Island.
 Blue Note, see EMI America/Liberty.
 Blue Rain Recs. Inc., 127 N. Dearborn St., Suite 1537, Chicago, Ill. 60602. Tel: (312) 236-0585. Pres.: Jack Barthel; VP: Richard Hillert; Sec'y: Earl Bosley.
 Labels: (Owned) Blue Rain, Wicker Park.
 Blue River Recs., 1626 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 463-7661.
 Labels: (Owned) Musi-Que, Musi-Que Contemporary, Solo Plus.
 Blues Classics, see Arhoolie.
 Blue Sky Recs. Inc., 745 Fifth Ave., Suite 1803, New York, N.Y. 10151. Tel: (212) 751-3400. Pres.: Steve Paul; VP: Teddy Status. (Distributed by CBS).
 Blues Spectrum, see Ala Ents.
 Blues Unlimited, see Master-Trak.
 Blue Thumb, see MCA.
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 Boat Recs., PO Box 3362, Madison, Wis. 53704. Tel: (608) 255-7621. Pres.: Bob Bartel.
 Bob, see Blue Island.
 Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas Boddie; VP: Louise Boddie; A&R: Sarah Battles, Gerald Baxter; Sales Mgr.: Dennis Boddie.
 Labels: (Owned) Bounty, Carib, Luau, Soul Mine.
 BODY ROCK, 210 E. 90 St., New York, N.Y. 10128. Tel: (212) 348-4876. Pres.: Tom Silverman; Int'l Affairs: Rick Dutka.
 Bolivia Recs., PO Box 1304, 1219 Kerlin Ave., Brewton, Ala. 36426. Tel: (205) 867-2228. Pres.: Roy Edwards; VP: Mike Tracy; A&R/Promo.: Gus Grice; Sales Mgr.: Bobbie Roberson.
 Label: (Owned) Known Artist.
 Bollman Int'l Recs., PO Box 28553, Dallas, Tex. 75228. Tel: (214) 427-5926. Contact: B.L. Bollman.
 Labels: (Owned) BI, Gospel City.
 Bottax, see Associated Rec'g.
 Bomba Roja, see Record Guild.
 Bomp Recs. Inc., 2702 San Fernando Rd., Los Angeles, Calif. 90065. Tel: (213) 227-4141.
 Labels: (Owned) Bomp, Quark; (distributed) Backlash, Mao.
 Bonanza, see General Music.
 Bonfire, see Jay Jay.
 Bondisco, see Discolando.
 Bonnet, see Country Stream.
 Boot, see Shanachie.
 Boot Master Concert, see Boot Recs.
 Boot Recs. Inc., PO Box 120478, Nashville, Tenn. 37212. Pres.: Jury Krytiuk, VP: Tom C. Connors; Sales: Peter Krytiuk. (Distributed by Shanachie)
 Labels: (Owned) Boot, Boot Master Concert, Cynda, Generation, Morning, Moutarde, Riot; (distributed) Image, JMI.
 Boppin' Belle, see Rollin' Rock.
 Borrowed, see Column Dne.
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 Boston Skyline, see Boston Int'l.
 Bounty, see Boddie.
 Bouquet-Orchid Ents., PO Box 18284, Shreveport, La. 71138. Tel: (318) 686-7362. Pres.: Bill Bohannon.
 Bourne Co., 437 Fifth Ave., New York, N.Y. 10016. Tel: (212) 679-3700. Cable: BOURNEMUS. Pres.: Bonnie Bourne; Prof. Mgr.: Steve Sussman.
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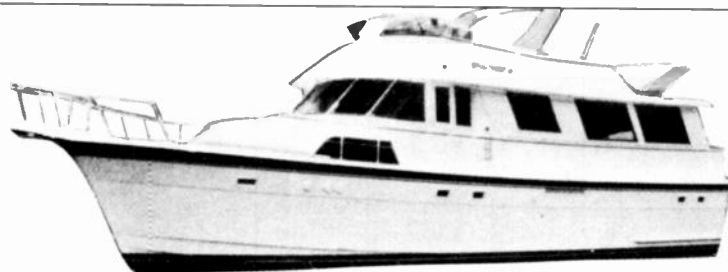
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Labels: (Owned) Boyd, Saguro.
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Labels: (Owned) BRC, Brunswick, Dakar.
Buckshot, see Jerec.
Buddah Recs. Inc., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Arthur Kass; VP: Chuck Walz.
Labels: Buddah (dist. by Arista), Sutra.
Building (Brazil), see Brasilia.
Bulldog Recs. Ltd., 50 E. 42 St., Suite 1301, New York, N.Y. 10017. Tel: (212) 687-2299. Pres.: Jeffrey S. Kruger; VP's: Louis Zinman, Howard Kruger; VP Int'l Affairs: Leslie Lewis.
Labels: (Owned) Bulldog, Ember, Ember Int'l, Great Voices of the Century.
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C B O Recs. Inc., Box 466-B, Rt. 2, Ash St., Central City, Ky. 42330. Tel: (502) 754-5050. Pres.: Paul C. Hayes. (Distributed by World Wide)
C B S (Discos) Int'l, 49 E. 52 St., New York, N.Y. 10022. Tel: (212) 840-3582. VP & Gen. Mgr.: Ron Chaimowitz.
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Branches: Los Angeles, Calif., 1801 Century Park W. Zip: 90067. Tel: (213) 556-4700. VP Mktg. Western Region: Del Costello; VP Columbia Recs. A&R (West Coast): Ron Derman; VP Contemporary Music A&R (West Coast): Terry Powell; VP Columbia Recs. Mdsq. (West Coast): Bob Wilcox; VP Epic A&R (West Coast): Frank Rand—Nashville, Tenn., 34 Music Square E. Zip: 37203. Tel: (615) 742-4321. Sr. VP & Gen. Mgr.: Rick Blackburn; VP & Exec. Prod.: Billy N. Sherrill; VP Mktg.: Roy Wunsch; VP Promo.: Joe Casey; A&R Dir.: Bonnie Garner; Creative Servs. Sr. Dir.: Virginia Team; Artist Development & Pub. Dir.: Mary Ann McCready; Columbia Recs. Nashville Promo. Dir.: Jack Lameier; Epic Recs. Nashville Promo. Dir.: Rich Schwan.

Distribution branches: See Record & Tape Wholesalers section.

Labels: (Owned) CBS, CBS Masterworks, Columbia, Epic, Odyssey, Portrait; (associated—CBS) Ambient Sound, BID (Believe In a Dream), Bang, Blue Sky, Carrere, Caribou, Coast to Coast, Curb, Jet, Johnston, Kat Family, Kershner, Nemperor, Pasha, Pavilion, Philadelphia Int'l, Precision, Scotts Bros., T-Neck, TSO, Unlimited Gold; (associated—Columbia) ARC, Stiff/Columbia, 415/Columbia, Entertainment Co./Columbia, Lorimar/Columbia; (associated—Epic) City Lights, Cleveland Int'l, Full Moon, Park Lane, Stiff/Epic, Virgin; (custom dist'n) Barking Pumpkin, Chrysalis, Doctor Jazz, Finesse, Hammond Music, Monument, Reward, US.

C B S Recs. Int'l (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-4321. Pres.: Allen Davis.

C C C/Orion, see Orion.

C D E Recs. & Tapes/Toll Free Recs. & Tapes, PO Box 41551, Atlanta, Ga. 30331. Tel: (404) 256-3113. Pres.: Charles D. Edwards.

Label: (Owned) TBS.

C J Rec. Co., 4827 S. Prairie Ave., Chicago, Ill. 60615. Tel: (312) 285-1616. Pres.: Carl Jones.

Labels: (Owned) Blue Flame, C.J. Colt, Firma.

C M H Recs. Inc., PO Box 39439, Los Angeles, Calif. 90039. Tel: (213) 663-8073. Pres.: Martin Haerle; Exec. Ass't: Paul F. Wells; Sales Mgr.: Dexter Shaffer.

Branch: Charlotte, N.C., 5457 Old Monroe Rd. Zip: 28211. Tel: (704) 366-4387. VP: Arthur Smith.

C M S Recs. Inc., 14 Warren St., New York, N.Y. 10007. Tel: (212) 964-3380. Pres.: Leon Golovner.

Labels: (Owned) CMS, Desto; (distributed) Summit.

C D R I, see Continental Recs.

C P, see Composer's Rec's.

C R C, see Clearinghouse.

C R I, see Composers Recs.

C R S, see Contemporary.

C S A, see Country Showcase.

C S C, see Ham-Sem.

C T I, see Creed Taylor.

CT R Computer Recs., 5626 Chrysler Ave., Baltimore, Md. 21207. Tel: (301) 664-9135. Pres.: Gary E. Newman. VP: Terry Newman, Sec'y Loretta Watkins.

C V R, see Chuck Anthony.

C V S, see Don D. Sheets.

Cabbage, see Bay Recs.

Cable Car, see Grassroots.

Cactus, see Jim Hall.

Cadence Blues, see Cadence Jazz.

Cadence Jazz Recs., Cadence Bldg., Redwood, N.Y. 13679. Tel: (315) 287-2852. Pres.: Robert D. Rusch; Promo.: Dave Bernstein; Sales: Larry Raye; Bus. Mgr.: Susan Miller.

Labels: (Owned) Cadence Blues, Cadence Jazz.

Cadet Polka Recs., Box 36, Burnett, Wis. 53922. Tel: (414) 689-2211/2215/2320. Pres.: Don Peachey.

Cadel Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari.

Labels: (Owned) Bright Orange, Crown, Kent, Modern, Mother Goose, Robin Hood, United.

Caedmon (educational product), see Listening Library.

Caedmon/Arabesque, 1995 Broadway, New York, N.Y. 10023. Tel: (212) 580-3400. Telex: 668478. Pres.: Carol Haubert, Nat'l Sales Mgr.: Seth Gershel, Exec. Prod.: Ward Botsford; Prod'n Mgr.: Robert Gavin.

Labels: (Owned) Arabesque, Caedmon, Soundbook, Spoken Word Classics.

Cajun Classics, see Master-Trak.

Calgar, see Castala.

Calico, see Waltner Ent's.

Caliente, see Caytronics.

CALIFORNIA COUNTRY RECS., 3413 Reed Way, Concord, Calif. 94519. Tel: (415) 680-0569. Dir.: Howard Harrelson.

Labels: California Country, Little Hollywood.

California Int'l Rec. & Video Inc., PO Box 2818, Newport Beach, Calif. 92663. Tel: (213) 203-9533. Pres.: Joseph Nicoletti; VP & Gen. Mgr.: Cheryl Lee Nicoletti.

California Mud Slide, see Crimson Dynasty.

California Rockabilly, see Rollin' Rock.

Calig (Germany), see Organ Literature.

Callopo (France), see Organ Literature.

Calumet, see San-Lyn.

Calvary Recs., 142 Eighth Ave. N., Nashville, Tenn. 37203. Tel: (615) 244-8800. Pres.: N.S. Parkerson Jr., Exec. Dir.: Rex W. Bledsoe; Promo Dir.: Norman Holland; A&R (Heart Song): Nick Bruno; Sales: Diane Bell.

Labels: (Owned) Calvary, Front Line, Heart Song, Life Stream.

Cambridge Recs. Inc., 125 Irving St., Framingham, Mass. 01701. Tel: (617) 879-2282. Pres.: Charles P. Fisher; Treas.: Carole Fisher.

Camden Soul, see Rob-Lee.

Cammeron/Star Fox Recs., 1 Maryland Farms, Suite 350, Brentwood, Tenn. 37027. Tel: (615) 377-3330. Pres.: Richard Cammeron; VP A&R: Rita Pheeny.

Labels: (Owned) Cammeron, Star Fox.

Ray Campi, see Rollin' Rock.

Canaan, see Word.

Canadian American, see Dawn.

Canary, see Canary Yellow Bird.

Canary-Yellow Bird Recs. Co., 1704 Wagner Heights Rd., Stockton, Calif. 95209. Owner: Earl Miles.

Labels: (Owned) Canary, Yellow Bird.

Candide, see Moss.

Candy Apple, see World Sound.

Candy, Pa., see Jerce.

Candy Recs., 2716 Springlake Court, Irving, Tex. 75060. Tel: (214) 259-4032. Owner & Gen. Mgr.: Kenny Wayne Hagler.

Labels: (Owned) Candy, Holl, Lil' Possum, Sweet Tooth.

Caney, see Guajiro.

Can Scor, see R&R.

Canyon (Japan), see Respond.

Canyon Crest Recs., 6316 Garnet Ave., Alta Loma, Calif. 91701. Tel: (714) 980-1716. Pres.: Mark Larson.

Canyon Recs. Inc., 4143 N. 16 St., Phoenix, Ariz. 85016. Tel: (602) 266-4823/7835. Pres.: Raymond A. Bolev.

Cap, see Cha-Cha.

Capetown Recs., 772 S. Kingshighway, Grape Gardeau, Mo. 63701. Tel: (314) 335-0100. Pres. & Prod'r: Fred J. Horrell. Sec'y-Treas.: Marion Gurlein.

Capital Star Artist Ent's. Inc., 1159 Jay St., Rochester, N.Y. 14611. Tel: (716) 328-5565. Pres.: Don Bailes; VP & Sales: Tony Powlowski; Mgr.: Don Renda.

Branch: Williamsport, Pa., 836 Franklin St. Zip: 17702. Tel: (717) 323-6951. Mgr.: Pat Craven.

Labels: (Owned) Namo, Capital Star Artist.

Capitol Recs. Inc., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECDRDS. Telex: 674051. Bd. Chm. & Chief Exec. Officer: Bhasker Menon; Chief Operating Officer/Recorded Music Group: Don Zimmermann; Pres.: Capitol Recs. & Chief Exec. Officer EMI America/Liberty Recs.: Jim Mazza; VP Mktg.: Walter Lee; VP A&R: Don Grierson; Div. VP A&R Pop Music: Ray Tusken; Div. VP A&R: Bobby Colomby; Div. VP A&R (East Coast): Bruce Garfield; Classics Gen. Mgr.: Penny Martin; VP Sales: Sam Citro; VP Promo.: Bruce Wendell; VP Bus. Affairs: Robert Young; Div. VP Black Music A&R: Varnell Johnson; Int'l Gen. Mgr.: Nick van Hengel.

Branches: New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470. Exec.: Ira Derfler—Nashville, Tenn., 29 Music Square E. Zip: 37203. Tel: (615) 244-7770. Div. VP: Lynn Shults; Nat'l Country Promo.: Paul Lovelace.

Distribution centers & district sales offices: See Record & Tape Wholesalers section.

Labels: Angel, Capitol, Seraphim.

Cap-Orion, see Cartoon.

Capra, see Contemporary.

Capriccio, see Intersound.

Capricorn Int'l, see Goldfox.

Capricorn Recs. Inc., 561 Cotton Ave., Macon, Ga. 31201. Tel: (912) 745-8511. Pres.: Phil Walden.

Capstan Recs., PO Box 211, East Prairie, Mo. 63845. Tel: (314) 649-2211. Pres.: Tommy Loomis; Prod. Mgr.: Archie Cortew.

Captain, see Sonic Arts.

Captain Blue Music Pub'l'g & Recs., PO Box 1044, Hazleton, Pa. 18201. Tel: (717) 455-9484. Gen. Mgr.: Taylor Sappe; Ass't Prod'r: David Kamerzel.

Labels: (Owned) Captain Blue; (distributed) Bella, Pawtuxet.

Cardinal, N.Y., see Vanguard.

Cardinal, Va., see Richtown.

Cargo Recs., Box 111, Massapequa, N.Y. 11758. Tel: (516) 798-8236. Contact: Ron Sextas.

Carib, see Boddie.

Caribou, see CBS.

Carino, see Caytronics.

Carmen, see Eagle.

Carnaval, see Alhambra.

Carol, see Glenn.

Carolina Recs., 1605 Park Dr., Raleigh, N.C. 27605. Tel: (919) 833-6694. Owner: Ethel L. Casey.

Caroline Imports (div. of Virgin Recs.), 43 Perry St., New York, N.Y. 10014. Tel: (212) 807-8177. Telex: 425414. Pres.: Charles Dimont.

Caromar Recs., PO Box 436, Westwood, N.J. 07675. Tel: (201) 666-5450. Pres.: Mark Lapidus; VP: Carol Lapidus.

Carousel Recs., 314 Fairview Ave. N., Suite 115, Seattle, Wash. 98109. Tel: (206) 623-0796.

Carousell Recs. Inc., 1273 1/2 N. Crescent Heights Blvd., Los Angeles, Calif. 90046. Tel: (213) 650-6500. Pres. & A&R: Stuart Lanis; VP Finance: Adam Bank; VP Creative Servs.: Colman Bank; VP Sales & Mktg.: Nathan Bank; VP Pub.: Mike Canyon; VP Adv.: James Scott; VP Promo.: Diann Joy.

Carrere, see CBS.

Carne, see James Hendrix.

Carle Blanche, see Art Attack.

Cartoon Recs., c/o Enchanted Door Inc., PO Box 1235, New Rochelle, N.Y. 10802. Tel: (914) 834-5676. Pres.: Joe Messina; VP A&R: David Saperstein. Gen. Mgr.: Kerry McNamara.

Labels: (Owned) Cap-Orion, Cartoon, Crescent.

Carwin Country Recs. & Tapes, 13357 Lorain Ave., Cleveland, Ohio 44111. Tel: (216) 476-2695.

Casablanca, see PolyGram.

Casa Frago Inc., PO Box 2774, San Juan, P.R. 00903. Tel: (809) 723-0505. Label: (Owned) Frago.

CASA GRANDE RECS./DON-MAR RECS./SHAWMUT RECS., PO Box 113, Woburn, Mass. 01801. Tel: (617) 933-1474. Gen. Mgr.: Frank P. Pappalardo; A&R & Prod'n Mgr.: Frank Paul; PR: Joe Paul (SEE ADVERTISMENT).

Cascade Mountain Recs., 2154 W. 190 St., Torrance, Calif. 90501. Tel: (213) 538-5476. Pres.: William J. Wickline.

Branch: Fox Island, Wash., 588 North Shore Blvd. Zip: 98333. Tel: (206) 549-2468. VP A&R: Robert Wickline; VP Promo.: Richard Wickline.

Casino, see American Creative Entertainment.

Buzz Cason Prod'n, 2804 Azalea Pl., Nashville, Tenn. 37204. Tel: (615) 383-8682. Pres. & Prod'r: Buzz Cason. (Also see Album Globe).

Label: (Owned) Berry Hill.

CA-SONG RECS., 1650 Broadway, Suite 507, New York, N.Y. 10019. Tel: (212) 586-3700, 245-7088. Pres.: Mike Cassone.

Labels: Ca-Song, Como, Rialto, Rollins.

Cassandra Recs., 2027 Parker St., Berkeley, Calif. 94704. Tel: (415) 843-2365. Pres.: Nancy Schimmel; Mgr.: Ruth Burnstein.

Castala Recs., PO Box 11516, Milwaukee, Wis. 53211. Tel: (414) 272-0963. Pres. & A&R: Jim Spencer; Promo.: Dave Luhrsenn; Art Direction: E.T. Caldwell; PR: Laylah Kelly.

Labels: (Owned) A Major Label, Balloon, Castala; (distributed) Calgar, Just Think, More Love, New World, Scadillac, Sogorn.

Castle Music Inc., 304 S. Trenton, Tulsa, Okla. 74120. Tel: (918) 567-1515. Pres. & Prod'n Mgr.: Benjamin P. Ferrell; VP: Doyle Harrison; Sec'y-Treas.: Nick Kangles; Studio Mgr.: J.E. Everitt; Comptroller/Sec'y: Dina Kangles; Pub'l'g Dir.: Jim Rhodes.

Labels: (Owned) Castle, House of Kings.

Castle, N.J., see Rob-Lee.

Casualtra Recs., PO Box 1902, Charlottesville, Va. 22903. Tel: (804) 977-1099. Mktg. & Prom'l Mgr.: Al Hinton; Sales & Prom'l Mgr.: Chris Munn; Exec. Dir.: Bob Girard, Brian Yates; Personal Mgmt.: Gobby Dammann.

Catalyst, see Vee Jay.

Catero Recs., 1301 Chestnut St., San Carlos, Calif. 94070. Tel: (415) 593-6720. Contact: Fred Catero.

Cat Man, see Mirror.

Calvalcade, see American Entertainment.

Caytronics Rec. Corp., 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-0044.

Distribution branches: See Record & Tape Wholesalers section.

Labels: Arcano, Caliente, Carmo, Caytronics, Pronto, RCA (Mexico), RCA/Camden (Mexico).

Celebration Recs., PO Box 20085, Bloomington, Minn. 55420. Tel: (612) 884-6518. Pres.: Mike Elliott, Dpns. & A&R: Sandie Kranz.

Celestial Harmonies (div. of Mayflower Music Corp.), 605 Ridgefield Rd., Wilton, Conn. 06897. Tel: (203) 762-0558. Telex: 220883. Pres.: Eckart Rahn; VP: Ruby McFarland.

Labels: (Owned) Celestial Harmonies, Kuckuck; (distributed) Loft, Wergo, Wind.

Celestial Recs. Releasing Corp., 229 Las Vegas Blvd. S., Las Vegas, Nev. 89101. Pres. & Treas.: Arthur H. Benson; Sec'y: Leslie Sandhofer; A&R: William "Hy" Seaman, Jimmy Haskell, John Kraus, Dalton Priddy; Promo.: Howard Wormser.

Nat'l sales office: Hollywood, Calif., PO Box 1563. Zip: 90028.

Labels: (Owned) Celestial, Creative.

Celine, see Varese Sarabande.

Celluloid, see Sunshine Nat'l Rec. Dists.

Centpro, see Century Prod'n.

Centaur Prod'n Inc., 12400 Moorpark St., Suite 10, Studio City, Calif. 91604. Tel: (213) 762-7417. Pres.: Brian Swegal.

Centaur Recs., 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Pres.: Martha B. Piton; A&R/Prod'r: Ven Piton; Nat'l Sales Mgr.: Marvin Steffey; Adv. & Promos.: Dennis Mazak.

Labels: (Owned) Centaur, Jingles, Sea-King.

Centennial, see Composers Rec's.

Century Artist, see Frank Evans.

Century Prod'n Inc., 171 Washington Rd., Sayreville, N.J. 08872. Tel: (201) 238-5630.

Label: (Owned) Centpro.

Century Recs. Inc., 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel: (412) 781-4557. Pres.: Edward J. Moschetti; A&R: Gail P. Gray.

Century 21, see Random Ent's.

Cetra (Italy), see Playette.

Cetta, see Auravox.

Cha-Cha Recs., 15041 Wabash Ave., South Holland, Ill. 60473. Tel: (312) 339-0307. Pres.: Donald L. DeLuca; VP's: Don & Bob DeLuca.

Labels: (Owned) Cap, Cha-Cha.

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Chalet Recs./Friedrich's Prod's, 8335 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 650-8451. Telex: 194642. Chm.: Jean-Claude Friedrich; Gen. Mgr.: Dee Westlund.
Labels: (Owned) Chalet, (distributed) TSR.

Chalfont Recs. Inc., 2427 Hawthorne Dr., Montgomery, Ala. 36111. Tel: (205) 277-1015. Pres.: Thomas A. Britton Jr.; VP: Charles P. Britton. (Also see Varese Sarabande)

Chaos, see Plastic.

Chapel, see Chapel/Bridge.

Chapel/Bridge Recs. (div. of Pacific Press Publ'g Ass'n), 1350 Villa St., Mountain View, Calif. 94041. Tel: (415) 961-2323.
Labels: (Owned) Chapel, Bridge.

Charade Recs., 1384 E. Sequoia Ave., Tulare, Calif. 93274. Tel: (209) 686-2533. Pres.: Raymond A. Baradat; VP: Syl Grigsby; Sales & Mktg.: Gary DeFoe; Pub. & Adv.: Bob Dennison; R&B Promo.: Rod Beavers; Jazz Promo.: Gene Short; Country Promo.: John Keith; Int'l.: Paul Fredricks.
Branch: Canoga Park, Calif., 22146 Lanark. Zip: 91304. Tel: (213) 704-0629. A&R Dir.: Art Stewart.
Labels: (Owned) Charade, Tadarab; (distributed) Faux Pas.

Charity, see Richtown.

Charlie Brown, see Disneyland/Vista.

Charro, see Asbar & TMC.

Charta Recs., 44 Music Square E., Nashville, Tenn. 37203. Tel: (615) 255-2175. Pres.: Charles Fields.
Labels: (Owned) Charta, Sun Rize.

Charter, see Ripcord.

Chartway, see Americangroove.

Chattahoochee Rec. Co., 5300 Sepulveda Blvd., Van Nuys, Calif. 91411. Tel: (213) 788-6865. VP's: John & Chris Yardum.

Chauntel, see International Spotlite.

Chaz-ro, see Brasilia.

Chuck Chellman Co., 1201 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-7287.
Label: (Owned) Renegade.

Chembo, see Mena.

Cherry Recs., 9717 Jensen, Houston, Tex. 77093. Tel: (713) 697-8849.

Chess Recs., 96 West St., Englewood, N.J. 07631. Tel: (201) 569-5170. Telex: 429762. Pres.: Marshall Chess; Prod'r: Tomie Swan; Gen. Mgr.: Norman Schoenfeld.

Cheyenne Music Prod's, 1350 Irwin Dr., Pontiac, Mich. 48054. Tel: (313) 673-6791. Pres. & Gen. Mgr.: Anne Johnson; Promo. Mgr./A&R Dir.: Tom Dennis; Creative Servs.: Danny Holley, Richard Paddy; Sales: Joyce Gaedt, Tricia Roberts

Chiaroscuro, see Audiofidelity.

Chi-City, see Chi-Town.

Children's Learning Society, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Cable: LEARNING-NEW YORK. Telex: 668550. Pres.: David Last; VP & Sec'y: Bea Last; Sales Mgr.: Don Erlichman.

Chimneyville, see Malaco.

Chi Sound, see RCA.

Chi-Town Recs., 2123 N. Seminary Ave., Chicago, Ill. 60614. Tel: (312) 348-3730. Pres.: Carl A. Bonafede; VP: Frank Pizani.
Labels: (Owned) Chi-City, Chi-Town, Land of Lincoln, Railroad Center.

Chinto Prod's, Box 727, Norwich, Vt. 05055. Tel: (802) 649-8880. Pres. & A&R Dir.: Nick Heyl; Exec. VP & Gen. Mgr.: Mike Heyl; VP Nat'l Dist'n: Sherry Rhodes.
Label: (Owned) Xeres.

Chocolate City, see PolyGram Recs.

Choctaw, see Blackwood.

Choice Recs. Inc., 245 Tillee Pl., Sea Cliff, N.Y. 11579. Tel: (516) 671-7299.

Choker Recs. Inc., 8 Capital Ave. NE, Battle Creek, Mich. 49017. Tel: (616) 968-8316.

Chory Int'l., see General Broadcasting.

Chris C's, see 3 G's.

Chris Music Publ'g, PO Box 696, 133 Arbutus Ave., Manistique, Mich. 49854. Pres.: Reg. B. Christensen.

Christian Artists Corp., PO Box 1984, Thousand Oaks, Calif. 91360. Tel: (805) 499-4306. (Distributed by Sparrow)

Christian Faith, see Skylite-Sing.

Christian Folk, see Skylite-Sing.

Christian World Inc., 1215 N. Portland, Oklahoma City, Okla. 73107. Tel: (405) 521-0777. Pres.: Mark Stevens; VP: Rita Flora; Sec'y-Treas.: Connie Stevens.
Labels: Christian World, Shyrah.

Christophorus Verlag (Germany), see Organ Literature.

Chrysalis Recs., 9255 Sunset Blvd., Suite 212, Los Angeles, Calif. 90069. Tel: (213) 550-0171. Co-Chm.: Terry Ellis, Chris Wright; Pres.: Jack Craig; VP Mktg.: Vince Pellegrino. (Distributed by CBS)
Branch: New York, N.Y., 645 Madison Ave. Zip: 10021. Tel: (212) 935-8750.
Labels: (Owned) Chrysalis; (associated) Two-Tone; (distributed) Air, Bronze.

Chuckie, see Little Richie Johnson.

Churchill, see MCA.

Chytowns, see JermA.

Cicco Prod's Inc., 25 W. 38 St., New York, N.Y. 10018. Tel: (212) 391-8040. Telex: 237702. Pres.: Claudio Colacicco; VP Sales: Veronica H. King.
Labels: (Owned) Delirium, Limo; (distributed) Mi Sound.

Cinnamon Int'l., see Album Globe.

Circle, see Jazzology-GHB.

Circle City, see Tyscot & Words of Wisdom.

Circle Sounds, see Kenyan Entertainment.

Citadel, see Varese Sarabande.

Citadelle, see Art.

City Lights, see CBS.

City Sounds, see MMO.

Clappers, 81-10 135 St., Apt. 211, Kew Gardens, N.Y. 11435. (Distributed by Rounder)

Clark, see Words of Wisdom.

Clarus Music Ltd., 340 Bellevue Ave., Yonkers, N.Y. 10703. Tel: (914) 591-7715. Contact: Bernie Fass.

Classic Jazz, see MMO.

Classics for Joy, see Intersound.

Clave, see Penco.

Clay Pigeon Recs. (div. of Clay Pigeon Int'l.), PO Box 20346, Chicago, Ill. 60620. Tel: (312) 778-8760. Pres. & A&R: Vytautas Beleska; Sales Mgr.: Rudy Markus; Promo. Dir.: M. Bernes; Special Projects Mgr.: D. Jaras.
Labels: (Owned) Broken, Clay Pigeon, Patefonas, Poptop.

Clean Cuts Inc., Box 16264, Roland Park Station, Baltimore, Md. 21210. Tel: (301) 467-4231. Telex: 908041. Pres.: Jack Heyman; VP: Tom Sitrler.
Labels: (Distributed) Criminal, Green Dolphin.

Clearinghouse Rec. Corp. (CRC), 21 W. 39 St., 5th fl., New York, N.Y. 10018. Tel: (212) 869-2299. Pres.: Andy Hussakowsky; VP: Ron Moseley; Promo.

& Sales: Simon Grimberg; A&R Artist Relations Dir.: Gene O'Brien.
Branch: Studio City, Calif., 12103 Ventura Pl. Zip: 91604. Tel: (213) 761-2163. Dir.: Dr. Jerry Pikoichy.
Label: (Owned) CRC.

Cleo, see MCP.

Cleveland Int'l./Columbia, see CBS & Popovich.

Clock, see Mystic.

Clone Recs., PO Box 6014, Akron, Ohio 44312. Tel: (216) 733-4885. Pres. & A&R Dir.: Nick Nicholas.
Labels: see Robert Horwitz.

Clymax, see Arcade.

Coachella, see Accent.

Coast to Coast Recs. Inc., Box 5339, FDR Station, New York, N.Y. 10022. Tel: (212) 751-7078. Pres.: Fred Frank. (Distributed by CBS)

Cobra Country Recs., PO Box 2144, Wnetka, Calif. 91306. Tel: (213) 347-2976. Owner & Pres.: Don Bradley.
Labels: (Owned) Cobra, Knight.

Cochise Rec. Co., PO Box 1415, Athens, Tex. 75751. Tel: (214) 675-5192.
Label: see Audiofidelity.

Co-Co Cleveland, see American Creative Entertainment.

Co, see Spanish Music Center.

Codex Int'l Recs., 8004 Blue Ash Rd., Cincinnati, Ohio 45236. Tel: (513) 891-2300. Pres.: Saul Halper.
Branch: Los Angeles, Calif., 11211 Wilmington Ave. Zip: 90059. Tel: (213) 566-9982. Exec. VP: Joe Fornis

Cognito Prod's, 810 S. First St., Hopkins, Minn. 55343. Tel: (612) 927-4487.

Coherent Sound, see Navtilus.

Combra, see Penco.

Coms Recs., c/o House of Kuntry, PO Box 4311, Tallahassee, Fla. 32315.

Colbert, see Kison Elyon.

Collectibles, see Spiral.

Collector Recs., 1604 Arbor View, Silver Spring, Md. 20902. Tel: (301) 949-2033.

Collectors' Series, see Columbia Special Prods.

Collegium Sound Inc., 35-41 72 St., Jackson Heights, N.Y. 11372. Tel: (212) 426-8555. Pres.: Donald Wade.
Labels: (Owned) Collegium, Minstrel.

Colonial, see General Music.

Colon-United, see Marc Gordon.

Colony, N.Y., see Otao.

Colosseum Recs. Ltd., 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) 698-7710. Pres.: Robert F. Morton.

Colosseum, see Acropole & Varese Sarabande.

Colr, Ill., see CJ.

Columbia, see CBS.

Columbia (educational product), see Listening Library.

Columbia Special Prods., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-5073. VP: A.E. Shulman; Gen. Mgr.: John Franks.
Labels: (Owned) Collectors' Series, Encore Series, 51 West; (distributed) Commodore.

Columbus Museum of Arts & Sciences, 1251 Wynnnton Rd., Columbus, Ga. 31906. Tel: (404) 323-3617. Curator: Fred C. Fussell.

Column One Rec. Co., PO Box 4086, Springfield, Mo. 65808. Tel: (417) 881-5015. Owner & Bd. Chm.: James M. Martin.
Label: (Owned) Borrowed.

Combo, see Rico.

Comedie Francaise, La, see Everest.

Commodore Rec. Co. Inc., 3 Kensington Oval, New Rochelle, N.Y. 10805. Tel: (914) 235-1229. Pres.: Mitt Gabler; Sec'y-Treas.: David Chase. (Distributed by Columbia Special Prods.)

Common Cause Recs., PO Box 381244, Miami, Fla. 33138. Tel: (305) 759-1405.

Como, see Ca-Song.

Compendium Inc., 432 Moreland Ave., Atlanta, Ga. 30307. Tel: (404) 525-1679. Pres.: Peter Dyer; VP OB Recs.: Danny Beard; Treas.: Mary Alison Moore; Promoter: Peggy Mulloy, Claudia Sickleter.
Labels: (Owned) DB, Press, The User Friendly Org.; (distributed) Armageddon.

Complet Entertainment Corp., 21 Music Circle E., Nashville, Tenn. 37203. Tel: (615) 255-8855. Pres.: Charles Fach; VP Finance: Henning Jorgensen; Publ'g Mgr.: Glenn Sutton; Pub. Mgr.: Sarah Sherrill; Admin. Mgr.: Marty Mize.

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 Elite Entertainment Ent's., PO Box 25664, Chicago, Ill. 60625. Tel (312) 583-1504. Pres. Tom Seymour; Promo. Charlotte Anderskov; Sales Carl Voelker, Rick Seymour, Dave Benjamin
 Label: (Owned) Force
 Elm, Fla., see Sociedad Int'l de Sonido
 Elm Recs. (div. of Edd L. McNeely Prod'n), PO Box 1100, 14621 Allen, Westminster, Calif. 92683. Tel (714) 898-7317. Pres. & A&R: Edd L. McNeely, VP John E. Robinson; Sec'y Patricia J. McNeely; Nat'l Promo. Dir. Dennis R. Richard; Sales Edd L. McNeely Jr.
 Labels: (Owned) Elm; (distributed) Faber, Granada.
 El Mundo de la Musica, see Mystic
 Ember, see Bulldog
 Ember Int'l, see Bulldog
 Emerald City, see Atlantic
 Emerald Int'l Recs. Inc., 101 W. Olney Ave., Philadelphia, Pa. 19120. Tel (215) 548-8900/8880. Contact: Maria Hill
 Emergency Recs. & Filmworks Inc., 1220 Broadway, Suite 605, New York, N.Y. 10001. Tel (212) 947-2791. Telex 238794. Pres. Sergio Cossa, VP Curtis Urbana, Nat'l Promo Dir. Eric Vinitzky
 Labels: (Owned) Fuschia Int'l, Rambo
 Em Kay Recs., 10622 Commerce Ave., Tujunga, Calif. 91042. Tel (213) 353-8165. Pres. & A&R Kent Washburn; VP Gary Washburn, Sec'y B.E. Washburn
 Branch: Kamaela, Hawaii, PO Box 1802, Zip 96743. Tel (808) 885-6156. VP Gary Washburn
 Emko, see Kool Kat
 Enchanted Knight, see Crimson Dynasty
 Encore Recs., PO Box 343, Santa Monica, Calif. 90406 Tel (213) 394-5110.
 Pres. Irvin A. Brock
 Encore Series, see Columbia Special Prods.
 Energy Recs. 50 E. 42 St., Suite 1301, New York, N.Y. 10017 Tel (212) 687-2299. Pres. Howard Kruger; VP Jeffrey Kruger; Treas. Louis Zimman; Promo. Jackie Gill, PR Roger St. Pierre.
 Engma Recs., Box 2896, 20445 Gramercy Pl., Torrance, Calif. 90509. Tel (213) 328-9407. Telex 4720103. Mgr. Dir. William Hein, Gen. Mgr. Wesley Henz; Sales Mgr. Ron Goudie
 Labels: (Owned) Engma, Index, Liquid Flames, (distributed) Bemis-brain, Metal Blade, SST, Union (Norway)
 Entertainment Capital Recs., see Las Vegas Rec'g
 Entertainment Co./Columbia, see CBS
 Entertainment Systems Int'l, 1142 Manhattan Ave., S/120, Manhattan Beach, Calif. 90278. Tel (213) 371-5793. Pres. Geoffrey Emery, Exec. VP Tom Calhan; VP Promo: Chris Stevens; A&R Dir. Bob Tenson; Gen. Mgr. Anthony Thomas; Sales Mgr. Ian Blake
 Labels: (Owned) Beach, ESI
 Entertainment Ventures Inc., PO Box 2388, Zip 86302; 122 N. Cortez, Suite 211, Prescott, Ariz. 86301. Tel (602) 445-5801. Chief Exec. Officer Michael D. Morgan; VP/Artist Relations & Development Gay Ellen Fore-

man, Prod'n Mgr. Garry Greer; Prod. Development Div. Sammy Lee Lewis; Opts. Christopher G. Morgan.
 Labels: (Owned) Big Wheels, Quarter Moon.
 Ently, see SMI
 Entr'act, see Label X
 Environments, see Syntonic Research
 Epic, see CBS
 Epiphany Recs. Inc., 1324 Portola Dr., San Francisco, Calif. 94127. Tel: (415) 664-0820, 661-6614. Cable: SRITE. Telex: 423566. A&R & Licensing: Warren Smith; Prod'n Michael Slagg; Promo. Dallas Williams.
 Branch: Roslyn, N.Y., 19 Bryant Ave. Zip: 11576. Tel: (516) 621-8454.
 Telex: 423566. Contacts: Michael Epstein; Promo: Elliot Goldstein.
 Label: (Owned) Public Secrets
 Epitaph, see Vee Jay
 Epoch Universal Publ'n's, 1802 N. 23 Ave., Phoenix, Ariz. 85029. Tel (602) 864-1980. Pres. Ray Bruno; Exec. VP David Arey; A&R, Paul Quinlan; Dir. (Canada) Henry Papale; Sales Bill Arla
 Labels: (Owned) Living Song, NALR, (distributed) Sounds of Hope, Weston Phony, Wintersun.
 Equa Recs., 1800 Mowry Ave., Fremont, Calif. 94538. Tel: (415) 794-6637. (Distributed by Album Globe)
 Equity Rec'g Co., 2215 Perimeter Park, Suite 21, Atlanta, Ga. 30341. Tel: (404) 451-5997. Pres. Kirby L. Kinman; VP Mktg. Dick Fitzsimmons; VP Promo: Mark Cooper.
 Labels: (Owned) Robox, Tanglewood.
 Eric Recs. (div. of American Rec. Sales Inc.), 1120 Crown Point Rd., West-ville, N.J. 08093. Tel (609) 848-1900. Pres. Bill Buser; VP Antony W. Colombet
 Erika, see Azra
 Ermi Prod'n's, 4178 Adams Ave., San Diego, Calif. 92116. Tel: (619) 284-1128
 Esar, see Bill Rase
 Escape Recs., 1603 Cowington St., Baltimore, Md. 21230. Tel: (301) 547-2438. Pres. David A. Sherbow; VP: David E. Simmons; Treas.: Glenn Jones; VP Sales & Promo: Ede Doyle.
 Esoteric, Calif., see Everest
 ESPREE RECS., 10850 Walshe Blvd., Suite 1245, Los Angeles, Calif. 90024. Tel: (213) 474-3291. Pres. Joe Kessler (SEE ADVERTISEMENT)
 Eterna, see Lynchord
 Ethnic Folk Arts Center Inc., 325 Spring St., No. 314, New York, N.Y. 10013. Tel: (212) 691-9510. Dir's. Ethel Ram, Martin Koenig; Admin'r: Jeff Maer, Program Co-ord. & Dist'n: Janice Darling
 Labels: (Owned) Balkan Arts, Ethnic Folk Arts
 Etiquette, see Park Avenue
 Etowah Recs., 414 Fourth St., Attalla, Ala. 35954. Tel: (205) 538-7788.
 euphony Recs., 4351 Sallito St., Woodland Hills, Calif. 91364. Tel: (213) 346-4505. Bd. Chm. James C. Smith; Pres. John Bossmann
 Euphonia Classical, see VMC
 Euphonia Recs., 90 Shirley Ave., Revere, Mass. 02151. Tel: (617) 284-9707.
 Europa Recs. & Tapes Inc., 611 Broadway, Suite 214, New York, N.Y. 10012. Tel: (212) 254-2047. Pres. & A&R: Jean-Pierre Weiller
 Euro Tac Recs. Inc., PO Box 5346, Incline Village, Nev. 89450. Tel: (702) 831-5642. Pres. Bruce Caplin; VP & Corp. Dir. Ben Sebastian; VP: A&R: Sherre Grubbs; Mktg. Dir. Rocky Stroup; Legal Affairs: Les Horowitz.
 Labels: (Owned) ETR, Euro Tac Ent's.
 Euthanasia Int'l, see Art Attack
 Frank Evans Recs. Group, 335 Hidenwood Dr., Newport News, Va. 23606. Tel (804) 595-9000. Cable: FRANKART. Pres. & Chief Exec. Officer: Frank Evans; Exec. VP: Tom Gregory; VP & Gen. Mgr. Jon Michael Irey; Boyfriends Recs. A&R: Chris Newport; Century Artist Recs. A&R: Greg Cole; Continental Artist Recs. A&R: Ken Wheaton; GayArtist Recs. Craig London; Premiere Artist Recs. A&R: Marc Shevlin, PR Dir. Wayne Hampton, Dist'n Dir. Avery Kincaid.
 Branches: Hollywood, Calif., 9155 Sunset Blvd. Zip 90069. Tel: (213) 278-0400. Cable FRANKART. West Coast PR Dir. Timothy Norton. Dist./Sales Dir. Mark Hamilton—New York, N.Y., 919 Third Ave. Zip 10022. Tel: (212) 371-7100. N.Y. PR Dir. Bruce Shapiro. Int'l Sales Dir. Randy Coleman.
 Labels: (Owned) Boyfriends, Century Artist, Continental Artist, GayArtist, Premier Artist
 Event Horizon, see Darksilver
 Eventide, see Dee-Dee
 Everest (educational product), see Listening Library
 Everest Rec. Group, 2020 Ave. of the Stars, Century City, Calif. 90067. Tel: (213) 557-0309. THW (910) 490-3807. Pres. Bernard C. Solomon; A&R/Sales: Lee Palmer; Prod'n: Joe Bussink.
 Branch: New York, N.Y., Olympic Recs., 211 W. 56 St., Suite 21-D. Zip: 10019. Tel: (212) 541-9360. Pres. Joseph Abend.
 Labels: (Owned) Archive of Folk & Jazz Music, Archive of Piano Music, Arvee, La Comedie Francaise, Concert-Disc, Counterpoint, Elektra/Everest Legacy Series, Esoteric, Everest, Golden Gates, Hifi, Hifi/Life, Olympic, Period, Renaissance, Scala, Stradivari, Tradition
 Evergreen, see Dimitri
 Everyman Classics, see Vanguard
 Exact, see Alshire
 Excello, see Nashboro
 Experience Anonymes, see Lynchord.

F

F E L Publ'n's Ltd., 1925 S. Pontius Ave., Los Angeles, Calif. 90025. Tel (213) 478-0053. Pres. Dennis J. Fitzpatrick, Sec'y/Treas. Mary Fitzpatrick
 F F O Communications Inc., Box 313, Kingsbridge Sta., Bronx, N.Y. 10463. Tel (914) 476-7770. Pres. Bruce Hest; VP Recs. Neil Friedman, Mktg. Dir. Steve LeBow; Pub. Dir. Barry Stevens.
 F & L, see Fischer & Lucius
 F M, see TH
 F S R, see Fidelity US
 F W P, see Fred Weinberg
 F X L Sound Studios Inc., 7766 NW 44 St., Sunrise, Fla. 33321. Tel (305) 741-7766. Miami 940-2626. Pres. Frank X. Loconto, Sec'y-Treas.: Phyllis Finney Loconto, Office Mgr. Suzanne Nelson.
 Faber, see Elm
 Fabulous, see Olivia
 Faces, see Cord
 Factory, see Rough Trade
 Factory America, see Rough Trade
 Factory Beat, see R&R
 Factory US, see Rough Trade
 Fairmont Recs., PO Box 3392, Santa Monica, Calif. 90403. Tel (213) 391-7833. Partners: Dave Caughren, Cecil Spiller
 Fairyland, see American Themes

Farth, see Country Stream.
 Falcon, see House of Falcon.
 Falconer Recs., PO Box 2217, Inglewood, Calif. 90305. Tel (213) 644-8182
 Pres.: L.S. Falconer.
 Fama World Circles Inc., 2990 W. Pico Blvd., Los Angeles, Calif. 90006. Tel
 (213) 735-0234.
 Fame, see Associated Rec. Prod'rs.
 Famous Door Recs., 141-10 Holly Ave., Flushing, N.Y. 11355. Tel (212) 463
 6281. Owner: Harry Lim.
 Fanfare Recs., PO Box 2501, 5311 SW Ninth, Des Moines, Iowa 50315. Tel
 (515) 285-6564. Pres.: Art Stenstrom.
 Fanna, see Musca Latina.
 Fantasy/Prestige/Milestone/Stax, 10 & Parker Sts., Berkeley, Calif. 94710.
 Tel (415) 549-2500. TWX (910) 366-7246. Bd. Chm.: Saul Zaentz; Pres.:
 Ralph Katzell; VP Bus. Affairs: Al Bendich; VP Finance: Frank Noonan; VP
 Mktg.: Phil Jones; Sales Mgr.: Kirk Roberts; Art Dir.: Phil Carroll; Press &
 Public Information Dir.: Terri Hinte.
 Labels: (Owned) Fantasy, Galaxy, Milestone, Prestige, Riverside, Stax.
 Far East Recs./Fusion Recs., 4810 SW 69 Ave., Miami, Fla. 33155. Tel (305)
 665-5701. Pres. Rich Piccolo; Promo.: Teri Owens.
 Farr Recs. (Farr Music Inc.), Box 1098, 350 Grove St., Somerville, N.J.
 08876. Tel: (201) 725-3850. Bd. Chm.: Asa Farr.
 Farview Recs., PO Box 783, Madison, Tenn. 37115. Tel: (615) 865-5559.
 Pres.: Tony Farr; Sec'y: Mary Farr.
 Fat Cat, see Tear Drop.
 Fate Recs. Inc., 215 W. Superior St., Chicago, Ill. 60610. Tel: (312) 642-
 8833. Pres. & Dir.: Jack H. Lemon; VP Terry Allen, Treas. & Admin. Dir.:
 Ethel M. Lemon; Sec'y: Jo Harvey Allen.
 Faux Pas, see Charade.
 Fayette, see Parr-X.
 Federal, see Gusto.
 Fee Bee Rec. Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel (412)
 884-4727. Pres. Joe Averbach; A&R & Arranger: Butch Martin, Promo.
 Carl Hirc.
 Felco, see Jamaica.
 Felicity Recs. Inc., PO Box 5754, Austin, Tex. 78763. Tel (512) 472-1004.
 Chm.: Craig D. Hillis; Exec VP: Courtney Campbell, VP: Steven From-
 holz.
 Fenix, see Otao.
 Maynard Ferguson Music USA Inc., PO Box 716, Djan, Calif. 93023. Tel.
 (805) 646-8156. Pres.: Maynard Ferguson; Bus. Mgr.: Kimberly Ferguson
 A&R Mgr.: Stuart Ross.
 Label: (Owned) Destructive World, Kimberly Music, MFMI.
 Fermata Int'l Melodies Inc., Sunset Vine Tower Bldg., Suite 916, 6290 Sun-
 set Blvd., Hollywood, Calif. 90028. Tel (213) 462-7473. Cable: FER
 MATA CAL. TWX: (910) 321-4063. Mgr.: Debora Frenkel.
 Labels: (Owned) Discos Premier, Fermata, Importa/Som, Peralla, Pick,
 RGE, Som/Maor, Young (all imported from Brazil).
 Festival Music Pty. Ltd., c/o Transaction Music Ltd., 225 E. 57 St., New
 York, N.Y. 10022. Tel: (212) 838-2590. Telex: 421943.
 Festivo, see PolyGram Classics.
 Fever, see West End.
 Fidelity Sound Rec's, 23 Don Court, Redwood City, Calif. 94062. Tel: (415)
 366-3173. Owner & Mng. Dir.: Reginald McGovern, Promo. & Pub.: Jim
 Gallagher.
 Labels: (Owned) FSR, Five Star.
 Fiesta Rec. Co. Inc., 78 Randall Ave., Rockville Centre, N.Y. 11570. Tel:
 (516) 536-7880.
 Labels: (Owned) Fiesta, Grecophon.
 51 West, see Columbia Special Prods.
 50%, see Cord.
 50 States Recs. (div. of Accusound Music), PO Box 314, Hendersonville,
 Tenn. 37075. Tel: (615) 824-8308. Pres.: Donald L. Rius; A&R Dir.:
 Johnny Howard; Pub. & Adv. Dir.: George Rayhons.
 Labels: (Distributed) Starship, Sungold, Venture.
 Figlia, see Intercon.
 Film Score, see Take Home Tunes!
 Finer Arts Recs./Transworld Recs., 2122-D S. Victor St., Aurora, Colo. 80014.
 Tel: (303) 755-0093/2546. Pres.: Morris Bernstein; VP: Richard Ber-
 nstein; A&R & Promo.: Allan & Neil Bernstein.
 Branch: Denver, Colo., 1642 S. Parker Rd., Suite 307, Zip: 80231. Tel:
 (303) 755-2546.
 Finesse Recs., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-5932.
 Pres.: Kenneth D. Glancy. (Distributed by CBS).
 Fink-Pinewood Recs., PO Box 5241, Chesapeake, Va. 23324. Tel (804) 627-
 0957. Pres. & Exec. Prod'r: Bill Johnson.
 Finnadar, see Alltantic.
 Firma, see CJ.
 First American Recs. Inc., 73 Marion St., Seattle, Wash. 98104. Tel. (206)
 625-9992. Telex: 329617. Pres.: Dennis Herbert; VP Prod'n: David Town;
 Prom'l Co-ord.: Kimberley Longacre; Gen. Mgr.: Carmen LaRosa; Nat'l
 Sales Mgr.: Bill Metz.
 Labels: (Owned) Burdette, First American, Great NW Music Co., Jazz
 Man, Music to Medicine, Puccadilly, SP&S; (distributed) Stony Plain.
 First Component Series, see Audiofidelity.
 First Dynasty Recs. Inc., Drawer 12469, St. Petersburg, Fla. 33733. Tel:
 (813) 546-0995. Pres.: Michael Douglas; Mktg. Dir.: Lee C. Bevilacqua;
 Sales Mgr.: Larry Lyman.
 First Edition, see Louisville Orchestra.
 Firstline Recs., 7715 Sunset Blvd., Suite 300, Los Angeles, Calif. 90046. Tel:
 (213) 851-6800. TWX: (910) 321-2458. Pres.: Charles Underwood; Ass't
 to Pres./Int'l Mktg. Dir.: Taft Rogers.
 Fischer & Lucas Inc., United Artists Tower, Penthouse Suite 902, Nashville,
 Tenn. 37203. Tel: (615) 329-2278. Contact: Bobby Fischer.
 Labels: (Owned) F&L, Progress.
 Fish-Head Recs., PO Box 399, Bay City, Mich. 48707. Tel: (517) 893-8321.
 Contact: Margo Prosser.
 Fishtraks Communications Group Inc., 62 Congress St., Portsmouth, N.H.
 03801. Tel: (603) 431-5492. Co-Owners: Tom Daly, Bruce Lawson; Mktg.
 & Sales: Tom Daly; A&R & Promo.: Bruce Lawson; Chief Eng. & Prod'r:
 John Goodone; Eng. & Prod'r: John Etnier; Admin. Co-ord.: Lisa Merchant.
 Five Star, Calif., see Fidelity Sound.
 Five Star, R.I., see Sine Qua Non.
 Fiama, see Gas.
 Flame, Pa., see Crimson Dynasty.
 Flame, Tenn., see General Broadcasting.
 Flashlight, see Symposium.
 Flat Town Music Co., Floyd's Bldg., 434 E. Main, Ville Platte, La. 70586. Tel:
 (318) 363-2139. Owner: J. Floyd Soileau; Pub. & Promo.: Benny Graeff.
 Labels: (Owned) Jin, Kom-A-Day, Maison de Soul, Swallow.
 Fleurette Recs., PO Box 34, Claymont, Del. 19703. Pres.: Alex Czarenko.
 Flin-Fin Country, Box 103, Mullen, Neb. 69152. Tel: (308) 546-2293. Gen.
 Mgr.: L. E. Walker.
 Labels: (Owned) Flin-Fin, Garden of Eden.

Flip, see Vanguard.
 Floppy Disc, see Blue Island.
 Florida Folklife Program (div. of Archives, History & Records Mgmt., Florida
 Dept. of State), PO Box 265, White Springs, Fla. 32096. Tel: (904) 397-
 2192. Dir.: Ormond H. Loomis.
 Flowers Rec'g Studio, Box 120F, Rt. 1, Swoope, Va. 24479. Tel (703) 885-
 3309. Owner: Charles A. Flowers; Sec'y/Treas.: Barbara R. Flowers.
 Flying A Ltd., PO Box 6601, Ithaca, N.Y. 14850. Tel: (607) 272-2878. Pres.
 Gene Ira Katz.
 Flying Crow, see Mamish.
 Flying Disc, see JVC.
 Flying Fish Recs. Inc., 1304 W. Schubert, Chicago, Ill. 60614. Tel: (312) 528-
 5455.
 Labels: (Owned) Flying Fish; (distributed) Blind Pig, Greenhays, Kaleido-
 scope.
 Flying High, see Richey.
 Fogarty's Cove, see Alcazar & Elephant.
 Folk Arts Prod'ns, PO Box 155, Huntington, N.Y. 11743. Tel: (516) 231-
 0497. Pres.: Tom Pomposello; Gen. Mgr.: Barbara Shortell.
 Folk-Legacy Recs. Inc., Sharon Mountain Rd., Sharon, Conn. 06069. Tel:
 (203) 364-5661. Pres.: Lee B. Haggerly; VP: Charles A. Paton; Promo.
 Dir.: Caroline Paton; Sales Mgr.: John Holland.
 Folklyric, see Arhoolie.
 Folkraft Publ'g Co. Inc., 10 Fenwick St., Newark, N.J. 07114. Tel: (201) 824-
 8700.
 Folkways (educational product), see Listening Library.
 Follows Recs. & Serv. Corp., 43 W. 61 St., New York, N.Y. 10023. Tel: (212)
 586-7260. Telex: 220883 TA UR. Dir. & Sales: Moses Asch, Controller &
 Credit: Marilyn Conklin.
 Labels: (Owned) Asch, Broadside, Folkways, RBF.
 Fonodisco, see DGI.
 Fono-Rex, see Discos Latin.
 Fontana (Brazil), see Brasilia.
 Force, see Elite Entertainment.
FORTUNE RECS., 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-
 5383. Exec. & Int'l Dir.: Devora Brown; Eng. & Quality Control: Sheldon
 Brown.
 Labels: (Owned) Fortune, Hi-Q, Love Dog, Strate-8. (SEE ADVERTISE-
 MENT)
 Fountain, Tex., see Gold Street.
 Fountain Recs., 63 E. Adams, Chicago, Ill. 60603. Tel: (312) 987-0994.
 415 Recs. Ltd., PO Box 14563, San Francisco, Calif. 94114. Tel: (415) 621-
 3415. Pres.: Howard Klein; VP's: Chris Knab, Queenie Taylor. (Released
 on 415/Columbia in USA; distributed by CBS).
 Four Leaf Clover, see Ozark Opry.
 14 Karat Recs., PO Box 33536, Raleigh, N.C. 27606. Tel: (919) 851-4302.
 Owner & Pres.: Donnie Weaver; Nat'l Promo. Dir.: Ben Wnght.
 Four Winds, see Golden Rule.
 Fox Fire, see Sunset.
 Frago, see Casa Frago.
 Framms Recs., Box 6164, Minneapolis, Minn. 55406. Tel: (612) 291-8605.
 Pres.: Steve Tibbetts.
 Fraser, see Auravox.
 Fraternity Rec'g Corp., 3744 Applegate Ave., Cincinnati, Ohio 45211. Tel
 (513) 661-5451. Cable: FRATREC.
 Labels: (Owned) Applegate, Counterpart, Fraternity.
 Freckle Recs., Pioneer Square, Box 4005, Seattle, Wash. 98104. Tel: (206)
 682-3200. Gen. Mgr.: Jack Burg; Promo.: Bobbie Walker.
 Freddie Recs., 6118 S. Padre Island Dr., Corpus Christi, Tex. 78412. Tel:
 (512) 992-8411. Pres.: Freddie Martinez; Gen. Mgr.: Lee Martinez; Sales
 & Promo.: Jessie Salcedo; Sales: Richard Longoria; Rec'g: Ruben Peralta.
 Labels: (Owned) Acorn, Freddie, Johnny, Rosita.
 Freedom Recs. Ltd., PO Box 888, Easley, S.C. 29640. Tel: (803) 269-7012.
 Frejo, see Fred Weinberg.
 Fretless, see Phlo.
 Friday Recs., PO Box 121394, Nashville, Tenn. 37212. Tel: (615) 298-4529.
 Pres.: Al Cunniff; Treas.: Mable Stapleton; Sec'y: Judy Sigh.
 Friederich's Prod'ns, see Chalet.
 Friendship Recs. Inc., 4237 Cape Coral Bridge Rd., Fort Myers, Fla. 33907.
 Tel: (813) 482-4911.
 Front Hall Ent's. Inc., Drawer A, Wormer Rd., Voorheesville, N.Y. 12186. Tel:
 (518) 765-4193. Pres.: Kay L. Spence; VP: William J. Spence.
 Frontier, see Heritage.
 Front Line, see Calvary.
 Front Row, see Domino Recs. Ltd. in Tex.
 Fuentes, see Mena Ent's.
 Full Circle Prod'ns Inc., 80 E. San Francisco St., Santa Fe, N.M. 87501. Tel:
 (505) 982-2900.
 Labels: (Owned) Full Circle, Melios; (distributed) Turnrow.
 Full Cycle Music, 80 E. San Francisco St., Santa Fe, N.M. 87501. Contact:
 Mark Myerson.
 Full Moon, see CBS.
 Full Spectrum, see Mustard Seed.
 Fun City, see Rawls Bros.
 Funk Dungeon Music, 1704 N. Fifth St., Philadelphia, Pa. 19122.
 Fuschia Int'l, see Emergency.
 Fusion, see Far East.
 Future Gold Recs. Inc., 1834 W. Cheltenham Ave., Philadelphia, Pa. 19126.
 Tel: (215) 424-0800.
 Label: (Owned) Branding Iron.
 Future Step Sirkle, 4909 N. Ninth St., Philadelphia, Pa. 19141. Tel: (215)
 844-8736. Pres.: Krun Vallantine; VP Artist & Development: S. Deane
 Henderson.

G

G B S, see General Broadcasting Serv.
 G H E, see Moonlight.
 G J P, see RCI.
 G M C, see General Music.
 G M I, see General Music Inc.
 G M S-Disc, see Playette.
GNP CRESCENDO RECS., 8400 Sunset Blvd., Los Angeles, Calif. 90069. Tel:
 (213) 656-2614. Cable: CRESREC. Pres. & Int'l: Gene Norman.
 Labels: (Owned) Dixieland Jubilee, GNP Crescendo, Largo; (distributed)
 Accent, Creative World.
 G D F A A, see International Spotlite.
 G P, see Glenn.
 G & P Recs. Inc., 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060.
 Bd. Chm.: Peter Cosmas; Pres.: Nicholas Cosmas; VP A&R/Promo.:
 George Hornefck; Treas.: Emma Hornefck; Nat'l Sales Mgr.: Enrico Olla;
 Southwest Dist. Mgr.: Jeff Aronoff.
 G R P Recs., 555 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-7033.
 Founders: Dave Grusin, Larry Rosen.
 G T P, see Pop Rec. Research.

Galaxie III Studios, 118 Fifth St., Taylorsville, N.C. 28681. Tel (704) 632-
 4735. Owner & Pres.: Harry Deal.
 Label: (Owned) Eclipse.
 Galaxy, see Fantasy/Prestige/Milestone/Stax.
 Galleon Entertainment Ltd., 3088 Laurel Dr., Riverside, Calif. 92509. Tel
 (714) 684-2671. Pres.: Clifford L. Richey Jr.; A&R & Promo.: M. Hanskins.
 Gan-Jah, see Airwave.
 Garden of Eden, see Flin-Fin.
 Martin Gary Prod'ns, Box 11377, Richmond, Va. 23230. Tel (804) 265-
 8588. Pres.: Martin Gary; VP & Sec'y: Kathleen Gary.
 Gasparo Recs., PO Box 120069, Nashville, Tenn. 37212. Tel (615) 383-
 3168. Owner: Roy Christensen.
 Gas Recs., 2716 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 731-
 7323.
 Labels: (Owned) Flama, Gas.
 Gateway, see Rite Rec. & Gemcom.
 GayArtist, see Frank Evans.
 Gay 90's Village Inc., PO Box 569, Sikeston, Mo. 63801. Tel: (314) 471-
 1347.
 Geffen Recs., 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-
 9010. Bd. Chm.: David Geffen; Pres.: Ed Rosenblatt. (Distributed by
 Warner Bros.).
 Gemcom Inc., 4375 SW 60 Ave., Fort Lauderdale, Fla. 33314. Tel: (305) 581-
 9050. Cable: GEMCORD. Telex: (510) 955-4154. Pres.: Robert W. Schach-
 ner; VP: Gary M. Barnhouse; Sales Mgr.: Michelle L. Hankey.
 Branches: Hollywood, Calif. 1937 N. Wilcox. Zip: 90068. Tel: (213) 874-
 5059. Sales Rep.: Thure Gray, New York, N.Y., PO Box 5087, FDR Sta. Zip
 10022. Tel: (201) 957-4111.
 Labels: (Owned) Dyno, Gateway, Personal Choice, Who's Who In Jazz.
 (distributed) BBC.
 General Broadcasting Serv., 38 Music Square E., Nashville, Tenn. 37203.
 Tel: (615) 242-5001. Pres. & A&R: Ernie Bivens; VP Promos. & Eng &
 Vince Chory; 2nd VP: Jesse R. Bivens; Sec'y-Treas.: Claudia Bivens; Nash-
 ville American Label Dir.: Ernie Bivens III.
 Labels: (Owned) Bivens Brothers, Chory Int'l, GBS, Jukebox, Nashville
 American, Voice; (distributed) Flame, Golden Boots II, Homerun, Kitty
 Hawk, Moody.
 General Delivery Recs., 3939 Apache Trail J-6, Antioch, Tenn. 37013. Tel
 (615) 832-6970.
 General Music Corp., PO Box 1983, Nolensville, Tenn. 37135. Tel: (615)
 776-5304. Pres. Jay Collier; Dpns. & Gen. Mgr.: Betty Collier; Sales &
 Mktg.: Betty Aldis; Nat'l Mktg. Dir.: Beau James.
 Labels: (Owned) Bonanza, Colonial, GM, IRS, Volunteer.
 General Music Inc., 2616 Puritan Ave., Detroit, Mich. 48238. Tel: (313) 342-
 4349. Pres.: R. Gordon Prince; VP's: Ken Walker, Ron Rogers.
 Label: (Owned) GMI; (distributed) Birdie, Uhuru.
 Generation, see Boot.
 Generic Recs., PO Box 1642, Wilkes Barre, Pa. 18703. Tel: (717) 822-1438.
 Pres.: Jim Watkins; VP: Bob Survanice.
 Genesis Recs., 1300 E. Seven Mile Rd., Suite 101, Detroit, Mich. 48203. Tel:
 (313) 893-4395.
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 Geo-Disc, see Mobile Fidelity.
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 Gospel Heritage Foundation, see Heritage Singers.
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 Gotown, see Rigore.
 Graduation-Agreement, see Graduation Recs.
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 Gramery 5, see Grenadilla.
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 Labels: (Owned) Gramophone.
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 Grand Prix, Pa., see Sunshine Group.
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 Granite Music Corp., see Criterion.
 Grapevine, see Grenadilla.
 Graph Recs. Inc., see SWS.
 Grass, see Nationwide Sound.
 Grass Mountain, see Richey.
 Grass Roots, see Lee Magid.
 Grassroots Project Unlimited, PO Box 4689, San Francisco, Calif. 94101. Tel: (415) 922-3227. Owner: James Hersterkamp.
 Label: (Owned) Cable Car, Ragtime.
 Great Lakes, see American Creative Entertainment.
 Great Northwest, see First American.
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 Labels: (Owned) Bayou Blue, Integrity.
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 Grecophon, see Fiesta.
 Greenbush, see Lee Anderson.
 Green Dolphin, see Clean Cuts & Jere.
 Greenhays, see Flying Fish.
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 Greenpeace, see Bullet.
 Greensleeves, see Shanachie.
 Green Tree Recs., 2340 Sierra Court, Palo Alto, Calif. 94303. Tel: (415) 856-6529. Contact: Miriam Patchen. (Distributed by Benson).
 Grenadilla, see Composer's Rec's.
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 Guida Prod'ns Network, 317 Granby St., Norfolk, Va. 23510. Tel: (804) 623-5565. Cable: GUIDASONGS. TWX: (710) 881-1283. Pres.: Frank J. Guida; VP: Joseph F. Guida; Sec'y-Treas.: Millie T. Guida; Gen. Mgr.: R.G. Burns; Prof. Mgr.: W. Johnson.
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 Guitarra, see DJJ.
 Guitar World, see MMO.
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 Labels: (Owned) Golden Cross, Gusman, Pitch, Specs.
 Gusto Recs. Inc., 1900 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 889-8000. Pres.: Moe Lytle; Gen. Mgr.: Steve Kuntzman; A&R/Studio Div.: Mark Mathis; Purchase & Prod'n Mgr.: Chuck Duncan.
 Labels: (Owned) Deluxe, Federal, Gusto, Hollywood, King, Power Pak, Starday.
 Guyden, see Jamie/Guyden.
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H

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 H L C, see Associated Rec. Prod'rs.
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 Labels: (Owned) HES, Hacienda, Las Brisas, Sunset.
 Jim Hall & Gidget Starr Prod'ns, 5 Aldom Circle, West Caldwell, N.J. 07006. Tel: (201) 226-0035.
 Labels: (Owned) Cactus, Deadwood, Dynamite, Peek, Tar Heel, True Love.
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 Hambone, see Mamish.
 Hammond Music, see CBS.
 Ham-Sem Recs. Inc., 541 S. Sprng St., Suite 8, Los Angeles, Calif. 90013. Tel: (213) 627-0557. Cable: HAM-SEM.
 Labels: (Owned) Ham-Sem; (distributed) CSC.
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 Label: (Owned) Corinthian.
 Hansen, see Good Sound Factory.
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 Labels: (Owned) Blue Bandana, Hard Hat, Maricao.
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 Haven, see Tuneworks.
 Hawaii Calls, see Hula.
 Headliner Stars, see Robbins.
 Heartbeat, see Rounder.
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 HeartWarming, see Benson.
 Heavy Weather, see Rob-Lee.
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 Helios, see Full Circle.
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 Lawrence Herbst Investment Trust Fund, PO Box 1003, Milford, Pa. 18337.
 Chief Exec.: Lawrence Herbst.
 Label: (Owned) Data Time.
 Heritage, Neb., see MJ.
 Heritage Recs. & Music Corp., PO Box 937, Southampton, Pa. 18966. Tel: (215) 947-0460. Pres./A&R Dir.: Jerry Ross.
 Heritage Recs. & Rec'g Studio, Box 278, Rt. 3, Galax, Va. 24333. Tel: (703) 236-9079. Owner & Mgr.: Bobby F. Patterson.
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 Heritage Singers (Gospel Heritage Foundation), PO Box 1358, Placerville, Calif. 95667. Tel: (916) 622-9369.
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 Hummingbird, see Alcazar.
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 Hustlers, see Hybrid.
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 Meda Rec. Co., 8130 Northlawn, Detroit, Mich. 48204. Tel (313) 934 0106, 933-6844. Pres.: Meris John; VP: Divina John; A&R Dir.: Joe Hunter. Nat'l Promo. Div.: Dan Underwood.
 Branch: Los Angeles, Calif., 8569 Horner St. Zip 90035. Tel: (213) 657-2649. Sales Rep.: Mable John; Promo Dir. Delta Ashby.
 Meet the Classics, see Sine Qua Non.
 Mega, see Rico.
 Megatone Recs., 470 Castro St., No. 207-3209, San Francisco, Calif. 94114 Tel (415) 621 7475. Cable: MEGATONE. TWX (910) 372 2305 Bd Chm & Pres. Marty Blecman; VP Mktg. Michael Bailey, Gen Mgr. Audrey Joseph.
 Mekansk Musik Museum, see SDA.

Melodee Recs., PO Box 1010, Nashville, Tenn. 37075. Tel: (615) 329-9492.
 Pres. Dee Mullins, Nat'l Promo. Dir. Melinda Mullinax.
 Melodeon, see Biograph.
 Melodia, see Polish Rec. Center.
 Melway, see Music of Polynesia.
 Memorial, see Cord.
 Memory Lane, see Audio Accessories.
 Memory Machine Recs., c/o Mobile Rec. Servs., PO Box 2879, Zip: 15230; 2716 Penn Ave., Pittsburgh, Pa. 15222. Tel (412) 391-8182. Contacts: B. Osoroff, Harvey Campbell.
 Memphis Mgmt., see Blackwood.
 Memphis & It's Music, see Glotie.
 Mena Entls. Inc., 606 Hipodromo Ave., Santurce, P.R. 00909. Tel: (809) 723-1764/2300. Pres. Ignacio Mena; Sales Mgr.: Daniel Mena; Promo. Mgr.: Luis Mojica.
 Labels: (Owned) Chemo, (licensed) Disneyland, Promus; (distributed) Discuba, Fuentes, Musart, Peerless.
 Mercantile Recs., PO Box 2271, Palmdale, Calif. 92263. Tel (619) 320-4848.
 Mercurio, see Alhambra.
 Mercury, see PolyGram Recs.
 Mercury Golden Imports, see PolyGram Classics.
 Merry, see AA Wonderland.
 Merry Ell, see Argus.
 Mersey, see Country Star.
 Mesa Recs., PO Box 25066, Nashville, Tenn. 37202. Tel: (615) 269-0593.
 Gen Mgr. Taylor Sparks. (Distributed by Nationwide Sound)
 Message, N.J. see Shanachie.
 Message, Tenn., see Superior Sound.
 Metal Blade, see Enigma.
 Metalworks, see Regency Int'l.
 Met Richmond Latin Rec. Sales, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel (212) 253-4600. Cable: SEECDDISY. N.Y. Telex: 668550. Pres. & Int'l. Div. David Last; Sec'y: Bea Last; Pub. Mgr. S. Press; Promo. Mgr. D. Erlichman, Tape Supervisor: B. Cohen.
 Labels: (Owned) Bronjo, Datone, Parnaso, Seeco, Tropical.
 Metro America Recs., PO Box 37044, Oak Park Branch, Detroit, Mich. 48237. Tel: (313) 582-0227. Pres.: Scott Forman.
 Metropolis, see DRG.
 Metropolis Recs. Inc., 221 S. Annaz Dr., Beverly Hills, Calif. 90211-2822. Tel: (213) 652-0416. Telex: 298633. Pres. Thomas A. White.
 Branch: New York, N.Y., 845 West End Ave., Suite 16-E Zip 10025. Tel: (212) 749-8181.
 Metropolitan, see Elektra/Asylum/Nonesuch.
 Miami Recs. Dist'g Corp., 2819 NW Seventh Ave., Miami, Fla. 33127. Tel (305) 635 7925. Cable: MIAREC.
 Michele Audio Corp., Andrews Street Rd., Massena, N.Y. 13662. Tel: (315) 769 2448. Pres. Ginette Cormier.
 Labels: (Owned) Adronach, Deutsche Klassische, Kielbasa Polka, Michele, Produktion Deutschmark, Windmill.
 Mickey Recs., 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084.
 Pres. Michael F. Matushin Sr.
 Mico (Philippines), see Respond.
 Microfon, see Discos Latin.
 Middle Class, see Jersey Coast.
 Midnight Gold Rec. Co., PO Box 287, Berwick, La. 70342. Tel (504) 384-0546, 385 1842 WATS (800) 535-5990. Pres. V. Guzzetta; Promo Mgrs.: Debbie Godfrey, Andrea Burke, Prod'r Chet Guzzetta.
 Midway Prod'n, see Jazzeel.
 Midwest Coast, see RedBud.
 Mighty Gospel, see Golden Rule.
 Mighty Wind, see Sunrise Mercantile.
 Milestone, see Fantasy/Prestige/Milestone/Stax.
 Milk 'n' Honey, see Zovdervan.
 Mill City Recs., PD Box 3759, Minneapolis, Minn. 55403. Rec'g Head Alan L. Heigl.
 Millennium Recs., 1697 Broadway, Rm. 1209, New York, N.Y. 10019. Tel (212) 974 0200. Pres. Jimmy Jenner; Exec VP Don Jenner, Mktg & Art. Development Dir. Andrew Frances. Prod'n Co. ord. Melanie Fox. (Distributed by RCA)
 Miller Brody, see Random House School Div.
 Miller & Kresel Sound Corp., 10391 Jefferson Blvd., Culver City, Calif. 90230. Tel (213) 204-2854. Telex: 182429. Pres. Ken Kresel; VP Jonas Miller. Nat'l Sales Mgr. Benjamin Wise; Special Projects Dir.: Charles Back.
 Label: (Owned) RealTime.
 Mini, see Standy.
 Mineral River Recs., Box 292, Dover, N.H. 03820. Tel (603) 749-4694.
 Owner Bill Staines.
 Mini Recs. Inc. (div. of Prospo Recs.), 745 Franklin Ave., Brooklyn, N.Y. 11238. Tel (212) 857-2324.
 Minsirel, see Collegium.
 Miracle, Conn., see Trod Nossel.

Mirage Recs. Inc., 48 Signal Rd., Stamford, Conn. 06902. Tel: (203) 325-1395. Cable: MIRAMUSIC. Pres. Jerry Greenberg. (Distributed by Atlantic)
 Branches: Los Angeles, Calif., 9229 Sunset Blvd. Zip: 90069. Tel: (213) 278-6350. Exec. VP: Bob Greenberg-New York, N.Y., 75 Rockefeller Plaza. Zip: 10019. Tel: (212) 484-8148. A&R Dir.: Jim Delehan.
 Mirror Recs. Inc., House of Guitars Bldg., 645 Titus Ave., Rochester, N.Y. 14617. Tel: (716) 544-9928. Pres. & Sec'y: Bruce Schaubroek; VP & Gen. Mgr. Armand Schaubroek; Ass't Mgr.: Greg Prevost; Export Mgr.: Kim Simmons; Prom'l Mgrs.: Brian Orton, Dri Curan.
 Labels: (Owned) Cat Man, House Of Guitars, Mirror; (distributed) Living Eye.
 Mirus Int'l, see Mirus Music.
 MIRUS MUSIC INC., 2440 Lakeside Ave., Cleveland, Ohio 44114. Tel: (216) 241-0892. TWX: (810) 421-8019. Pres.: Ron Schafer. Bus. Affairs Dir. Gary Doberstyn; A&R Dir. Ken Antonelli, Nat'l Mktg. Dir.: John Horn; Nat'l Promo. Dir.: Len Evanoff, Doc Remer; Prod'n Mgr.: Tony Valentino; Nat'l Mdsq. Peter Millietto.
 Labels: (Owned) Mirus, Lakeside; (distributed) Dur Gang, Vintage, (licensed) Crash, Saitri (both UK). (SEE ADVERTISEMENT)
 Mi Sound, see Cicco.
 Mr. T, see Sunshine Nat'l Rec. Dist.
 Misty Blues, see Crimson Dynasty.
 Mit Abul-Kum, see Kison Elyon.
 Mobile Fidelity Sound Lab, 21040 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 709-8440. TWX: (910) 494-1936.
 Labels: (Owned) Geo-Disc, Original Master Rec'g, UHQ.
 Moby Dick Recs., 2354 Market St., Suite 1, San Francisco, Calif. 94114. Tel: (415) 861-0476. Telex: 34317. Pres.: Stan J. Morris; VP Special Projects: Victor Swedosh; Int'l Licensing Mgr.: Steve Hasemeier; Controller: Larry Lustig; Admin.: Gini Spiersch.
 Labels: (Distributed) LP Recs.
 Mod-Art Recs. (div. of Mod-Art Prod'g Co. Inc.), 10358 S. Forest Ave., Chicago, Ill. 60628. Tel: (312) 264-2463.
 Modern, Calif., see Cadet Recs.
 Modern Masters, see Subteranean.
 Modern Recs., 2 W. 45 St., New York, N.Y. 10036. Tel: (212) 840-6011. Co-Founders/Chief Operating Officers: Danny Goldberg, Paul E. Fishkin; Gen. Mgr.: Linner S. VaSoil. (Distributed by Atlantic).
 Branch: Los Angeles, Calif., 1438 N. Gower, Mo. 9. Zip: 90028. Tel: (213) 465-5144.
 Modoc, see ASAI.
 Moment Prod'n's, 709 W. 14 St., Austin, Tex. 78701. Tel: (512) 476-4901.
 Owner & Chm.: Alisa Erin D'Leary; Pres.: William T. Foster; Mktg & Dist'n Dir. Cindy Wujcik; A&R Dir. Patrick S. Keel; Promo. Dir.: Roland Swenson III.
 Moment Rec. Co., 2132 32 Ave. N., St. Petersburg, Fla. 33713. Tel: (813) 823-9055. Pres.: W.E. Reuloch; Mktg. & Sales Mgr.: Rocco Starr Jr.; Promo.: Rick Walker; A&R Mgr. Wade Dawson.
 Monica (Discos), see Peer-Southern.
 Monique Music Library, see Peer Southern.
 Monitor Recs. Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 989-2323. Cable: MDNRCCDIN. Pres. & A&R: Michael Stillman; VP & Sales Mgr.: Rose N. Rubin.
 Monmouth-Evergreen Recs., 1697 Broadway, Suite 1201, New York, N.Y. 10019. Tel: (212) 757-5105. Pres.: William H. Borden; Sales Mgr.: Claire R. Olivier-Wade.
 Montage Recs. Inc., 1221 Bainbridge St., Philadelphia, Pa. 19147. Tel: (215) 545-2282. Telex: 1871154. Pres. Alan R. Rubens.
 Montana Folklife Project, 1280 S. Third St. W., Missoula, Mont. 59801. Tel: (406) 543-8286. Dir.: Michael Korn, Admin. Dir.: Ruth Browder.
 Label: (Owned) MFP.
 Monterey Recs., PO Box 8497, Universal City, Calif. 91608. Tel: (213) 243-3456.
 Monticello Prod'n, Box 80, Monticello, Fla. 32344. Tel: (904) 997-2573.
 Contact: Scott Carswell.
 Montuno Recs. Inc., 1470 Broadway, BMT Mezzanine, Times Square, New York, N.Y. 10036. Tel: (212) 840-0580. Pres.: Jesse Moskowitz; VP & A&R: Rene Lopez.
 Monument Rec. Corp., 21 Music Square E., Nashville, Tenn. 37203. Tel: (615) 244-6565. Cable: MDNUWRDL. (Distributed by CBS).
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 Branch: Paramount, Calif., 155-14 Garfield Ave. Zip 90723. Tel: (213) 633-1994. Reg'l Mgr./Sales & Mktg.: Chip Heath.
 Labels: (Owned) Candido, MMG, MMG (Digital), Solitudes, THS (Turnabout Historical Series), TVC (Turnabout Chamber Series), Turnabout, Turn-Dn, Vox Box, Vox Cam Laude, Vox Stringles; (distributed) Storyville.
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 Mother Goose, see Cadet Recs.
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Labels: (Owned) Ohio, (distributed) BBB

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Labels: Alegre, Barbaro, Colque, Fania, Inca, Nuestra, Tico, Vaya

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Musical Signature Recs., 14097 E. Eight Mile, Detroit, Mich 48205

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Musica Ent's Inc., 5626 Brock, Houston, Tex 77023 Tel (713) 926 4431 Pres. Huey P. Meaux, Treas. Aaron Schechter, Sec'y Mary E. Thornton, Studio Mgr. Lonnie Wright
Labels: American Playboy, Crazy Cajun, Jet Stream, Pacemaker, Star Flight

Musica Inc., 489 Fifth Ave., New York, N.Y. 10017 Tel (212) 682 8400 Telex 236920

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Musica Is Medicine, see **First American**

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Musica Minus One, see **MMO**

Musica of Polynesia Inc., Ala Moana Bldg., Suite 919, 1441 Kapiolani Blvd., Honolulu, Hawaii 96814 Tel (808) 946-1677
Labels: (Owned) Melway, Musica of Polynesia

Musica Recs., 870 Seventh Ave., Suite 348, New York, N.Y. 10019 Tel (212) 581 4680 Cable, ARTALMADGE Pres. Art Talmadge
Labels: (Owned) Double Feature, Dynamo, Groove Sound, Musica

Muscraft, see **Trend Rec. Corp.** in Calif

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Musik Werks, see **Composers Rec's**

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Muskadine, see **Advent**

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Labels: (Owned) Full Spectrum, Mustard Seed, Tradewind, Videophonic

Mustevic Sound Recs Inc., 193 18 120 Ave., St. Albans, N.Y. 11412 Tel (212) 527 1586 Pres. Brenda Reid, Dir. Steve Reid, Sales/Promo Mgr. Ayanna Kai; Mgr. Philip Paterson
Labels: (Owned) Mustevic Sound, (distributed) Akba, Sunmuse

Muza, see **Polish Rec. Center**

Myrth, see **Word**

Mystery Train, see **American Communication**

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Labels: (Owned) Cory, EBC, NMI

N S D, see **Nationwide Sound**

Narrowroad, see **Americangroove**

Nasco, see **Nashboro**

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Nashville American, see **General Broadcasting**

Nashville Int'l Corp., 20 Music Square W., Nashville, Tenn 37203 Tel (615) 254 1244 Cable NICORP Pres. Reggie M. Churchwell, VP James E. Gray, Sec'y Treas. Peggy J. Churchwell Controller Donna Ancelet
Labels: (Owned) Nashville Int'l, New Frontier, Phoenix, Spectrum

Nasser El Sadat, see **Kisron Elyon**

Natasha Dawn Recs., 514 Roosevelt Ave., Madison Tenn 37115

National Music Ent's., PO Box 35855, Houston, Tex 77035 Tel (713) 499 5943 Mgr. Dan Mechura Sr., Country A&R Danny James
Labels: (Owned) Alistar, Star

National Recs., 3410 Ave. R, Lubbock, Tex 79412 Pres. Bud Andrews
Labels: (Owned) Lemon, National

Nationwide Sound Dist's., PO Box 23262, Nashville, Tenn 37202 Tel (615) 385 2704 Pres. Joe Gibson, VP David Noel Gibson, Nat'l Promo Dir. & Sales Mgr. Betty Gibson
Labels: AMI, Grass, Mesa, NSD, Soundwaves

Natural Act, see **RedBud**

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Neutrons, see **Mystic**

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 Branch: New York, N.Y., 450 Park Ave. Zip: 10022. Tel: (212) 888-9800.
 PolyGram Direct Mktg. Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7341. Pres.: Abe Wiesel.
 PolyGram Recs. Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7100. Pres. & Chief Exec. Officer: Guenter Hensler; Exec. VP's: Jack Kiernan, Mel Ibberman; Sr. VP Rock Music: Jerry Jaffe; Sr. VP Pop Music: Russ Regan; Sr. VP Sales: Shelly Rudin.
 Branches: Los Angeles, Calif., 1930 Century Park W. Zip: 90067. Tel: (213) 277-1412—Nashville, Tenn., 10 Music Circle S. Zip: 37203. Tel: (615) 244-3776.
 Distribution branches: See listings in Record & Tape Wholesalers section.
 Labels: (Owned) Casablanca, MGM, Mercury, Polydor, Verve; (distributed) Chocolate City, De-Lite, EG, M.V.P., RSO, Riva, Spring.
 PolyGram Special Imports, see PolyGram Classics.
 Ponderosa, see Page.
 Poormans, see Raina.
 Popei Recs., 400 E. Randolph St., Suite 730, Chicago, Ill. 60601.
 Pop Francois USA, 771 Easton Rd., Warrington, Pa. 18976. Contact: Michele Marie.
 Popovich Ltd., PO Box 783, Wiloughby, Ohio 44094. Tel: (216) 951-0993.
 Pres.: Steve Popovich; VP: Maureen Popovich. (Distributed by CBS)
 Label: (Owned) Cleveland Int'l/Columbia.
 Pop Rec. Research, 19 Linden Ave., Pelham, N.Y. 10803. Tel: (914) 738-1634. Dir.: Gary Theroux; Research Dir.: Mark Changer; Mktg. Dir.: Joan Holpuch.
 Labels: (Owned) GTP, Surf City.
 Poptop, see Clay Pigeon.
 Portland, see Ripcord.
 Portrait, see CBS.
 Pose, see Cord.
 Poseidon, see Crystal.
 Posh Boy Recs. & Tapes, PO Box 38861, Los Angeles, Calif. 90038. Tel: (714) 883-5508. Telex: 674851. Pres. & A&R: Robbie Fields; Mktg./Promo.: Kenny Ryback.
 Labels: (Owned) Posy Boy; (distributed) Abstract, Glass (both UK).
 Posse Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398.
 Pres.: Bill Spitalky; VP: Jules Rifkind; Sec'y-Treas.: Roy Rifkind. (Also see Spring)
 Post Modernist Recs., PO Box 62, Nutley, N.J. 07110. Tel: (201) 676-1398.
 Pres.: Robert A. Erdmann; A&R Dir.: Joseph Vangier; Promo. Mgr.: Steven Hacker; Mktg. Dir.: David Biglin; Sales Mgr.: Joseph Lewis.
 Poverty Recs., 5402 Ruffin Rd., Suite 110, San Diego, Calif. 92123. Tel: (619) 571-8961. Prod'r: Jack Long.
 Power Pak, see Gusto.
 Powers, see Mountain Railroad.
 Prairie Dust Recs., PO Box 40364, Nashville, Tenn. 37204. Tel: (615) 297-8076.
 Prairie Wind Recs., 104 N. Thrd, Norfolk, Neb. 68701. Tel: (402) 371-7658.
 Praise, see Auravox.
 Praise Inds. Corp., 1308 Meador St., Unit C5, Bellingham, Wash. 98225. Tel: (206) 671-9562.
 Labels: (Owned) Country Dak, Horizon, Little People, New Born, Praise, Turnesmith.
 Pray Virtue, see Parr-X.
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Prelude Recs. Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 974-0360. Pres.: Marvin Schlachter; Exec. VP: Stan Hoffman; VP Sales: Joe Kolsky.

Premier Artist, see Frank Evans.

Premier (Brazil), see Fermata.

Prescription Co., 70 Murray Ave., Port Washington, N.Y. 11050. Tel: (516) 767-1929. Owner & Pres.: David F. Gasman; Ass't: Kirk Nordstrom; Tour Co-ord.: Bill Feam.

Prescription Rec. Co., 2534 14 St. NE, Suite 2, Washington, D.C. 20018. Tel: (202) 269-1469. Owner & Pres.: Douglas W. Randolph Jr.; VP: Doris A. King Randolph; Exec. Prod'r: David D. Randolph.

President Music Corp., 6 Grace Ave., Great Neck, N.Y. 11021. Tel: (516) 466-8230. Contact: J.E. Zerga.

Press, see Compendium.

Prestige, see Fantasy/Prestige/Milestone/Stax.

Price-Less Legends, see DRG.

Prime, see Butler-Weed.

Prime Cuts Recs., 439 Tule Hill, Lyndonville, Vt. 05851. Tel: (802) 626-3317. Pres.: Bruce James; VP&AR: Wayne Mahon; VP&R: Bob Dimck.

Prime Time Recs., Box 170AA, Route 1, Ferrum, Va. 24088. Tel: (703) 483-1538. Pres. & Gen. Mgr.: W. Rod Shively; Sales Mgr. Judy Shively.

Primer Recs., 4414 Centerview, Suite 415, San Antonio, Tex. 78228. Tel: (512) 734-7785.

Princess Prod'ns Ltd., 144 S. First St., Burbank, Calif. 91502. Tel: (213) 842-7197. Telex: 691600. Gen. Mgr.: J. James Jarrett; Financial Officer: Evan L. Wide; Prod'n Mgr.: Emiko Nikki Ray; Admin. Dir.: Denise M. Gauthier; Talent Dir.: Zack Harmon.

Label: (Owned) Bouvier.

Prism Recs. Inc., 1966 Broadway, Suite 47, New York, N.Y. 10023. Tel: (212) 799-7300. Telex: 425855. Pres.: Len Fichtelberg; Exec. VP: Dee Joseph; Retail/Club Promo: Lenny Perry.

Privilege, see PolyGram Classics.

Pro-Arte, see Intersound & Spanish Music Center.

Process, see Country Star.

Prodgal, see Motown.

Produktion Deutschmark, see Michele.

Profit Recs. Inc., 250 W. 57 St., New York, N.Y. 10107. Tel: (212) 582-3555. Cable: PRDFLE. Pres.: Cory Robbins; VP: Steven Plotnick.

Progress, see Fischer & Lucas.

Progressive Recs. Inc., PO Box 500, 601 Virginia Ave., Tifton, Ga. 31794. Tel: (912) 382-8192. Pres. Gus P. Staliras; VP: James E. Newton.

PRO-INDIE RECS., 2990 E. Northern, Suite D-101, Phoenix, Ariz. 85028. Tel: (602) 971-0979. Owner & Ops. Dir.: Leon Ross; A&R Dirs.: Kevin Weir, Arno Rite; Studio & Video Dirs.: Ed & Marie Ravenscroft. Steven Moore; Pub. & Promo. Arno Rite, Kevin Weir.

Project 3 Recs., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 247-4422. Pres.: Herbert A. Linsky.

Labels: (Owned) Project 3, Seagull; (distributed) Insight.

Promise, see MCA.

Pronto, see Caytronics.

Prophecy, see Glotfe.

Protone Recs., 970 Bel Air Rd., Los Angeles, Calif. 90077. Tel: (213) 472-

5344. Dr.: Jane Courtland Welton; Assoc.: Laila Padorr Nilles.

Labels: (Owned) Protone; (distributed) Laurel/Protone.

Pro-2 (Duce) Recs., West Ridge Pl., Conshohocken, Pa. 19428. Tel: (215) 825-9187. Founder: Nicholas Pupillo.

Psallite (Germany), see Organ Literature.

Public Secrets, see Epiphany.

Puddle, see Ze.

Pulse Prod'ns, 71 E. Division, Suite 506, Chicago, Ill 60610. Tel: (312) 787-7237. Pres.: Lou Simon.

Pumpho Inds. Ltd., PO Box 5265, North Hollywood, Calif. 91616-5265. Tel: (213) 764-0777. Pres.: Frank Zappa. (Distributed by CBS)

Label: (Owned) Barking Pumpkin.

Pure & Easy Recs., Box 912, North Chelmsford, Mass. 01863. Tel: (617) 459-0334. Pres.: John Vismasaks. (Distributed by Varulven)

Pure Gold, N.Y., see RCA.

Pye (dance recs.), see Telemark.

Pyramid Recs., 26177 Kinyon Dr., Taylor, Mich. 48180. Tel: (313) 292-5281. Pres.: Peggy LaSorda.

Pyramid Recs., 1756 Broadway, Suite 22A, New York, N.Y. 10019. Tel: (212) 582-1365. Chm.: Philippe P. Saisse, James Di Prima; Exec. Mgr.: Philip Roberge.

Pyramid Recs., PO Box 140316, Nashville, Tenn. 37214-0316. Tel: (615) 889-6675. Owner: Jimmy Kish.

Pyramid, N.Y., see Roulette.

Pyramid, N.J., see Rob-Lee.

Q

Q L Recs., 314 Romano, Coral Gables, Fla. 33134. Tel: (305) 446-2477.

Quadrangle Mgmt., 9000 Sunset Blvd., Suite 611, Los Angeles, Calif. 90069. Tel: (213) 550-1010. Contacts: Bill Traut, Joel Brandes, Ron Domont, Dave Pell, Robert Weideman, Ann Grace.

Quadrasonic Talent Inc., PO Box 630175, Miami, Fla. 33163. Tel: (305) 472-7757. Pres. Jack P. Bluestein; VP: Ethel Kanter; Sec'y: Dorothy Leonard.

Label: (Owned) Twister.

Qualiton, see Hungaria.

Quality Recs., 161 W. 54 St., Suite 1001, New York, N.Y. 10019. Tel: (212) 246-4352.

Quark, see Bomp.

Quarter Moon, see Entertainment Ventures.

Quickway, see Revonah.

Quintessence, see Intersound.

Quinto Recs., 4423 Ledge Ave., Toluca Lake, Calif. 91602. Tel: (213) 985-8284. Owner: Quint Benedetti.

Labels: (Owned) Quinto, (distributed) Crissy

Quisqueya, see Audiogram.

Qwest Recs., 7250 Beverly Blvd., Suite 207, Los Angeles, Calif. 90036. Tel: (213) 934-4711. (Distributed by Warner Bros.)

R

R A S RECS., PO Box 40804, Washington, D.C. 20016. Tel: (301) 946-0525. Telex: 9008180. Chm.: Doctor Dread; Pres.: Gary Himelarb; VP: David Pansegrouw

Label: (Owned) Real Authentic Sounds. (SEE ADVERTISEMENT)

R B, see Daryland.

R B F, see Folkways.

R B I Recs. Inc., 175 Fifth Ave., Suite 1101, New York, N.Y. 10010. Tel: (212) 594-2416. Pres.: Al Bass; VP & Sales Dir.: Rob Warren; Promo. & In-House Pub.: Lisa Mathews.

R C A (Brazil), see Brasilia & Penco.

R C A (educational product), see Listening Library.

R C A (Mexico), see Caytronics.

R C A/Caden (Mexico), see Caytronics.

R C A Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 930-4000. Pres.: Robert Summer; Div. Exec. VP: Dns.: Jose Menendez; Div. VP Bus. Affairs: Paul Altman; Div. VP Finance: David Campbell; Div. VP Communications: Robbin Ahrold; Div. VP Public Affairs: Herb Helman; Div. VP Sales: Larry Gallagher; Div. VP USA & Canada: Don Ellis; Div. VP Music Dns.: Gregg Celler, Div. VP Direct Mktg.: Robert Gordon; Div. VP Dns. Serv.: John Mangini; Div. VP Ind'l Relations: Daniel Sassi; Div. VP Strategic Planning: Thomas McIntyre; Div. VP Int'l Bus. Affairs & Pacific: Ekke Schnabel; Div. VP Promo.: John Betancourt; Div. VP Merchandising: Jack Chudnof; Div. VP Nashville: Joe Galante; Div. VP Black Music A&R: Robert Wright; Div. VP Black Music Promo.: Bill Staton; Div. VP Contemporary Music A&R (West Coast): Paul Atkinson; Div. VP Real Seal: Thomas Z. Shepard; Staff VP & Senior Counsel: Jonathan Walton; VP Latin America: Adolfo Pmo.

Branches: Hollywood, Calif., 6363 Sunset Blvd. Zip 90028. Tel: (213) 468-4000--Nashville, Tenn., 30 Music Square W. Zip: 37203. Tel: (615) 244-9880. Div. VP: Joe Galante.

Distribution branches--See Record & Tape Wholesalers section for RCA & A&M & Assoc'd Labels.

Labels: (Owned) Best Buy Series--budget, Bluebird, Gold Seal, Pure Gold, RCA Victor, Red Seal, Victrola; (associated) A&M group, Arista group, Chi-Sound, Grunt, Millennium, Pablo, Pablo Live, Pablo Today, Salsou group.

R C A Victor, see RCA Recs.

R C I RECS. INC., PO Box 126, Elmsford, N.Y. 10523. Tel: (914) 592-7983. VP: Ray Roberts.

Labels: (Owned) Award, RCI, Thomas; (distributed) GJP. (SEE ADVERTISEMENT)

R C S, see Record Company of the South.

R D S, see Big Bear.

R F A Recs. (Radio Free America), 8508 Rio Grande Blvd. NW Albuquerque, N.M. 87114. Tel: (505) 897-0770. Pres.: Kenneth Pushkin; VP Mktg.: Jim Vleck, Comptroller: Kit Walker; Prod'r: Marilyn Pittman; Office Mgr.: Mary Mastin.

R F C, see Atlantic.

R G E (Brazil), see Fermata & Penco.

R G E/Fermata, see Brasilia.

R I C, see House of Falcon.

R M A, see Rack Merchandisers of America.

R M S, see Applause.

R M S Triad Prod'ns, 6267 Potomac Circle, West Bloomfield, Mich. 48033. Tel: (313) 661-5167. Owner: Bob Szajner; Prod'r: Laura Holiday; A&R: Harvey Yates; Assoc. Prod'r: John Snyder; Promo.: Ron Snyder.

Labels: (Owned) RMS, Triad.

R P I, see Rambler.

R & R Recs. Inc./Ren Remo, 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 757-3638. Pres.: Rena L. Feeney; VP: William A. Feeney; Treas.: William F. Feeney; Sec'y: Maureen Feeney.

Labels: (Owned) Can Scor, Factory Beat, Ren Remo.

R R C, see Kool Kat.

R R P, see Rite Rec.

R S D Recs., 1775 Broadway, New York, N.Y. 10019. Tel: (212) 975-0700. (Distributed by PolyGram)

Labels: (Owned) RSD, (distributed) Dreamland

r t i, see Recorded Treasures.

R T P Int'l, see Rik Tinory.

R W RECS., 5930 Penfield Ave., Woodland Hills, Calif. 91367. Tel: (213) 992-6266. Pres.: Roger Wagner; Exec. Dir.: Dick Wagner. (SEE ADVERTISEMENT)

Rack Merchandisers of America (RMA), PO Box 8744, Durham, N.C. 27707. Tel: (919) 493-4511.

RADAR ENTERTAINMENT CORP., 91-31 Queens Blvd., Elmhurst, N.Y. 11373. Tel: (212) 507-8000. Pres.: Eric Matthew, VP Phil Del Rocco; Nat'l Radio Promo: Nattie Adams, Nat'l Rec. Pool Promo: Nelson Chavez. (SEE ADVERTISEMENT)

Radiance, see Auravox.

Radiant, see American Tape.

Radio, see Atlantic.

Radio Free America, see RFA.

The Radiola Co., Box C, Sandy Hook, Conn. 06482. Tel: (203) 426-2574; WATS (from outside Conn.): (800) 243-0987. Pres.: Jon Sonneborn; Gen. Mgr.: Craig Gallichotte; Sales Mgr.: Larry Sockell.

Rag Baby, see Arhoolie.

Ragdoll Ent's., 205A Television Circle, Savannah, Ga. 31406. Tel: (912) 927-1761. Pres.: David M. Evans; VP: Janice L. Evans.

Labels: (Owned) Ragdoll, Rocmar.

Ragin' Rockabilly, see Rollin' Rock.

Ragtime, see Grassroots.

Railroad Center, see Chi-Town.

Raina Prod'ns, 5042 S. Central Ave., Suite A, Phoenix, Ariz. 85040. Tel: (602) 276-2039. Pres. & Prod'n Consultant: Lawrence Carroll; Artist Mgmt.: Alice M. Candler, Ddessa M. Payton.

Labels: (Owned) Lazarus, Poormans, Raina.

Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica, Calif. 90404. Tel: (213) 829-3476.

RAINBOW RECS. & TAPES, 610 S. Main St., Burbank, Calif. 91506. Tel: (213) 848-5730. Pres.: Daniel Green, VP Dist'n: Debi Crowley.

Rainbow Room, 30 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 757-9090.

Label: (Owned) Above All.

Rainbow Sound Inc., 1316 Inwood Rd., Dallas, Tex. 75247. Tel: (214) 631-4277. Pres.: Bob Cline, VP, Mktg. & Promo.: Don Jackson, VP Rec. Pressing: Phil Kalan.

Rainbow Snake, see Alcazar.

Rainfire Recs., 15217 Otego St., Sherman Oaks, Calif. 91403. Tel: (213) 784-0388. Pres.: Lou Penta, VP: Billy Goodman; Exec. Prod'r: Bill Wigh.

Raintree, see BedBud.

Ra-Jo Int'l, PO Box 214, Co-op City Sta., Bronx, N.Y. 10475. Tel: (212) 379-2593. Pres.: Ace Adams; A&R: Joe Adams; Promo. Dir.: Rachel Adams; Sales Mgr.: Norman Davis.

Rally, see Ralph's Radio.

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Ralph's Radio Music, Demorest, Ga. 30535. Tel: (404) 754-6249.
Labels: (Owned) Gospel Time, Rally, Zipcode

Rambler Prod'n's Inc., 8119 WCR 48 1/2, Johnstown, Colo. 80534. Tel: (303) 587-2933.
Label: (Owned) RPI.

Ramblin', see Rounder.

Rambo, see Emergency.

Ramez Recs. Inc., 202 S. Milby St., Houston, Tex. 77003. Tel: (713) 223-3591. Pres.: Emilio V. Garza.

Ramona Music Inc., PO Box 701, Lawrence, Kan. 66044. Tel: (913) 842-9955. Pres.: Steven J. Wilson; VP: Kevin C. Smith, Treas. Karl R. Hoffmann.

Rampart Recs. (div. of Gordo Ent's.), 255 N. New Hampshire, Los Angeles, Calif. 90004. Tel: (213) 384-9586. Owner & Nat'l Sales Mgr.: Edward L. Davis.

Ram Recs., 4307 Saundersville Rd., Old Hickory, Tenn. 37138. Tel: (615) 847-3895. Pres.: Mira Ann Smith; VP: Margaret Lewis.

Ram Rose Recs., Box 42, Wood-Ridge, N.J. 07075. Tel: (201) 471-1227. WATS (800) 526-5125. Telex: (710) 989-7181. Pres.: Anthony Carrozza; A&R Mgr.: Rainy Lovell; Promo Mgr.: Melissa Carrozza; Mktg. Dir.: Jo Foote.

Randall Recs., 29 Elaine Rd., Milford, Conn. 06460. Tel: (203) 878-7383. Pres. & A&R: Gerald R. Randall; VP: Howard Randall; A&R: Cathy & B. Randall.

Branches: Middletown, N.Y., 15 Randall Heights. Zip: 10940. Tel: (914) 343-6918. A&R: Samuel Randall—Syracuse, N.Y., 1900 W. Genesee St. Zip: 13204. Tel: (315) 468-0161.

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Labels: (Owned) Love, Random, Rave, Sylvania, Zenith; (distributed) Century 21, Solid Brass.

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Labels: (Owned) BLS, Coronet, Educational Enrichment Materials, McCormick-Mathers, Miller Brown, Newbery, Random House

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Raretone (Italy), see Zim.

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Label: (Owned) Esar.

Rashid Sales Co., 191 Atlantic Ave., Brooklyn, N.Y. 11201. Tel: (212) 852-3295. Cable: ALRASHID.
Label: (Owned) Orient.

Rai Recs., 528 Commonwealth Ave., Boston, Mass. 02215. Tel: (617) 267-4156. Pres.: James G. Harold; Exec. Ass't: Judith A. Mintz; Staff Prod'r: John Kalishes.

Rattler, see Sarg.

Rave, see Random.

Rawls Bros. Prod'n's, 281 W. Sixth, Mansfield, Ohio 44903. Tel: (419) 524-2141. Pres.: L.A. Rawls; VP: Ralph Rawls, PR Dir.: Benjamin O. Jamerson
Label: (Owned) Fun City.

Rayo, see Associated Rec. Prod'n's.

Razor Recs., 2648 Magnolia St., Chicago, Ill. 60614. Tel: (312) 549-3227.
Owner: Mark Lefens; VP: Mike Landers.

Reachout Int'l Recs. Inc./Roi Cassettes, 611 Broadway, Suite 214, New York, N.Y. 10012. Tel: (212) 477-0563. Pres.: Neil Cooper
Labels: (Owned) Reachout, Roi Cassettes.

Reader's Digest Ass'n Recorded Music Div., 750 Third Ave., New York, N.Y. 10017. Tel: (212) 850-7020. Cable: READIGEST. Prod. Development Mgr./Recorded Music Div.: Simone Bedient.

Ready Recs. & Filmworks Inc., PO Box 5430, Fort Wayne, Ind. 46895. Tel: (219) 489-9795. Pres.: John E. Amstutz; Gen. Counsel: James O. Kirke; VP Financial Planning: Michael J. Edington; VP Adv.: Geoffrey B. Waldschmidt; Sr. VP Creativity: Paul P. Mitchell; VP Artist & Repertoire: David W. Riehmiller.
Labels: (Owned) Better, Ready.

Ready to Rock Recs., 6253 Hollywood Blvd., No. 1010. Tel: (213) 461-1153. Pres.: P.J. Birosh.

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Rebirth Inc./Wenha Prod'n's, 81 Chandler, Detroit, Mich. 48202. Tel: (313) 875-0289. Exec. Prod'r: Wendell Harrison; Ass't Prod'r: Pamela Wise.

Recital, Calif., see Educational Media & Discocorp.

Recommended Viewing, see Jersey Coast.

The Record Co., 9000 Sunset Blvd., Suite 704, Los Angeles, Calif. 90069. Tel: (213) 275-4487. Pres.: Steve Angelica.

Record Company of the South (RCS), 5220 Essen Ln., Baton Rouge, La. 70808. Tel: (504) 766-3233. TWX: (510) 993-3493. Pres.: Cyril E. Vetter.

Recorded Anthology of American Music Inc. (New World Recs.), 231 E. 51 St., New York, N.Y. 10022. Tel: (212) 753-9820. Cable: RECANTH.
Label: (Owned) New World.

Recorded Treasures Inc., PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 763-3173, 766-4693. Pres.: Walter S. Heebner
Labels: (Owned) rti, Wette Legacy of Piano Treasures

Record Guild of America, 144 Milbar Blvd., Farmingdale, N.Y. 11735. Tel: (516) 293-5858. Pres.: David Shichman.
Labels: (Owned) Audio Guild, Bomba Roja, Deutsche Klassische, Deutschmark, Scrapbook, Simon Says.

Recordland, see Kool Kat.

Record & Music People Inc., 635 Elm St., Birmingham, Mich. 48011. Tel: (313) 642-9700.
Label: (Owned) Underground

Record Room, see Argus

Recordtime, see Institute for Language Study.

Red Bird Recs., 8404 W. McNab Rd., Tamarac, Fla. 33321. Tel: (305) 722-6010. Owner: Ray C. Rohlfling

REDBUD REC'S. (div. of CAE Inc.), 611 Empire Mill Rd., Bloomington, Ind. 47401. Tel: (812) 824-2400. Gen. Mgr.: Rick Heinsohn

Labels: (Owned) RedBud, (distributed) Bar-B-Q, Big Time, Midwest Coast, Natural Act, Raintree, Sirius Music, Sunflower

Red Clay, see Sonytone.

Red Dot, see Marullo.

Redeye Recs., PO Box 62, St. Joseph, Mo. 64502. Tel: (816) 233-6778. Pres. W.D. Morgan; VP: Jeff Battle; A&R: John Patterson, Promos: Linda K. Stine, Mktg.: Roger Wright

Red Kastle, see Tutch

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Labels: (Owned) Redwood, (distributed) Alive!, Deep River.

Reelin' & Rockin' Recs., 3901 Fort Hamilton Pkwy, Brooklyn, N.Y. 11218. Tel: (212) 435-7890, 442-3462. Pres. & Mktg.: Anthony Giammanco; VP: A&R & Prod'n's: Edward Pavia; Sales: Steven Giammanco; Promo: Thomas Pavia

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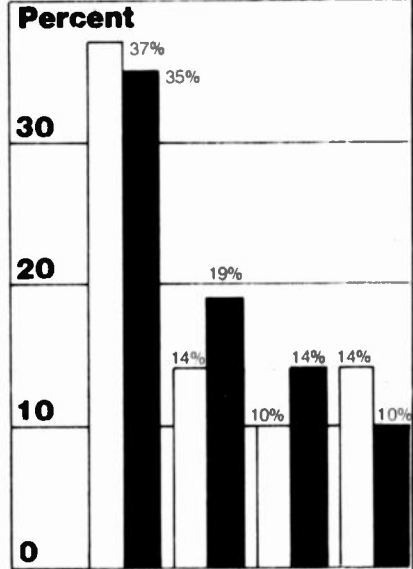
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Labels: (Owned) Double A, Rattler, Sarg.
Satri (UK), see Miras Music.
Saturn Recs. Inc., 576-B Goldsboro Rd. NE, Atlanta, Ga. 30307. Tel: (404)
688-0799. Pres.: Hal Bishop; Exec. Dir.: B. E. Gauss.
Sav-Nil, see HSE.
Savana, see BSO.
Savory Recs. Inc., 342 Westminster Ave., Elizabeth, N.J. 07208. Tel: (201)
351-6800, NYC (212) 962-3354. VP & Gen. Mgr.: Fred Mendelsohn;
Prod'r: Milton Biggman; Ass't Prod'r: James Perry; Promo. Dir.: Henry
Mance; Exec. Ass't: Helen Gottesmann. (Distributed by Arista)
Scadillac, see Castalia.
Scala, see Everest.
Scandinavian, see Lindberg.
Scaramouche' Recs., PO Drawer 1967, Warner Robins, Ga. 31099. Tel: (912)
953-2800. Pres./Dir.: Robert R. Kovach; Sec'y: Judi L. Kovach.
Scattaware, see Auravox.
Scene Prod'n's, PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836.
Pres.: Richard L. Petry.
Labels: (Owned) Country Road, Rising Sun.
Don Schafer Promos., PO Box 57291, Dallas, Tex. 75207. Tel: (214) 339-
5891/6166. Pres.: Don Schafer; VP: Becky Schafer.
Labels: (Owned) Demand, Texas.
Schizophonic, see Peduncle.
Schuhknecht (Germany), see Organ Literature.
David Scott Int'l Inc., see Dan Phillips.
Scotti Bros. Recs., 2114 Pico Blvd., Santa Monica, Calif. 90404. Tel: (213)
450-3193. (Also see CBS)
Scrapbooks, see Record Guild.
Scripture In Song, see Benson.
Sea Breeze Rec. Co., PO Box 717, Mentone, Calif. 92359. Tel: (714) 796-
6110. Pres.: John Brechler.
Seabrook Int'l Group Ltd., 18 E. Sunrise Hwy., Freeport, N.Y. 11520. Tel:
(516) 546-8008. Chm. & Pres.: Bill Seabrook; Exec. VP: Jess Rae Weeks;
VP & A&R: Marc Seabrook; VP Sales: Theresa Carr.
Sea Cruise Prod'n's, PO Box 1830, Gretna, La. 70053. Tel: (504) 392-4615.
Pres. & A&R Dir.: Ken Keene; Exec. VP: Frankie Ford; Adv. Mgr.: B.J. Joy.
Labels: (Owned) Briarhead, Burlap, Keeta, SDNDR (Sound of
New Orleans), Sea Cruise; (distributed) SYC.
Seagull, see Arista & Project 3.
Sea-King, see Centaur in N.Y.
Seaside, see Southern Sound.
Second Chance, see East Allegheny.
Second Sun Prod'n's, Box 133, Rt. 2, Burton, Wash. 98013. Tel: (206) 463-
2850. Pres.: Robert Krinsky; Promo: Robert Koch.
Labels: (Owned) Pinup, Second Sun, Triple Disc.
Seeco, see Mel Richmond.
Sefel Recs. Ltd., 12 Maple Leaf Dr., Park Ridge, N.J. 07656. Tel: (201) 391-
3676. Telex: 06217606. Contact: R.K. Herrington.
Ralph L. Seltzer, c/o Great Dak Vineyard, 1751 Draper Valley Rd., Selma,
Ore. 97538. Tel: (503) 597-2161. Cables: MUSICWORLD, SELMA. Owner:
Ralph L. Seltzer; Music Dept. Mgr.: Naki Berglund.
US labels represented: Rollin' Rock, Venture.

Semaphore, see Vantage.
Seon, see Intersound.
Sequel, see Rik Tinory.
Sequenza, PolyGram Classics
Seraphim, see Capitol.
Serenus Corp., 145 Paisdale St., Dobbs Ferry, N.Y. 10522. Tel: (914) 693-
9321.
Serious Gold, see SMI.
Sesame Street Recs. (div. of Distinguished Prod'n's Inc.), 1 Lincoln Plaza,
New York, N.Y. 10023. Tel: (212) 874-2700. Cable: SESAMEST. Pres.:
William F. Whaley; VP & Gen. Mgr.: Steven Schwartz; VP Sales: Shy
Raiken.
Sessions Recs. Inc., 1973 Ohio St., Lisle, Ill. 60532. Tel: (312) 960-5100.
Pres.: John R. Wering; VP: Carl M. Fink; Controller: Ken Jakupcak; A&R:
N. Sundberg.
Labels: (Owned) Starland, Westwood Promos.
Seven Hills Pub'g & Rec'g Co. Inc., 905 M. Main St., Evansville, Ind. 47711.
Tel: (812) 423-1861. Pres.: Edward W. Krietermeyer; VP: M. Lottes; Sec'y-
Treas.: Dorothy Pearce; Mgr.: P. J. Hayden.
Labels: (Owned) EXX, Seven Hills.
1750 Arch Inc., 1750 Arch St., Berkeley, Calif. 94709. Tel: (415) 841-0232.
(Distributed by Composers Rec'gs)
Seven Star, see Sine Qua Non
77 Recs., see SDA
Shadowlight Recs., PO Box 9725, Marina del Rey, Calif. 90291. Tel: (213)
399-7449. Owner & Pres.: Ron Hart; Sec'y-Treas.: Cheryl Rae Hart.
Shadow Recs., 1517 W. Lake St., Minneapolis, Minn. 55408. Tel: (612) 825-
0766. Pres.: Charles F. Campbell.
Shaffer Recs., 13412 Gladstone Ave., Sylmar, Calif. 91342. Tel: (213) 367-
0214. Co-Owner & Chm.: Frank J. Jacobs; Co-Owner & Pres.: Mrs. F.J.
Jacobs; VP Sales & Promo: Allen Jacobs.
Shanachie Recs. Corp., Dalebrook Park, Ho Ho Kus, N.J. 07423. Tel: (201)
445-5561. Pres.: Richard Nevins; Sec'y/Treas.: Daniel Michael Collins.
Labels: (Owned) Herwin, Morning Star, Shanachie; (distributed) Boot,
Greensteves, Message, Tara
Shawmut Recs., see Casa Grande.
Don D. Sheets Prod'n's, Box 212, Rt. 3, Nashville, Ind. 47448. Tel: (812)
988-2000. Co-Owners/Prod'ns: Don D. & Marti Mae Sheets.
Labels: (Owned) CVS, Delmarti, Little Nashville, Little Nashville Dpry
Sheffield Lab Inc., PO Box 5332, Santa Barbara, Calif. 93108. Tel: (805)
969-4744; WATS (800) 235-5737. Pres.: Doug Sax; VP: Lincoln Mayorga;
Mktg. & Sales Dir.: Andrew Teton; Co. Mgr.: Patricia Meredith
Shelan Recs., 1305 Concord, Rochester, Mich. 48063. Tel: (313) 375-9367
Owner: Sheila Landis
Shelter Rec'g Co., 135 E. 62 St., New York, N.Y. 10021. Tel: (212) 759-7500.
Telex: 724389.
Sheperd Recs., 2307 N. Washington Ave., Scranton, Pa. 18509. Tel: (717)
347-7395. Pres.: Daniel McGlynn; A&R Dir.: Fran Grogan. Promo.: Ed
Flanagan; Sales & Dist'n: Donald McGlynn.
Shih, see PM.
Shih Shih Wu Ai Recs. Inc., 8120 Oakland Ave. S., Bloomington, Minn.
55420. Pres.: Milo Fine.
Shiyrah, see Christian World.
Shoestring Recs., 1907 Central, Alton, Ill. 62002. Tel: (618) 465-5619.
Pres.: Howard Neal.
Shoreline, see Kimo.
Showdown, see Starstream.
Showtime, PO Box 40074, Washington, D.C. 20016. Tel: (202) 397-6952.
Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles.
Showtime, La., see Master-Trak.
Sierra Recs., PO Box 5853, Pasadena, Calif. 91107. Tel: (213) 355-0181.
Pres.: John M. Delgatto; Admin. Ass't: Marley Brant; Controller: Kathie
Montgomery; A&R Dir.: Gene Parsons.
Labels: (Owned) Briar, Sierra.
Sierra Wave, see Kicking Mule.
Signature, see Teresa Gramophone & CBS.
Signal Recs., 341 N. Maple Dr., Suite 405, Beverly Hills, Calif. 90210. Tel:
(213) 858-1055. Pres.: Roger Reese; Gen. Mgr.: Mort Weiner; Dpns. Mgr.:
Peter Kastoff.
Silverbird, see PM.
Silverbird, see Rob-Lee.
Silver Blue Prod'n's, 220 Central Park S., New York, N.Y. 10019. Tel: (212)
586-3535. Pres.: Joel Diamond.
Silver Hawk, see Crimson Dynasty.
SILVER LINING RECS., 10113 Riverside Dr., North Hollywood, Calif. 91602.
Tel: (213) 506-6600. Pres.: R.B. Smith.
Silver Rose Rec'gs., PO Box 19935, Atlanta, Ga. 30325.
Silver Saddle Recs., 44 Music Square E., Nashville, Tenn. 37203. Tel: (615)
256-6453.
Simon Says, see Record Guild.
Simple, see Trod Nossel.
Sin, see Associated Rec'g.
Sinbad, see Crimson Dynasty.
Sine Qua Non Cassettes & Recs., 1 Charles St., Providence, R.I. 02904. Tel:
(401) 521-2010. Chm.: Samuel S. Attenberg; Pres.: Joan Grow.
Labels: (Owned) Americana, Daisy, DigiTech, Five Star, Looking Good,
Masterpiece, Meet the Classics, Perspective, Seven Star, Sine Qua Non,
Superba.
Simfonia, see Intersound.
Sing, see Skyline Sing.
Shelby Singleton Corp., 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel:
(615) 385-1960. CABLE: SHELREC. Telex: 3711222. Pres.: Shelby S. Sin-
gleton Jr.; VP: John A. Singleton; VP Sales: Jim Wilson; A&R: Billy Self.
Labels: Plantation, SSS Int'l, Sun.
Sirco Recs., 18 E. Sunrise Hwy., Freeport, N.Y. 11520. Tel: (516) 546-8008.
Contact: Bill Seabrook.
Sire Recs. Co., 3 E. 54 St., 9th fl., New York, N.Y. 10022. Tel: (212) 832-
0950. Cable: BLUHORIZDN. Telex: 62622. Pres.: Seymour Stein, A&R
Dir.: Michael Rosenblatt; Ass't to Pres.: Shirley Divers Chapman; Exec.
Ass't: Mercedes Kent. (Distributed by Warner Bros.)
Branch: Burbank, Calif., 3300 Warner Blvd. Zip: 91510. Tel: (213) 846-
9090. TWX: (710) 581-5718.
Labels: (Owned) Blue Horizon, Real, Sire.
Sirius Music, see RedBud.
Svatt Music Co. Inc., PO Box 7172, 10 Michael Dr., Greenville, S.C. 29610.
Tel: (803) 295-3177. Pres.: Jesse B. Evatte.
Labels: (Owned) Brand-X, Pioneer, Tribute.
Sixth Int'l, see Rough Trade.
Skids Recs., see Tribal Jargon.
Skyline, see Skyline Sing.
Skyline Sing Inc., 1008 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-
4557. Pres.: Joey E. Gentry; Sales Dir.: Carl Gentry; Sec'y-Treas.: Lill A.
Gentry.

Labels: (Owned) Christian Faith, Christian Folk, Sing Skyline Skyline Country, Temple
 Sky Vue, see Sun Ray
 Slade Rec Co., Box 536, Crookston, Minn 56716 Tel (218) 281 6450
 Owner Gary Emerson
 Slash Recs (J Ruby Prod'n Inc.), 7381 Beverly Blvd., Los Angeles, Calif 90036 Tel (213) 937-4660 Pres Robert Biggs, VP Bus Affairs, Mark Trilling, Promo Dir Linda Clark, Mktg Dir Anna Statman, Video Dir Marcy Blaustein, A&R Dir. Jamie Cohen, Prod'n & Dist'n Mgr Chris Flick, Pub. Dir.: Susan Clary, Ruby Recs. Dir. Chris Desjardins (Distributed by Warner Bros.)
 Labels: (Owned) Big Int'l, Ruby, Slash
 Shipped Disco, see Boston Int'l
 Slow Death, see Mystic
 Smile, see La Val.
 Smithsonian Collection, see Smithsonian Institution
 Smithsonian Institution, Performing Arts Div., 900 Jefferson Dr SW, Washington, D.C. 20560 Tel: (202) 357 1300 Dir Felix Lowe, Exec Prod' Bill Bennett
 Label: (Owned) Smithsonian Collection
 Smokestack Lightning Recs., PD Box 2712, Hollywood, Calif 90078 Tel (213) 780 2072
 Smudge, see Starr-Rose
 Snail Recs., 6106 N. Kenmore, Chicago, Ill 60660 Tel (312) 262 8500
 Snapat Prod'n Inc., PD Box 274, Azle, Tex 76020 Pres Tom Atkins, Sec'y Carol Atkins
 Labels: (Owned) Snapat, Trump
 Snugglebug, see Streetlight
 Snugglebush, see Streetlight
 Soaring, see Doc Ron
 Sociedad Int'l de Sonido, 430 Minorca, Coral Gables, Fla 33134 Tel (305) 446-0298. Pres. Guillermo Diaz, VP Clara Hochner
 Labels: (Owned) Elite, Papagayo, SIS, Salsa
 Society for Forgotten Music, see Contemporary
 Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America Inc., see SPEBSQSA
 Soil, see Azra
 Sojourn, see Castalia
 Solar Recs (Sound of Los Angeles Recs.), 9044 Melrose Ave., Suite 200, Los Angeles, Calif 90069 Tel (213) 859 1717. Chm. Dick Griffey, Pres Ray Harris, Exec VP & Gen Counsel Virgil Roberts, Promo Dir Herb Trawick, A&R Coord Dina Andrews (Distributed by Elektra/Asylum/Nonesuch)
 Labels: (Owned) Constellation, Solar
 Solid Brass, see Random Ents
 Solid Smoke Recs., PO Box 22372, San Francisco, Calif 94122 Tel (415) 731 0500 Contacts: Rico Teo, Marty Arbunich (Distributed by Rhino)
 Label: (Owned) War Brnde
 SOL INT'L RECS./RYVER RECS., PO Box 622, Orangevale, Calif 95662 Tel (916) 726 4816 Pres: P John Roberts, VP James Chalmers, Gen Mgr Jim Beck (SEE ADVERTISEMENT)
 Solist (Germany), see Teleson-America.
 Solitudes, see The Moss Music Group
 Solo, see Rico.
 Solo Plus, see Blue River
 Solstice (France), see Organ Literature
 Som (Brazil), see Brasilia.
 Somerset, see Alshire
 Som/Maoor (Brazil), see Fermata
 Sonata Recs., 4304 Del Monte Ave., San Diego, Calif 92107 Tel (714) 222 3346. Pres. A&R: Paul DiLella; VP Joseph DiLella, Sales Mgr Melbaelee Newberry, Promo & Dist'n: Helen DiLella.
 Sonet USA, see Kicking Mule.
 Songbird, see MCA & Sparrow.
 Songmaster, see American Entertainment
 Song Of The Wood, see Alcazar.
 Song Request Magazine, see Dlenk
 Songwriters Recs., 1412 King St., Santa Cruz, Calif 95060 Tel (408) 423 8570. Pres: Lawrence W. Abrams, VP James A Abrams, A&R Dir Farah Yale
 Sonic, see Iowa Great Lakes.
 Sonics, see Sonic Arts
 SONIC ARTS CORP., 665 Harrison St., San Francisco, Calif 94107 Tel (415) 781-6306. Pres: Leo de Gar Kulka; Exec. VP Herbert P. Haas, Creative Servs.: Leonline L. Kulka
 Labels: (Owned) Authentic, Autograph, Captain, Dimension Six, Direkt to Disk, Golden Soul, Laboratory Series, Nostalgia, Repertoire, SAC PCM Digital, Sonicsarts, Super Dimension Six, Washboard, (distributed) Star (Switzerland).
 Sonic Wave Recs., c/o Kiderian Recs., 4926 W Gunnison, Chicago, Ill 60630.
 Sono Int'l, see Marsal.
 Sono-Max, see Auditorama
 Sunrise Mercantile Corp., 6290 Sunset Blvd., Suite 900, Hollywood, Calif 90028. Tel (213) 871-1010 Pres.: Bob Cotterell, Mktg Mgr. Dave Foster
 Labels: (Owned) Creative Sound, Sunrise, (distributed) AB, Mighty Wind
 Sonyatone Recs., PO Box 567, Santa Barbara, Calif 93102 Tel (805) 967 7837 Pres Peter F Feldman.
 Labels: (Owned) Hen Cackle, Sonyatone, (distributed) Red Clay
 Soul, see Motown
 Soul City, Va., see East Allegheny
 Souled Out, see Tom Bee.
 Soul Merchant, see Paramount West
 Soul Mine, see Boddie
 Soul-Po-Tion, see Gwen
 Soul Set, see La Val
 Soundbook, see Caedmon/Arabesque
 Sound Image Entertainment Inc., 6556 Wilkinson, North Hollywood, Calif 91606 Tel (213) 762 8881 Bd Chm David Blake Chathfield, Pres Martin John Eberhardt, VP Bus Affairs John Bishop, Studio Mgr Chuck Kopp, Technical Mgr. Mike Paradiso.
 Sound of New Mexico, see Tom Bee
 Sound of New Orleans, see Sonor & Sea Cruise
 Sound of New York Recs., 231 W. 58 St., New York, N.Y. 10019 Tel (212) 265 3350 Telex 424197. Pres. & Chief Operating Officer Eugene Griffin, VP Adm'n.: Carole Griffin, VP Promos/Mktg/Sales William Scarborough, Press Information/Development Dir Hedi Butler Wilmore, Sec'y Deborah L Richmond
 Sound Recs. Inc., 56880 North Ave., New Haven, Mich 48048 Tel (313) 749-5182
 Labels: (Owned) Cupid, IRM, Keepsake, Trash
 Sounds of Hope, see Epoch Universal.
 Sounds of Memphis Inc., 904 Rayner St., Memphis, Tenn 38114 Tel (901)

278 1100 Pres Linda Lucchesi, VP Albert Lucchesi, Studio Mgr Bo Bohannon
 Labels: (Owned) PEN, XL
 Sounds of Winchester 314 Lanny Dr., Winchester, Va 22601 Tel (703) 667 9379 Pres Jim McCoy, VP R J Allford Jr., Sec'y Bertha McCoy
 Labels: (Owned) Atear, Master, Winchester
 Sound South Recs Inc., 203 Culver Ave. Charleston, S.C. 29407 Tel (803) 766 2500 Pres Harold Thomas, Promo Chris Gabrielli, Sales & Dist'n Chris Thomas, Mktg H W Thomas
 Labels: (Owned) Sounds South, Wahr
 Sound Stage 7, see Monument
 Soundwave Int'l Inc., 8265 Sunset Blvd., Suite 108 Los Angeles Calif 90046 Tel (213) 656 8890 Pres Jack Millman, Chief Operating Officer Joy Vandenburg, A&R & Foreign Licensing Robert Scherl
 Labels: (Owned) Aura, Intermedia, Stack D Hits
 Soundwaves Recs., 1204 Elmwood, Nashville, Tenn 37212 Tel (615) 385 0900 Pres Noel Gibson, Nat'l Promo & Sales Mgr Betty Gibson, Ass't Promo Dir Roy Copeland (Distributed by Nationwide Sound)
 Labels: (Owned) Brand X, Soundwaves
 Souinfrak, see Sunbeam
 Source Recs Inc., 1902 Fifth Ave Los Angeles, Calif 90018 Tel (213) 731 0693
 Source Recs Inc., 39 S LaSalle St., Suite 825 Chicago, Ill 60603 Tel (312) 263 5095 Pres John Bellamy
 Sourwood Mountain, see June Appal
 Southern Bell, see East Allegheny
 Southern Biscuit, see Malaco
 Southern Cross Recs., 1200 Newell Hill Pl., Suite 302 Walnut Creek, Calif 94596. (Distributed by Label X)
 Southern Culture, see Rooster Blues
 Hal Southern Prod'n, Box 4234, Panorama City, Calif 91412 Tel (213) 786 6957
 Labels: (Owned) Country Gold, Ivory
 Southern Library of Rec'd Music, see Peer Southern
 Southern Sound Prod'n, 100 Labor St. Labor City, N.C. 28463 Tel (919) 653 2546 Pres Elson H Stevens, Mktg Ferrell Jones, Promo Diane Jones, Sales Retha Stevens
 Label: (Owned) Seaside
 Southern Star Rec'g, 6105 A Youree Dr., Shreveport La 71105 Tel (318) 861 0569
 Southern Style Gospel, see Golden Rule
 Southland Ga., see Jazzology/GBH
 Southland Recs. Inc., PO Box 1547, Arlington, Tex 76010 Tel (817) 461 3280 Chief Exec Steve Reed
 South Shore, see Direction
 Souvenir, see Art
 Sovereign Rec Corp (div of Allot Music Ent Inc.) 1697 Broadway, Suite 603, New York N.Y. 10019 Tel (212) 247 2904 Pres R Fisher
 Sozo Music, Box 2908, Fort Worth, Tex 76113
 Space Recs., 2037 Alvarado Dr NE, Albuquerque, N.M. 87110 Tel (505) 268 8405 Pres & Gen Mgr A Medley
 Spanish Music Center Inc., Belvedere Hotel 319 W 48 St New York, N.Y. 10036 Tel (212) 582 4280
 Labels: (Owned) Coda, Pro Arte, SMC
 Spark, see Peer Southern
 Sparkal Recs., PO Box 75, Belmont Hills, Pa 19004 Tel (215) 667 8777 Pres Keith A Lancaster, VP Greg Sparks, Promo & Mgmt Sandra J Kuler, Mktg & Mgmt Pat Palfrey
 Sparrow Recs Inc., 8025 Deering Ave., Canoga Park, Calif 91304 Tel (213) 703 6599 Pres Billy Ray Hearin; VP Finance Rick Horne, VP Mktg Bill Hearin, Ass't A&R Dir Ken Pennell (Also see MCA)
 Labels: (Owned) Birdwing, Sparrow, (distributed) Christian Artists, Song bird
 Specialty Recs Inc., 8300 Santa Monica Blvd. Los Angeles, Calif 90069 Tel (213) 656 7711 Sales & Mktg Mgr Joey Mattia.
 Specs, see Gusman
 Phil Spector Int'l, PO Box 69529, Los Angeles Calif 90069 Tel (213) 846 9900 Pres Phil Spector, Adm'n Dir Donna Sekulidis, Bus. Adm'n & Legal Counsel Martin Machat, Int'l Dir Tony Bramwell, Int'l Pub Dir Avril Giacobbini
 Label: (Owned) Spector Recs Int'l (SRI)
 Spectra Sonic, see Lucifer
 Spectrum, Tenn., see Nashville Int'l
 Spectrum Recs., PO Box 757, San Carlos, Calif 94070 Tel (415) 593 9554 Pres Paul Weaver
 Spigot, see Spivey
 Spina Music, 2232 Vista Del Mar Pl., Hollywood, Calif 90068 Tel (213) 467 6018 Pres Harold Spina, Sec'y Treas Edith Spina
 Labels: (Owned) Arc, Argyle
 Spirit/Eggplant Recs., 3008 Belden Dr., Los Angeles Calif 90068 Tel (213) 469 2719 Pres Nick Therry, VP Bud Mathis
 Spinn Recs. Box 100 N, RFD 3, Stuart, Va 24171 Tel (703) 694 6128 Owners Frank W Singleton, John F Williams
 Spiral Recs & Publ'g, 160 W 46 St., New York, N.Y. 10036 Tel (212) 944 0189
 Labels: (Owned) Pilgrim, Spigot, Spiral, (distributed) Balboa, Collectibles
 Spirit Recs., 38 Stoney Point Ln., Charlotte, N.C. 28210 Tel (704) 554 8505 Pres William R Bradford III, VP Alexander Bell
 Spirit Recs., 42 Baker Ave., Lexington, Mass 02173 Tel (617) 861 1625 Pres Jonathan S Goldman, VP Karen Anderson, Sales Mgr J Barone, Ass't Sales Mgr David DeBear, A&R Jonathan Shade, Artist Development Joy Silver, Promos Tennie Komar, Mktg Joseph Viglione, Talent Coord Sam McClellan, Ass't Talent Coord Michael Noll
 Spoken Arts (educational product), see Listening Library
 Spoken Arts Inc., PO Box 289, New Rochelle, N.Y. 10802 Tel (914) 636 5482
 Labels: (Owned) Helicon, Spoken Arts
 Spoken Word Classics, see Caedmon/Arabesque
 Sports, see Lee Anderson
 Spotlight, see International Spotlite
 Spot Recs., PO Box 68, Cooper Sta., New York, N.Y. 10003 Tel (212) 254 5517 Pres Jason Wilkins
 Spring Recs Inc., 161 W 54 St., New York, N.Y. 10019 Tel (212) 581 5398 Pres Jules Rifkind, VP Bill Spitalisky, Sec'y Treas Roy Rifkind
 Labels: (Owned) Spring (distributed by PolyGram), Posse
 Squirrel, see Peyton
 Stable, see Dawn
 Stack O Hits, see Soundwave
 The Stacy Lee Label, Box 711, Hackensack, N.J. 07601 Tel (201) 488 5211 Pres Johnny Miracle, VP Frank Joy, Treas Warren Payne, Sec'y Sam Diamond, A&R Kenny Lu
 Labels: (Owned) Banana, Inner Circle Joy, Lions Den Lotus, Lybra, Riot SAM, Stacy Lee, Vanishing Point.

W C Staley & Assocs., PO Box 5712, High Point, N.C. 27262 Tel (919) 885 0263
 Labels: Deka, Mecca, Rose
 Standy Recs. Inc., 760 Blandina St., Utica, N.Y. 13501 Tel (315) 735 6187 Pres Stanley Markowski, VP Andy Cittadino, Sales & Mktg. Joyce Markowski
 Labels: Kama, Mim, Standy
 Stanyon Rec Co., PO Box 2783, Hollywood, Calif 90028 Tel (213) 657 7311 Owner Rod McKuen, Pres & Gen Mgr Wade Alexander, VP Sales Michael Joseph.
 Branch: Philadelphia, Pa., 310 S 10 St., Suite 2 A Zip 19107 Tel (215) 592 1587
 Labels: (Owned) Discus, New Gramophone Society, Stanvan
 Star, see National Music.
 Star (Switzerland), see Sonic Arts
 Starborne Prod'n Corp., 4627 Van Nuys Blvd., Sherman Oaks, Calif 91403 Tel (213) 995 7832 Pres James P Schlichting, VP Linda C Schlichting, Sales Dir Diane Simmons
 Starborn Recs., 3884 Franklin Ave Los Angeles, Calif 90027 Tel (213) 662 3121 Pres Brian Ross
 Star City, see Rose Hill
 Starday, see Gusto
 Star Flite, see Music Ents
 Star Fox, see Cammeron
 Stargem Recs Inc., 43 Music Square E., Nashville, Tenn 37203 Tel (615) 244 1025 Pres & A&R Dir Wayne Hodge; Special Projects Dir Dan Hodge, Nat'l Promo Dir Chuck Dixon
 Star Jazz Recs Inc., 5220 SW Eighth St., Fort Lauderdale, Fla 33317 Tel (305) 581 4310 Pres: Will Connelly, Exec. VP Tom Justice, VP Promo: Jim Farrell, A&R Dir S H T Nelson
 Labels: (Owned) Mudlap, Star Jazz
 Starb Recs & Tape Co., 628 South St., Mount Airy, N.C. 27030. Tel: (919) 786 2865 Owner & Pres Paul E Johnson
 Labels: (Owned) Hello, Pilot, Stark, Sugarbear
 Starland Music Inc., 4642 Western Ave., Lisle, Ill 60532 Tel (312) 960-5100 Pres Carl M Fink, VP Sales & Mktg Leslee Dilson, VP Finance Ken Jakupcak (Distributed by Sessions)
 Starlog, see Varese Sarabande.
 Starman Recs & Prod'n, PO Box 20604 Sacramento, Calif 95820 Tel (916) 386 0610 Pres & Prod'r Almeritt V Covington, Sr VP: Marsha Ann Covington, Treas Violet Covington, VP A&R Mary Jo Puthuff, VP/PR Diana Curry, Prod'n Consultant Ray Raymond, Artist Mgmt Isiah Thomason
 Labels: (Owned) King Solomon, Starman, Ultima.
 Star People Recs., PO Box 553, Casselberry, Fla 32707 Tel (305) 331 4453 Telex 564436 TWX (810) 850 0221 Pres Terry R Brooks, VP Richard Schweltz, Sec'y Treas Kevin Currie
 Labels: (Owned) Hey Boy, High Frequency, Outer Galaxy, Star People, Star Rec
 Star Rec Co., 521 Fifth Ave., New York, N.Y. 10017 Tel (212) 682 5844. Pres Tsipora Miron, Gen Mgr Thelma Moore, Prof Mgr. Steve Moore
 Starr Rec Co., Box 1, Florida, N.Y. 10921 Tel (914) 651-4266 Pres Jimmy Sturr, VP Edward Kosior, Sec'y Joe Dembeck
 Starr Rose Prod'n, Box 264, Rt 3, Eatons Creek Rd., Ashland City, Tenn. 37015 Tel (615) 876 0944 Partners Terry Rose, Kenny Starr
 Labels: (Owned) SRO, Smudge
 Starship, see 50 States
 Star Song of California, see Gospel Media
 Star Song Recs., 2460 Spring Lake Dr., Marietta, Ga 30062 Tel (404) 973 1170 Pres Tim McCabe
 Labels: (Owned) Atlantis, Star Song
 Star Song Recs., 2223 Strawberry, Pasadena, Tex 77502 Tel (713) 472 5563 Exec Pres Wayne Donowho, Pres & A&R Darrell A Harris, Sales Mgr Philip Dorfinger, Promo Toni Thupgen, Prod'n Joan Tankersley
 Labels: Joyous Garde, Kingsway Music, Rivendell, Star Song
 Stars In The Sky, see Dan Phillips
 Starstream Recs., 800 Wilcrest, No 210, Houston Tex 77042 Tel (713) 781 0781 A&R & Promo Dir Gene Tognacci, Mktg & Sales Dir. Robm Rothman
 Labels: (Owned) Showdown, Starstream
 Starwest Recs., 1048 14 Ave., Longview, Wash. 98632 Tel (206) 423-9085 Gen Mgr Mike Poe
 Stash Recs Inc., 106 Prospect Park W., Brooklyn, N.Y. 11215 Tel. (212) 965 3407 Pres Bernard Brightman, A&R Richard Ables; Promo Natasha Brightman
 Stax, see Fantasy/Prestige/Milestone/Stax
 SteepleChase Prod'n Inc., 3943 W Lawrence Ave., Chicago, Ill 60625 Tel (312) 463 6146 Pres Nis Winther; VP/Gen Mgr Charles Nessa
 Stepping Stone, see Trend Recs. in Ga.
 Stereo Fidelity, see Alshire
 Stereo Spectrum, see Dance A Thon
 Stet, see DRG Recs
 Stiff/Columbia, see CBS
 Stiff/Epic, see CBS
 Stinson Recs., PO Box 3415, Granada Hills, Calif 91344 Tel (213) 368 1612 Pres Jack M Kall
 Stolat, see Arista
 Stonehedge, see Jersey Coast
 Stony Plain, see First American
 Storyville, see Moss
 Stradivari, see Everest
 Strange, see Star People
 Strata East Recs Inc., PO Box 36, GCS, New York N.Y. 10163 Tel (201) 543 6432 Cable SEFDNIC Telex 234104 Chief Officers Charles Tolliver, Stanley Cowell
 Strate 8, see Fortune
 Strawberry West, see Goldfox
 Streetlight Recs., 9901 Durant Dr., Suite F, Beverly Hills, Calif 90212 Tel (213) 553 0856 Pres Iren Koster, VP Tracey Sellers, A&R Bobby Joe Watson, Ass't to Pres Karen Koster, Gen Mgr Louis Mitty Koster
 Labels: (Owned) Koster, Snugglebug, Snugglebush, Streetlight
 Streetwise Recs., 331 Madison Ave., New York, N.Y. 10017 Tel (212) 557 7433
 Streke, see Periscope
 Stud Guy, see Peninsula Artist
 Studio 7, see Vee Jay
 Studio 17, see Revonah
 STUDWORKS, 1018 Central, Charlotte N.C. 28204 (Rec g & broadcast studio designers)
 Style, see Golden Rule
 SuAnn, see HSE
 Subterranean Recs., 577 Valencia San Francisco, Calif 94110 Tel (415) 864 1649 Contacts: Steven Tupper, Kathy Hatch
 Labels: (Owned) Subterranean, (distributed) Modern Masters

Success Recs Int'l Inc., 7326 Biscayne Blvd., Miami, Fla. 33138. Tel: (305) 759-1533.

Suono Recs., Rt. 2, Troutman, N.C. 28166. Tel: (704) 528-4843. Pres.: Don E. Moore.

Suffolk Mktg., 155 E. Main St., Smithtown, N.Y. 11787. Tel: (516) 979-0100. (TV merchandiser)

Sugarbear, see Stark.

Sugarbush, see Relection Sound.

Sugar Hill Recs. Inc., PO Box 4040, Duke Sta., Durham, N.C. 27706. Tel: (919) 489-4349. (Distributed by County)

Sugar Hill Recs., 96 West St., Englewood, N.J. 07631. Tel: (201) 569-5170. Telex: 429762. Bd. Chm.: Sylvia Robinson; Pres.: Joseph Robinson; Exec. VP: Milton Malden; VP: Joey Robinson Jr.

Sugarmine, see Americangroove.

Sugarscoop, see Importe/12.

Sugar-Soul, see Otao.

Sugartree Recs., 100 14 Ave. S., St. Petersburg, Fla. 33701. Tel: (813) 822-3609. Gen. Mgr.: Fred Barrett; Adm. Ass't: Annette Alderson.

Sugarvine Music, PO Box 3664, Davenport, Iowa 52808. Gen. Mgr.: Gary Unger.

Suma Recs., 642 Amsterdam Ave., No. 5A, New York, N.Y. 10025.

Sunario Inc., PO Box 5046, Berkeley, Calif. 94705. Tel: (415) 843-4500. Labels: (Distributed) Ambience, Reference.

Summer, see Cord.

Sunmit, see CMS.

Sun, see Shelby Singleton.

Sunbeam Recs. Inc., 13821 Calvert St., Van Nuys, Calif. 91401. Tel: (213) 994-7791. Labels: (Owned) Sountrah, Sunbeam, Texas Rose.

Sunbonnet Recs., 910 E. Maxwell St., Pensacola, Fla. 32503. Tel: (904) 438-2763. Pres. & Gen. Mgr.: Earl Lett; A&R: Lamar Lett.

Sunburst, see Sunset.

Suncoast Recs., PO Box 5208, Clearwater, Fla. 33518. Tel: (813) 446-2914. Pres.: Earl F. Wagenseller; VP: Donald M. Rolander. Labels: (Owned) SCM, Suncoast.

Suncountry Prod's Inc., 14 E. Second St., Tucson, Ariz. 85705. Tel: (602) 327-3368. Label: (Owned) Bandoier.

Sunflower, see RedBud.

Sunflower Co., 3550 Lital Ave., Cincinnati, Ohio 45208. Tel: (513) 321-6676. Mgr.: John Edward Hasse.

Sun-Glo Recs. Inc., 7385 SW 45 St., Miami, Fla. 33155. Tel: (305) 262-7300. Pres.: Samuel Solomon Jr.; Exec. VP: Willie V. Harvey Jr.; VP/PR: Frank Solomon; VP Mktg. & Dist'n: Darnell Johnson; A&R Dir.: Barbara Sharp. Labels: (Owned) S&H, Sun-Glo, Tempus.

Sungold, see 50 States.

Sunmuse, see Mustevic Sound.

Sunny Day Prod's Inc., 1931 SE Morrison, Portland, Ore. 97214. Tel: (503) 238-4525. Pres.: Russell E. Gorsline. Label: (Owned) Cricket.

Sun-Ray Recs., 1662 Wyatt Pkwy., Lexington, Ky. 40505. Tel: (606) 254-7474. Pres.: James T. Price; VP: Harry Price; A&R: Andy Anderson; Mgr.: Charlie Stephens; Sec'y-Treas.: Kathleen Parvin. Labels: (Owned) Sky-Vue, Sun-Ray.

Sun Rize, see Charta.

Sunset, see Hacienda.

Sunset Recs. Inc., 1577 Redwood Dr., Harvey, La. 70058. Tel: (504) 367-8501. Pres.: George Leger; VP: Julia Foret; Sec'y: Barbara Leight; Treas.: Linda Lew. Labels: (Owned) Sunburst, Sunset; (distributed) Cross Winds, Fox Fire.

Sunshine Country Recs., PO Box 31351, Dallas, Tex. 75231. Tel: (214) 750-0720. Pres.: Bart Barton. Labels: (Owned) SCR.

The Sunshine Group Ltd., 800 S. Fourth St., Philadelphia, Pa. 19147. Tel: (215) 755-7000. Pres.: Walter B. Kahn; Ass't to Pres. & Controller: Michele O'Keefe Quigley. Labels: (Owned) Grand Prix, Sunshine.

Sunshine Nat'l Rec. Dists., 747 10 Ave., New York, N.Y. 10019. Tel: (212) 265-3530; WATS (800) 223-6331. Pres.: Howard Rumack; Gen. Mgr.: Pat Monaco; Nat'l Sales Mgr.: Pete Castagne; Sales: Earl Sellers; Nat'l Promo.: Issy Sanchez. Labels: (Distributed) Celluloid, Downtown, Konduko, MSB, Mr. T. Moon-glow, Philly Sound Works, TNT.

Superba, see Sine Qua Non.

Super Dimension Sux, see Sonic Arts.

Superior, see Ansonia.

Superior Sound Studio, Rockland Rd., Hendersonville, Tenn. 37075. Tel: (615) 824-5141. Labels: (Owned) Message, Rockland Road, Superior.

Super Prod's, see Album Globe.

Superstructure, see D-Town.

Supraphon, see Hungaria & Intersound.

Supreme Rec. Co., 602 W. Irs Dr., Nashville, Tenn. 37204. Tel: (615) 298-3824.

Sure Music & Rec. Co. Inc., PO Box 94, 39 N. Sprout Rd., Broomall, Pa. 19008. Tel: (215) 356-2996.

Sureshot Recs. (sub of Sure Hit Prod's), 1928 W. Lomita, Lomita, Calif. 90717. Tel: (213) 530-2260. Owner & Pres.: Warren Lee Karp. Sun City, see Pop Rec. Research.

Surfside, see Hula.

Surfside Hawaii Inc., 1365 Colburn St., Honolulu, Hawaii 96817. Tel: (808) 847-0855. Pres.: C.R. Clarke; Controller: Carl Crosser. Labels: (Owned) Lehua, Mahalo.

Surf Wax, see Azra.

Survivor Recs. Inc., 2420 Frey Ave., Venice, Calif. 90291. Tel: (213) 306-3605. Pres.: Jason Schwartz; VP A&R: Sandra Schwartz; Gen. Mgr.: William McCormick; Staff Counsel: Richard Schulenberg; Budget Dir.: Anita Kagan. Labels: Crystal Visions, Rough Diamond, Survivor.

Susan, see Rock-A-Nash-A-Billy.

Sutra, see Buddha.

Svensk-Drsk, see Lindberg.

Swallowtail Recs., Box 843, Ithaca, N.Y. 14850. Tel: (607) 844-4535 Owner & Pres.: Phil Shapiro.

Swan Song, see Atlantic.

Sweet City, see Belkin & MCA.

Sweetsong Recs., PO Box 2041, Parkersburg, W. Va. 26101. Tel: (304) 489-2911. Owner: Roger L. Hoover; Eng.: Dave Fore; Promo. Dir.: Randy Moel-lendick. Labels: (Owned) Manson, Sweetsong.

Sweet Thunder, see ITI.

Sweet Tooth, see Candy.

Sylvania, see Random.

Symposium Recs., 204 Fifth Ave. SE, Minneapolis, Minn. 55414. Tel: (612) 331-5750. Pres.: George Hanson. Labels: (Owned) Flashlight, Symposium.

Synergy Recs. Inc., PO Box 8786, New Haven, Conn. 06532. Tel: (203) 624-0362. Pres. & Sec'y: Lenore Troia; VP & Treas.: Catherine Grier; Promo.: Cynthia Schwartz; Mktg. Mgr.: Peter Mitchell.

Syntonic Research Inc., 175 Fifth Ave., New York, N.Y. 10010. Tel: (609) 461-1936. Pres.: Irv S. Teibel; Nat'l Sales Mgr.: Michael Kron; Research & Development Mgr.: Russ Arons. Branches: Austin, Tex., 2007 Matthews Ln. Zip: 78745. Tel: (512) 441-5322. Nat'l Sales Mgr.: Michael Kron—Delran, N.J., 123 Fox Chase Dr. Zip: 08075. Tel: (609) 461-1936. Mgr.: Mike O'Neil. Label: Environments.

T

T & A, see Hybrid.

T B S, see CDE.

T C B, see Rob-Lee.

T F S, see Tennessee Folklore Society.

T F S D U, see Tennessee Folklore Society.

T H Rec. & Tapes Inc., 10124 NW 80 Ave., Hialeah Gardens, Fla. 33016. Tel: (305) 558-2722. Gen. Mgr.: Antonio Moreno Jr.; Exec. Sec'y: Julia Lopez; Promos. Dir.: Oscar Llorid; Controller: Maria Flores. (Distributed by Auditorama) Labels: (Owned) Lad, Panart, TH Mex; (distributed) FM.

T H S (Turnabout Historical Series), see Moss.

T J Recs., Box 8443, Stanford, Calif. 94305. Tel: (415) 327-9094. Sales & Mktg. Mgr.: Tom Boyd; Int'l Sales Mgr.: Robert Collin.

T K, see Discolando.

T M Int'l Recs., 4526 Crittenden Ave., Indianapolis, Ind. 46205. Branch: Milwaukee, Wis., PO Box 16608. Zip: 53216.

T M C Prod's, PO Box 12353, San Antonio, Tex. 78212. Tel: (512) 735-3322. Prof. Mgr.: Joe Scates. Labels: Axbar, JATO, Charro.

T M V ENT'S., 147 W. 42 St., Suite 603, New York, N.Y. 10036. Tel: (212) 947-0949. Pres.: Tim M. Visterin. Labels: (Owned) TMV; (licensed) Bizet Classic, Bravo, IMC, Jazzclub. (SEE ADVERTISEMENT)

T-Neck, see CBS.

T N T, see Sunshine Nat'l Rec. Dists.

T R C Corp., 1330 N. Illinois St., Indianapolis, Ind. 46202. Tel: (317) 638-1491. Bd. Chm.: Michael Schatzlein; Pres.: George Schatzlein; VP & Exec. Prod.: Gary Schatzlein; VP Broadcast Promo Dir.: Michael Bryant; Chief Eng.: Andrew Symons; Eng.: Alan Johnson.

T S O P, see CBS.

T S R, see Chalet, Third Story & Trail.

T S R RECS., 8335 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 656-0970. Telex: 194642. Pres.: Tom Hayden.

T 2 Topple, see Old Hat.

T V C (Turnabout Chamber Series), see Moss.

T W C Entertainment Corp., GPO Box 2021, New York, N.Y. 10001. Tel: (212) 751-7910.

Tadarab, see Charade.

Taino, see Otao.

Take Home Tunes! Rec. Co., Box 10051 Beverly Hills, Calif. 90213-3051. Tel: (213) 761-2646. Exec. Prod.: Doris Chu; Prod.: Doris Yeko. Branch: Englewood Cliffs, N.J., Box 1314. Zip: 07632. Tel: (201) 567-5524. Sales Mgr.: Rose Chu; Prods.: Doris Chu, Doris Yeko—Georgetown, Conn., Box 496. Zip: 06829. Prod.: Bruce Yeko; Assoc. Prod.: Robert Sher. Labels: (Owned) Broadway Baby, Broadway/Hollywood, Original Cast; (distributed) Film Score.

Take It, see Turnaround.

Takoma Recs. Corp., 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 851-8852.

Tambur, 29 Derby Ave., Cedarhurst, N.Y. 11516. Tel: (516) 295-2290. Pres.: Vevhel Pasternak; VP: Golube Pasternak.

Tamia, see Motown.

Tandem Recs. Inc., 13 Moore St., Bristol, Va. 24201. Pres. & A&R: Joe Deaton.

Tanglewood, see Equity.

Tao Recs., PO Box 504, 4290 Acacia Ave., Bonita, Calif. 92002. Tel: (714) 421-0865. Pres. & Gen. Mgr.: Virginia Anderson; Exec. VP: Robert Anderson Sr.

Tara, see Shanachie.

Target Recs., 2990 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 735-0235. Contact: Larry Black.

Tar Heel, see Jim Hall.

Taurus, see Auditorama.

Creed Taylor Inc., PO Box 705, Old Chelsea Sta., New York, N.Y. 10113. Tel: (212) 674-1111. Bd. Chm.: Creed Taylor. Labels: (Owned) CTI, Kudu, Salvation.

Team Recs. (div. of Team Entertainment Corp.), 2146 Green St., Philadelphia, Pa. 19130. Tel: (215) 569-1400. Pres.: Tony Bongiovi; Exec. VP: Jules Malamad; VP Legal & Bus. Affairs: Arthur Mann; VP Financial: Bob Walters.

TEAR DROP REC. CO., PO Box 7505, San Antonio, Tex. 78207. Tel: (512) 733-6130. Owner: Foy Lee; Promo. & Sales Mgr.: Jesse Alvarado. Labels: Fat Cat, Tear Drop.

Telarc Recs., 23307 Commerce Park Rd., Cleveland, Ohio 44122. Tel: (216) 464-2313. Execs.: Jack Renner, Robert Woods.

Telectra, see Penco.

Teletunken, see PolyGram Classics.

Telemark Dance Recs., Box 55, McLean, Va. 22101. Tel: (703) 356-9113. Pres.: Richard S. Mason. Labels: (Owned) Telemark; (distributed) Dansan, Hoctor, Al Pierson, Pye, Roper, Tema, Sydney Thompson (dance recs. only).

Teleson-Amerca, 62 Fairfax St., Somerville, Mass. 02144. Tel: (617) 776-2146. Dir.: Kenneth Starr. Labels: Grand Orgue (France), Motette-Ursina (Germany), Solist (Germany).

Tel-E-Vue, see Revonah.

Tema (dance recs.), see Telemark.

Temple, see Skyline-Sing.

Tempus, see Sun-Glo.

Tenderheart Recs., 7131 Owensmouth, Suite 77A, Canoga Park, Calif. 91303. Tel: (213) 365-5941. Owner & Pres.: Robert Alexanian.

Tener, see Bee Jay.

Tennessee Country, see Glolite.

Tennessee Folklore Society, MTSU Box 201, Murfreesboro, Tenn. 37132. Tel: (615) 898-2576. Dir.: Charles Wolfe; Assoc. Dir.: Guy Anderson. Labels: (Owned) TFS, TFS-DU.

Ten-O-Nine Recs., 1009 Lugano Ave., Cincinnati, Ohio 45218.

Teresa Gramophone Co. Ltd., 1414 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 759-5565. Pres.: Robert Thiele; Gen. Mgr.: Henrietta Bittel. (Distributed by CBS) Labels: (Owned) Doctor Jazz, Signature.

Terock, see Rock-A-Nash-A-Billy.

Testament, see Origin Jazz Library.

Texas, see Don Schafer.

Texas Gold, see Bellaire.

Texas Rose, see Sunbeam.

Texas Tea, see Jamaka & Felco.

That's Entertainment, see Varese Sarabande.

The Goods, see MCA.

Theresa Recs., 1300 Solano Ave., Albany, Calif. 94706. Tel: (415) 524-4908. Telex: 470275. Co-Owners: Allen G. Pittman, B. Kazuko Ishida.

Third Story Recs. Inc., 3436 Sansom St., Philadelphia, Pa. 19104. Tel: (215) 386-5998/5987. Pres.: John O. Wicks III; VP: Scott M. Herzog; Promos.: Rod Burton, Alexandra Scott. Label: (Owned) TSR.

Third Street Jazz & Rock Recs., 10 N. Third St., Philadelphia, Pa. 19106. Tel: (215) 627-3366. Pres.: Jerry Gordon. This is It, see Sid Kleiner.

Thomas, see RCI.

Sydney Thompson (dance recs.), see Telemark.

Thoroughbred Recs., 6503 Wolfcreek Pass, Austin, Tex. 78749. Tel: (512) 288-3370. Owner: Rex T. Sherry.

Thoth, see Castalia.

3 G's Inds. Inc., 5500 Troost, Kansas City, Mo. 64110. Tel: (816) 361-8455. Pres.: Eugene Gold; Sec'y-Treas.: Chris King; Chief Eng.: Mike Green; Promo. Dir.: Ken Searcy; A&R Dir.: Jeff Lucas; Gospel A&R Dir.: Robert Taylor; Nat'l Sales Gessell: Gary Maltoia; Nat'l Sales R&B: Dell Rice; Special Projects: Elmer Overton; A&R/Special Projects: B. Hohnmann. Labels: (Owned) Chris C's, Cory, NMI, 3 G's.

3-J Recs. (Div. of Mende Music), PO Box 833, West Plains, Mo. 65775. Pres.: J.D. Mendenhall.

Thrushwood Recs., PO Box 111, Pomfret, Conn. 06258. Tel: (203) 928-2619. Owner: Sally Rogers. (Distributed by Alcaraz)

Thunder Lizzard, see Crimson Dynasty.

Tico, see Musica Latina.

Tiger Lily, see Roulette.

Timeless Entertainment Corp., 160 E. 56 St., New York, N.Y. 10022. Tel: (212) 758-3267. Pres.: Fred Baitin. Labels: (Owned) Goldisc, Perfect.

Times Mgmt. Corp., PH-9 4004 Oceanfront, Virginia Beach, Va. 23451. Tel: (804) 422-6777. Pres.: D.H. Burlage; VP: Guy A. Burlage; Sec'y-Treas.: Denis J. Burlage. Label: (Owned) Waylon.

Rik Tinory Prod's, 180 Pond St., Cohasset, Mass. 02025. Tel: (617) 383-9494. VP: Richard Tinory Jr. Labels: (Owned) Old Boston, RTP Int'l, Sequel, Venture.

Tioch Prod's Inc., 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-1720. Telex: 237322. Pres.: James J. Frey; VP: M. Scott Mampe; Exec. Ass't: Gloria Love. Label: (Owned) Tioch Digital.

Trippon, see Auravox.

Tobago, see Guajiro.

Tokuma (Japan), see Respond.

Toledo, see MDS.

Toll Free Recs. & Tapes, see CDE.

TONMY BOY MUSIC INC., 210 E. 90 St., New York, N.Y. 10028. Tel: (212) 348-4700. Pres.: Thomas Silverman; VP: Monica Lynch. (SEE ADVERTISEMENT)

Tomorrow River Recs., PO Box 165, Madison, Wis. 53701. Tel: (608) 231-2543. Contact: Robbie Clement.

Tom Thumb, see Rhythms Prod's.

Top & Bottom, see Jamie/Guyden.

Topflight Recs., 160 Fifth Ave., Suite 723, New York, N.Y. 10010. Tel: (212) 807-7822. Telex: 425075. Pres.: Jack Kreisberg; VP & Gen. Mgr.: Irv Lukin.

Top Ranking, see Kenyan.

Top-Star, see Sid Kleiner.

Tornado, see Crimson Dynasty.

Toronto, see Rock-A-Nash-A-Billy.

Touche Recs., PO Box 96, El Cerrito, Calif. 94530. Contact: Teresa Yuko Doane.

Towerhill Recs. (div. of Towerhill Corp.), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 467-8849. Pres.: Michael Nemo.

TownHall Recs., PO Box 5332, 1253 Coast Village Rd., Santa Barbara, Calif. 93108. Tel: (805) 969-4744. Pres.: Lincoln Mayorga; Mgr.: Linda Jones.

Townhouse, see Accord/Townhouse.

Toy Recs., PO Box 219, Radio City Sta., Zip: 10101; 400 W. 43 St., Suite 19H, New York, N.Y. 10036. Tel: (212) 695-6995. Pres.: N.L. King; VP: Lawrence Lucie.

Tradewind, see Mustard Seed.

Tradition, see Everest.

Traditional, see Jean's Dulcimer Shop.

Trail Recs. (div. of 2006 Multimedia Prod. Group), PO Box 3860, 2006 E. Center St., Kingsport, Tenn. 37664. Tel: (615) 246-9701. Pres.: Tifford A. Salyer; Promo. Dir.: Steven P. Blevins; Mktg. Dir.: Dan Graves. Labels: (Owned) TSR, Trail, Trinity.

Transatlantic USA, see Kicking Mule.

Transcity Recs., 765 Bennaville, Birmingham, Mich. 48009. Tel: (313) 540-4532. Pres.: Scott Forman; VP: Al Ferstz.

Transworld Recs., see Finer Arts.

Traq Recs., 40 Whitney Ave., Syosset, N.Y. 11791. Tel: (516) 921-0551/0887. Pres.: Thomas V. Melodia; Sec'y: Stanley B. Mainowski.

Trash, see Rough Trade & Sound Recs.

Trend Rec. Corp., 117 N. Las Palmas Ave., Los Angeles, Calif. 90004. Tel: (213) 938-5482. Pres.: Albert Marx; Promo.: Pat Nickerson. Labels: (Owned) Discovery, Musicafrt, Trend, Verdickson.

Trend Recs., PO Box 201, Smyrna, Ga. 30081. Tel: (404) 432-2454. Owner & Pres.: Thomas E. Hodges; VP: Frank D. Brannon; Assoc. VP: Jerry Burke. Labels: (Owned) Allianta, Stepping Stone, Trend, Trendsetter, Trendsides; (distributed) Pipe.

Trendsetter, see Trend Recs. In Ga.

Trendsides, see Trend Recs. In Ga.

Triad, see RMS Triad.

Tribal, N.M., see Tom Bee.

Tribal Jargon/Skids Recs., 129 Grasmere St., Newton, Mass. 02158. Tel: (617) 244-6803. Dir.: Tristram Lozaw.

Tribute, see Master-Trak & Sivatt.

Trinity, see Trail.

Trinity Sound, see Eden.

Triple Disc, see Second Sun.

Trix Recs. Inc., Drawer AB, Rosendale, N.Y. 12472. Tel: (914) 687-9573. Pres.: Pete Lowry.
Labels: (Owned) Trix; (distributed) Kheba.
 Trod Nossel Artists, Box 57, 10 George St., Wallingford, Conn. 06492. Tel: (203) 269-4465. Pres.: Thomas "Doc" Cavalier; VP A&R: Douglas Snyder; VP & Chief Eng.: Richard Robinson; VP Communications: Edyth Mercier.
Labels: (Owned) Big Sound, Miracle, Simple, Trod Nossel.
 Trojan, see MMO.
 Tropical, Calif., see King of Kings.
 Tropical, N.Y., see Met Richmond.
 Tropicana Recs., Tropicana Int'l (div. of Audio Int'l Inc.), PO Box 921, Beverly Hills, Calif. 90213. Tel: (213) 651-5563. Contact: Oliver Berliner.
TROPIC SOUND INT'L INC., 1141 71 St., Miami Beach, Fla. 33141. Tel: (305) 868-5001. Pres.: Alan Stein. (SEE ADVERTISEMENT)
 True Love, see Jim Hall.
 Trutone Recs., 163 Terrace St., Haworth, N.J. 07641. Tel: (201) 385-0940.
 Pres.: Louis Rowatti; Sec'y-Treas., Chief Eng. & Studio Mgr.: Carl Rowatti; Bus. Mgr. & Adv. Dir.: Adrienne Rowatti; Disk Mastering Engs.: Phil Austin, Steve Robb.
 Trump, see Snapkat.
 Tubby, see Rollin' Rock.
 Tunemish, see Praise.
 Tune Wizard Recs. Inc., 1525 Bath Ave., Brooklyn, N.Y. 11228. Tel: (212) 236-7131. Pres., A&R & Promo.: Ron Annunziata; VP, Sec'y-Treas. A&R & Promo.: Anthony M. Del Gatto.
 Tunenetworks Recs. Co., 15625 Vandorf Pl., Encino, Calif. 91436. Tel: (213) 278-8970. TWX: (910) 490-2507. Pres.: Dennis Lambert; VP A&R: Paul Palmer; VP Admin.: Marsha Ingraham; Artist Relations Dir.: Deena Frank; Int'l Dir.: Maggie Trejo.
Label: (Owned) Haven.
 Turnabout, see Moss.
 TurneRound Prod'ns, 6470 Eighth Ave., Grandville, Mich. 49418. Tel: (616) 457-2172. Pres.: Donald A. Round; A&R: Jay Round; Sales Dir.: Betty Round; Prod'n Supervisor: Walter Turner; Mktg. Mgr.: James A. Round.
Labels: (Owned) TurneRound; (distributed) Take II.
 Turn-On, see Moss.
 Turnrow, see Full Circle.
 Turnstyle, see Latin Percussion.
 Tutch Music Publ's/Red Kastle Prod'ns, PO Box 163, West Redding, Conn. 06896. Tel: (203) 438-5366. Pres.: Paul Holchuijs; VP: Mike Terry; Sec'y-Treas.: Anita M. Jove.
Labels: (Owned) Red Kastle, Tutch.
 21 Recs. Inc., 161 W. 54 St., Suite 401, New York, N.Y. 10019. Tel: (212) 664-7900. Pres.: Fred Haayen; Opns. Dir.: Linda Gaeta.
 Twister, see Quadraphonic.
 2-1, see Ozark Opry.
 2-Wac Recs., 2097 Vistadale Court, Tucker, Ga. 30084. Tel: (404) 938-1210. Owners: Phil McDaniel, Joe McLamney.
 Two-Tone, see Chrysalis.
 Typhoon, see Crimson Dynasty.
Tyscot Recs., Inc., 3403 N. Ralston, Indianapolis, Ind. 46218. Tel: (317) 926-6271. Pres.: Dr. Leonard S. Scott; VP & Gen. Mgr.: Rickie Clark; A&R Dir.: Brenda Carhee; Mktg. & Sales Dir.: Mildred Clark; Promo. Dir.: Valerie Ballow. (Distributed by Words of Wisdom).
Labels: (Owned) Circle City, Tyscot.
 Tyscott, see Daystar.

U

U F O, see Glolite.
 U H Q R, see Mobile Fidelity.
 U K Recs. Inc., 315 W. 57 St., Suite 3H, New York, N.Y. 10019. Tel: (212) 581-7577.
 U R C (Japan), see Respond.
 U S, see CBS.
 U S S, see Utopian.
 U U S, see General Music Inc.
 Ultima, see Starman.
 Ultragroove, see Crystal Clear.
 Underground, see Record & Music.
 Unicorn Recs., 1454 Filth St., Santa Monica, Calif. 90401. Tel: (213) 458-1661. Pres.: Daphna Edwards.
 Union Station Recs. & Tapes, PO Box 121213, Nashville, Tenn. 37212. Tel: (615) 327-8778. Pres. & A&R Dir.: Scott Tutt; Ass't to Pres.: Susan Marshall; Exec. VP Mktg. & Promo.: Tom McEntee; Exec. VP A&R: Jon D'Amelio; VP Promo.: Jim Petrie; Pub. Dir.: Ellen McQueary.
 Branch: Houston, Tex., 1737 Indiana. Zip: 77006. Tel: (713) 528-2041.
 VP Southwest: Barry Potlach.
 Unique Jazz (Italy), see Zim.
 United, see Cadet Recs.
 United Artists, see EMI America/Liberty.
 United Performers Inc., 254 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-9310. Pres.: Winston Negron; VP Sales & Promo.: Cesar Matos.
 Union (Norway), see Enigma.
 Unity, Fla., see Art.

Universal Artist Recs./Delta Recs., PO Box 1128, College Branch, Madison, Tenn. 37115. Tel: (615) 865-8692. Mgr.: & A&R: Ken Galloway.
Labels: (Owned) Delta, Universal Artist.
 Universal-Athena Recs., PO Box 3615, Peoria, Ill. 61614. Tel: (309) 673-5755. Owner: Jerry Hanlon.
 Universal Sound Recs., 224 Mount Juliet Rd., Mount Juliet, Tenn. 37122. Tel: (615) 754-4986. Pres.: Tom Jae Christian; VP & Treas.: Billy R. Cruz.
 Univ. of Michigan, see Composer's Rec's.
 Unlimited Gold, see CBS.
 Uno Melodic Recs., 390 Riverside Dr., No. 1C, New York, N.Y. 10025. Tel: (212) 662-8454.
 Unregulated Rec. Co. Inc., Box 81485, College, Alaska 99708. Tel: (907) 456-3419. Pres.: Michael A. States; VP: Richard J. Pasillas; Bus. Mgr.: James I. Quinn.
Label: (Owned) Lilt.
 Up South, see SMI.
 Upstart Music Cos., 2210 Rapier Blvd., Arlington, Tex. 76013. Tel: (817) 461-8481. A&R: Charles Stewart.
Labels: (Owned) Made in Texas, Partego, Upstart.
 Upstart Recs., 1119 Colorado Ave., Suite 107, Santa Monica, Calif. 90401. Tel: (213) 472-3242. Gen. Mgr.: Jorge P. Newberry.
 Up With People, 3103 N. Campbell Ave., Tucson, Ariz. 85719. Tel: (602) 327-7351.
 Urania Classics, see American Themes & Tapes.
 Urania Jazz, see American Themes & Tapes.
 The User Friendly Org., see Compendium.
 Utopian Recs., PO Box 5314, Macon, Ga. 31208. Tel: (912) 477-0415. Pres. & Gen. Mgr.: Randy L. Howard.
Labels: (Owned) SAM, UUS, Utopia.

V

V I, see Associated Rec. Prod'rs.
 V M C Inc. (Vatvel Music Consultants), 17305 SW 88 Ave., Miami, Fla. 33157. Tel: (305) 251-0980. Cable: VATWEL. Telex: 809983. Answer Back: VATWEL M.I.A. Pres.: George Tavares; Gen. Mgr.: Roberto Wells.
Label: Euphoria Classical.
 V P Recs., 170-21 Jamaica Ave., Jamaica, N.Y. 11432. Tel: (212) 291-7058.
 V R A Int'l, see Americangroove.
 V S P, see Varuven.
 V U Recs., 946 N. Hudson Ave., Chicago, Ill. 60614. Tel: (312) 787-6060. Pres.: Robin McBride.
 Vadeca, see Penco.
 Thomas J. Valentino Inc., 151 W. 46 St., New York, N.Y. 10036. Tel: (212) 246-4675. Pres.: Thomas J. Valentino Jr.; Exec. VP: Francis T. Valentino; VP: Joanne F. Valentano.
Label: (Owned) Major.
 Valhalla Rec'g Corp., 299 Madison Ave., Suite 400, New York, N.Y. 10017. Tel: (212) 687-3210. Pres.: Greg Thornwood; VP: Irene Kogut; A&R Dir.: David di Serna.
VALLEY RECS., PO Box 262, Patton, Calif. 92369. Tel: (714) 864-7127. Owner, Pres., Mktg. & Promo. Mgr.: Johnny D. Lopez.
 Vamp, see Vample.
 Vample Recs. Inc., PO Box 23152, Kansas City, Mo. 64141. Pres.: Jerry Vample; Secretariat & Agent: Jeffrey Zimmerman.
Labels: (Owned) Jerry Co, Vamp Rec'g Co.
 Vanco, see Ripcord.
 Vandalia Recs., Box 32, Rt. 2, Quaker St., Vandalia, Mich. 49095. Tel: (616) 476-2110.
 Vanguard Rec'g Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Cable: VANMUSICA. Co. Pres. & Classical A&R: Seymour Solomon; Co-Pres.: Waynard Solomon; Exec. VP & Nat'l Sales & Mktg. Dir.: David Rothfield; Foreign & Licensing Opns Dir.: Jo Inguanti; Classical Artist Relations: Wendy Simon; Chief Eng.: Jeff Zaraya; Nat'l Sales: Duane Martuge; Nat'l Radio Promo.: Thom Gray; Dance Music Promo. Mgr.: Heidi Spiegel; Promo. Dir. (Flip): John Hammond.
Labels: (Owned) Bach Guild, Cardinal, Everman Classics, Flip, Historical Anthology of Music, Nomad, Vanguard, Vanguard Audiophile.
 Vanishing Point, see Stacy-Lee.
 Vantage Rec'g Co., PO Box 212, Pottstown, Pa. 19464. Tel: (215) 323-3336.
Labels: (Owned) Pic-Vue, Semaphore, Vantage, Zouvenir.
 Varese Int'l, see Varese Sarabande.
 Varese Sarabande Recs. Inc., 13006 Saticoy St., North Hollywood, Calif. 91605. Tel: (213) 764-1172. Cable: VARSAR. Telex: 194449. Pres.: Chris Kuchler; Exec. VP: Tom Null; A&R/Special Projects: Scot Holton.
Labels: (Owned) Citadel, Varese Sarabande; (distributed) Celine, Chalfont, Colosseum, Starlog, That's Entertainment, Varese Int'l.
 Varrick, see Rounder.
 Varuven Recs. & Dist'n, PO Box 2392, Woburn, Mass. 01888. Tel: (617) 935-5386. Pres.: Joseph Allen Court Vigione; Promo Dir.: Julianne Fiore; VP: Eric E. Brown; A&R Dir.: Jeff Hill; A&R: Joan McNulty, Paul B. Lovell, Joe Tortelli, Bruce Bad; West Coast Rep.: Jack Daniel; Mktg.: Paul Kasman; Sales Mgr.: Janis LeBlanc.

Branch: Arlington, Mass., PO Box 153. Zip: 02174. Tel: (617) 646-7030.
 A&R: Joan McNulty.
Labels: (Owned) YSP; (distributed) Pure & Easy.
 Vatvel Music Consultants, see VMC.
 Vault, see Rhino.
 Vaya, see Musica Latina.
 Vee Jay Int'l Music, 131 E. Magnolia Blvd., Burbank, Calif. 91502. Tel: (213) 849-2469.
Labels: (Owned) Dynasty, Epitaph, Oldies 45, Vee Jay, A World of Jazz; (distributed) Catalyst, Studio 7.
 Veevo Rec. Co., 54 W. 74 St., Suite 402, New York, N.Y. 10023. Tel: (212) 362-2259. Pres.: Fredric Vonn.
 Vegas Recs., PO Box 80032, Ft. Worth, Tex. 76180. Tel: (817) 498-3447.
 Owner-Pres.: O.M. "Doc" Holliday; Sales Mgr. & Promo.: Sandy Sexton.
 Velvet, see Audiorama.
 Velvet de Puerto Rico Inc., Calle Cerra 627, Santurce, P.R. 00907. Tel: (809) 722-3191, 723-4640.
Labels: (Owned) Velvet; (distributed) Disco Sur.
 Venture, Mass., see Rik Tirosy.
 Venture, Tenn., see 50 States.
 Venture Rec. Inc., 7500 Greenway Center Dr., Suite 1070, Greenbelt, Md. 20770. Tel: (301) 441-3900. Chief Exec. Officer: Dr. Cecile D. Barker; VP Sales & Dist'n: Jim Eley; VP Promo. & Mktg.: Alfred T. Edmondson Jr.; Nat'l Promo. Dir.: Robert York.
 Venture Recs., 121 Meadowbrook Dr., Somerville, N.J. 08876. Tel: (201) 359-5110/9102. Pres.: Tony Camillo; Gen. Mgr./Prod'n Co-ord.: Ronnie Mack.
 Versatile Recs. Ltd., 141 E. 63 St., New York, N.Y. 10021. Tel: (212) 838-6565.
 Verve, see PolyGram & PolyGram Classics.
 Verrisdisco, see Trend in Calif.
 Vest Pocket, see Institute for Language Study.
 Vetco Recs., 5825 Vine St., Cincinnati, Ohio 45216. Tel: (513) 242-8000.
 Pres.: Lou Uhlerson.
Labels: Papa Lou, Octev, Vetco.
 Vette Recs., 6262 Hollywood, Hollywood, Calif. 90028. Tel: (213) 462-5466.
 Vic, see La Val.
 Vicor (Philippines), see Respond.
 Victor, see RCA.
 Victrola, see RCA.
 Videophonic, see Mustard Seed.
 Vintage, see Mirus Music.
 Virgin, see CBS.
 Virgin Boy Recs., PO Box 47153, Dallas, Tex. 75247. Tel: (214) 252-1537.
 Contact: James Gregory Yarbrough.
 Virginia Rec'g Co., 209 Main St., Fort Lee, N.J. 07024. Tel: (201) 947-3900.
 Owner: Al Thomas; A&R: Tom Argiro. (Distributed by Johnson Rec. Co.)
 Virgo, see Roulette.
 Virtue, see Parr-X.
 Vision, see Ozark Opry.
 Vision (Brazil), see Brasilia.
 Vista, see Disneyland/Vista.
 Vistone, 6331 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-2545. Contact: Pete Koreitch.
 Viva Recs., 6255 Sunset Blvd., Suite 1019, Los Angeles, Calif. 90028. Tel: (213) 467-2181. Pres.: Don Blocker. (Distributed by Warner Bros.)
 Vocab Inc., 3071 S. Broad St., Chicago, Ill. 60608. Tel: (312) 254-8047.
Labels: (Owned) Vocab, Wordcraft.
 Vocalion, see MCA.
 Voice, see General Broadcasting.
 Voice Box Recs., 5180-B Park Ave., Memphis, Tenn. 38119. Tel: (901) 761-5074. Pres. & A&R Dir.: Mark Blackwood; VP: Cecil Blackwood; Gen. Mgr. & Radio & Promo. Dir.: Jerry Goin; Music Publ'g Dir.: Sparrow Holt; Acct'g & Processing Dir.: Kaye Downey; Sales Dir.: Sid Leak; Shipping: Rodney Smith.
 Vokes Rec. Co., PO Box 12, New Kensington, Pa. 15068. Tel: (412) 335-2775. Pres.: Howard Vokes.
Labels: (Owned) Country Boy, Vokes.
 Volare Recs. Inc., PO Box 325, Englewood, N.J. 07631. Tel: (201) 567-7538.
 Pres.: Clyde Otis; Prod'r: David Wofford.
 Volcano, see Crimson Dynasty.
 Volcanos, see Crimson Dynasty.
 Volunteer, see General Music in Tex.
 Vortex Recs., 925 Jones St., No. 502, San Francisco, Calif. 94109. Tel: (415) 771-5550. Pres.: Max Dancer; Prod. Mgr.: Jane Perry.
 Vox Box, see Moss.
 Vox Cum Laude, see Moss.
 Vox Singles, see Moss.
 Voyager Rec'gs, 3727 Seattle-First Nat'l Bank Bldg., Zip: 98154; 424 35 Ave., Seattle, Wash. 98122. Tel: (206) 623-0110, 323-1112. Owners: Philip L. & Vivian T. Williams; Sales & Mktg.: Vivian T. Williams.

W

W A E, see Fred Weinberg.
 W A T T Works Inc., Willow, N.Y. 12495. Tel: (914) 688-5373. Owners: Michael Mantler, Carla Bley.
 W A V E, see Fred Weinberg.
 W E, see World Ent's.
 W E A (Brazil), see Brasilia.
 W E A Int'l Inc., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 484-7100. Cable: ATCOMUSIC. Telex: 424602. Pres.: Mesuhi Ertegun; Sr. VP Opns: Jim Caradine; Sr. VP European Opns: Siegfried E. Loch; VP Prod. Admin.: Manfred Bormann; A&R Dir.: Ruby Merjan; Press & Pub. Dir.: Tracy Nicholas Bledsoe; Prod. Development Dir.: Jennifer S. Cohen; Video Bus. Affairs Mgr.: Anne Mansbridge; Video Opns. Dir.: Ahmed Tahir; Staff Writer: Didier Deutsch; Ass't to Pres.: Diane Zabawski; Order Processing Co-ord.: Greta Schichersinsky.
 Admin. office: Burbank, Calif., 111 N. Hollywood Way. Zip: 91505. Tel: (213) 843-6311. Cable: WEAINTE. Telex: 181242. Exec. VP: Phil Rose; Sr. VP & Treas.: Ken Cooper; Sr. VP & Dir. Asia-Pacific: Keith Bruce; Comp-troller: Craig Cox; EDP Dir.: Bob McCormack; Royalties Dir.: Don Phillips; West Coast A&R Co-ord.: Greg Sage.
Labels: (see listings for Warner Bros., Elektra & Atlantic).
 W E B C D Recs., 8705 Deanna Dr., Gaithersburg, Md. 20879. Tel: (301) 253-5962. Owner-Pres.: Wayne E. Busbice; VP A&R: John W. Busbice; Sec'y-Treas.: Martha F. Busbice-Snyder.
 W I M, see Crystal.
 W W A, see Fred Weinberg.
 Wagner, see Album Globe.
 Wagon Wheel Recs., Box 85, Rt. 1, Georgetown, S.C. 29440. Tel: (803) 546-7139. Pres. & Owner: Jack Redick.

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(Continued on page 287)

COMPACT DISC

HARDWARE

The following is a list of companies that manufacture, or are planning to manufacture, Compact Disc players.

Akai America Ltd., 800 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-3880. Exec. VP: Charles E. Phillips.
Bang & Olufsen of America, 1150 Feenaville Dr., Mount Prospect, Ill. 60056. Tel: (312) 299-9380.
Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 774-5151. Pres.: R. Mori; Exec. VP: Robert D'Neil; VP Sales: Jim Maynard.
J V C Co. of America, 41 Slater Dr., Elmwood Park, N.J. 07407. Tel: (201) 794-3900.
Kenwood Electronics Inc., 1315 E. Watsoncenter Rd., Carson, Calif. 90745. Tel: (213) 518-1700.
Branches: Bensenville, Ill., 1141 N. Tower Ln. Zip: 60106. Tel: (312) 766-4514—Secaucus, N.J., 75 Seaview Dr. Zip: 07094. Tel: (201) 863-5600.
Kyocera Int'l Inc., 7 Powder Horn Dr., Warren, N.J. 07060. Tel: (201) 526-6448.
Magnavox/NAP Consumer Electronics, I-40 & Straw Plains Pike, Knoxville, Tenn. 37914. Tel: (615) 521-4316.
Marantz Co. Inc., 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333.
Mitsubishi Electric Sales America Inc., 3030 E. Victoria St., Compton, Calif. 90221. Tel: (213) 603-0059.

Phase Linear (div. of International Jensen), 20121 48 Ave. W., Lynnwood, Wash. 98036. Tel: (206) 774-3571. Telex: (910) 449-2851.
Pioneer Electronics (USA) Inc., 5000 Airport Plaza Dr., Long Beach, Calif. 90815. Tel: (213) 420-5700.
Sansui Electronics Corp., 1250 Valley Brook Ave., Lyndhurst, N.J. 07071. Tel: (201) 460-9710.
Sanyo Consumer Electronics, 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-5830.
Sharp Electronics Corp., 10 Sharp Plaza, Paramus, N.J. 07652. Tel: (201) 265-5600. Pres.: T. Sugawa; Exec. VP: C. Daigneault.
Sony Corp. of America, Sony Dr., Park Ridge, N.J. 07656. Tel: (201) 930-1000.
Technics, One Panasonic Way, Secaucus, N.J. 07094. Tel: (201) 348-7000. Pres.: Raymond A. Gates; Exec. VP: Henry Yamanaka.
Toshiba America Inc., 82 Totowa Rd., Wayne, N.J. 07470. Tel: (201) 628-8000. Bd. Chm.: Mikio Kurashima; Sr. VP: J. Paul Michie.
Yamaha Int'l Corp., 6600 Orangethorpe Ave., Buena Park, Calif. 90622. Tel: (714) 592-9011.

Arista Recs., 6 W. 57 St., New York, N.Y. 10019. Tel: (212) 489-7400. Contact: Rick Dobbis.
CBS Recs., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-4321. Contact: Jerry Shulman.
Capitol Recs., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Contact: Bill Burks.
Chrysalis Recs., 645 Madison Ave., New York, N.Y. 10022. Tel: (212) 758-3555. Contact: Paul Hutchinson.
Denon America Inc./Denon Recs., PO Box 1139, West Caldwell, N.J. 07007. Tel: (201) 575-7810. Contact: Robert Heiblm.
Motown Recs., 6255 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 468-3500.
PolyGram Recs. Inc., 1930 Century Park W., Suite 200, Los Angeles, Calif. 90067. Tel: (213) 277-1412. Contact: Emel Petrone.
RCA Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 930-4100. Contact: Robbin Ahrold.
RealTime Recs. (div. of Miller & Kresel Sound Corp.), 10391 Jefferson Blvd., Culver City, Calif. 90230. Tel: (213) 204-2854.
Sony Corp. of America, Sony Dr., Park Ridge, N.J. 07656. Tel: (201) 930-6230.
Telarc Recs., 23307 Commerce Park Rd., Cleveland, Ohio 44122. Tel: (216) 464-2313. Contact: Jack Renner.
Warner Communications Recs. Group, Warner/Elektra/Atlantic Corp., 111 N. Hollywood Way, Burbank, Calif. 91505. Tel: (213) 840-6343. Contact: Dave Mount.
Windham Hill Prod'ns Inc., 247 High St., Palo Alto, Calif. 94301. Tel: (415) 329-0647. Contact: William Ackerman.

SOFTWARE

The following is a list of companies that have released, or are planning to release, product in the Compact Disc format. For full listings of these and other record companies see "Record Companies" section of this directory. For manufacturers/replicators of Compact Disc product see Plating, Processing & Pressing Plants.

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VIDEO
(Videocassettes & Videodisks)

HARDWARE

The following is a list of companies that manufacture videocassette and/or videodisk equipment for the consumer market. Format abbreviations used are: Videocassette—Beta (Beta format), VHS (Video Home System) format; Videodisk—CED (Capacitance Electronic Disc) format, LV (Laser Vision) optical format.

Akai America Ltd., 800 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-3880. Exec. VP: Charles E. Phillips. (VHS)
Fisher Corp., 21314 Lassen St., Chatsworth, Calif. 91311. Tel: (213) 998-7322. Pres.: Howard Ladd; Sr. VP Sales: David Karron; VP Home Entertainment: Keith Casey. (VHS)
Branches: South Plainfield, N.J., 151 Helen St. Zip: 07080. Tel: (201) 668-0200—Milroy, Pa., Fisher Park. Zip: 17063. Tel: (717) 667-2101.
General Electric, Video Products Div., Mail Drop #20, Portsmouth, Va. 23705. Tel: (804) 483-5546. VP & Gen. Mgr.: Jacques Robinson; Gen. Mgr. Mktg.: R.B. Williams. (VHS)
Hitachi Denshi, 475 Crossways Park W., Woodbury, N.Y. 11797. Tel: (516) 921-7200. (VHS)
Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 774-5151. Pres.: R. Mori; Exec. VP: Robert O'Neil; VP Sales: Jim Maynard. (VHS)
J V C Co. of America (US JVC Corp.), 41 Slater Dr., Elmwood Park, N.J.

07407. Tel: (201) 794-3900. Pres.: N. Sakoda; Exec. VP: R.F. O'Brien; VP Sales & Mktg.: Josh Yoshioka. (VHS)
Branches: Compton, Calif., 1011 W. Artesia Blvd. Zip: 90220. Tel: (213) 537-6020—Elk Grove Village, Ill., 2550 Lively Blvd. Zip: 60007. Tel: (312) 364-9300—Houston, Tex., Garden Oaks Blvd. Zip: 77018. Tel: (713) 694-0666.
Jensen Sound Labs, Home Electronics Div., 4136 N. United Phwy., Schiller Park, Ill. 60176. Tel: (312) 671-5680. VP Sales & Mktg.: Lee Drady. (VHS)
Kenwood Electronics Inc., 1315 E. Watsoncenter Rd., Carson, Calif. 90745. Tel: (213) 518-1700. (VHS)
Branches: Bensenville, Ill., 1141 N. Tower Ln. Zip: 60106. Tel: (312) 766-4514—Secaucus, N.J., 75 Seaview Dr. Zip: 07094. Tel: (201) 863-5600.
Magnavox, see NAP.
Marantz Co. Inc., 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333. (Beta)
Mitsubishi Electric Sales America Inc. 3030 E. Victoria St., Compton, Calif. 90221. Tel: (213) 603-0059. (VHS)
N A P Consumer Electronics, 140 & Straw Plains Pike, Knoxville, Tenn. 37914. Tel: (615) 521-4316. (VHS)
Brand names: Magnavox, Phico, Sylvania
N E C Home Electronics (USA) Inc., 1401 W. Estes Ave., Elk Grove Village, Ill. 60007. Tel: (312) 228-5900. Pres.: M. Tsukimoto; VP: A. Sugiyama; Nat'l Sales Mgr.: Dustin Vallaly. (Beta)
Orion Electric Co. Ltd., 212 Fifth Ave., New York, N.Y. 10010. Tel: (212) 683-6140. Bd. Chm.: S. Otake; Pres.: M. Otake; Sales Mgr. (USA): S. Azechi. (Videocassette player)

Panasonic Co., Consumer Electronics Group, One Panasonic Way, Secaucus, N.J. 07094. Tel: (201) 348-7000. Pres.: Raymond A. Gates; Exec. VP: Henry Yamanaka. (VHS)
Phico, see NAP.
Pioneer, see U.S. Pioneer.
Quasar Co. (div. of Matsushita Electric Corp. of America), 9401 Grand Ave., Franklin Park, Ill. 60131. Tel: (312) 451-1200. (VHS)
R C A Consumer Electronics Div., (videocassette operations) 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 267-5000; (videodisk operations) 7900 W. Rockville Rd., Indianapolis, Ind. 46224. Tel: (317) 267-5000. (videocassette—VHS; videodisk—CED)
Sansui Electronics Corp., 1250 Valley Brook Ave., Lyndhurst, N.J. 07071. Tel: (201) 460-9710. Pres.: M. Miyake; Exec. VP: H. Omikawa, VP Mktg. & Sales: Tom Yoda. (VHS)
Sanyo Electric Inc., 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-5830. (Beta)
Sharp Electronics Corp., 10 Sharp Plaza, Paramus, N.J. 07652. Tel: (201) 265-5600. Pres.: T. Sugawa; Exec. VP: C. Daigneault. (VHS)
Sony Corp. of America, Sony Dr., Park Ridge, N.J. 07656. Tel: (201) 930-1000. (Beta)
Sylvania, see NAP.
Taihan (America) Corp., 8960 Lurline Ave., Chatsworth, Calif. 91311. Tel: (213) 998-0718.
Tatung Co. of America, Marketing Div., 2850 El Presidio St., Long Beach, Calif. 90810. Tel: (213) 979-7055, 637-2105. Pres.: Dr. C. Sun; Sr. VP: George Chen.
Toshiba America Inc., 82 Tolowa Rd., Wayne, N.J. 07470. Tel: (201) 628-8000. Bd. Chm.: Miko Kurashima; Sr. VP: J. Paul Mische. (Beta)
U S Pioneer Electronics Corp., 75 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8100. (LV)
Zenith Radio Corp., 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-2000. (Beta)

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SOFTWARE
(program suppliers/buyers)

A B C Video Ents., 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 887-7500. Cable: AMBROCAST. Telex: 422003. VP Sales & Mktg.: Archie Purvis; VP Pgm Acquisition: S. Arthur Schimmel; Sales Dir.: Marvina Hunter.
Branch: Century City, Calif., 2040 Ave. of the Stars. Zip: 90067. Tel: (213) 557-6201. Telex: 673127.
Supplies: Feature films, music, sports, instructional, documentaries, children's.
Formats: Beta & VHS cassette; CED, LaserVision & VHD disk. (Also supplies programming for basic & pay cable)
Seeking: Feature films, music, sports, instructional, documentaries, children's.
American Video Tape/Electric Video Inc., 1116 Edgewater Ave., Ridgefield, N.J. 07657. WATS Tel: (800) 645-7186. Pres.: Dennis Hedlund.
Supplies: Feature films, music, sports, instructional, documentaries, children's.
Formats: Beta & VHS cassette.
Seeking: Feature films, music, sports, instructional, documentaries.
Blackhawk Films Inc., PO Box 3990, 1235 W. Fifth St., Davenport, Iowa 52808. Tel: (319) 323-9736. Pres., Sales Mgr. & Pgm Buyer: Ted Ewing.
Supplies: Feature films, silents.
Formats: Beta & VHS cassette; super 8 & 16mm films.
Seeking: Feature films, silent films.
Budget Video Inc./Hollywood Home Theatre, 4590 Santa Monica Blvd., Los Angeles, Calif. 90029. Tel: (213) 660-0187. Pres.: Larry S. Fine; Sales Mgr. & Pgm Buyer: Stephen Stumbris.
Supplies: Feature films, music, documentaries.
Formats: Beta & VHS cassette.
Seeking: Feature films.
C B S/Fox Video, 1211 Ave. of the Americas, 2nd fl., New York, N.Y. 10036. Tel: (212) 819-3200.
Supplies: Feature films, music, sports, instructional, children's, documentaries.
Formats: Beta & VHS cassette; CED & LaserVision disk.
Cable Films/Video, Country Club Sta., Kansas City, Mo. 64113. Tel: (913) 362-2804. Pres. & Pgm Buyer: Herbert Miller; Sales Mgr.: Todd Randall.
Supplies: Feature films, instructional, serials, silent films.
Formats: Beta, VHS & U-matic cassette. (Available in PAL & SECAM modes).
Seeking: Instructional.
Cultivideo, 948 N. Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 656-6702. Telex: 181149. Pres.: Charles Band; Sales Mgr. & Pgm Buyer: Jerry Nieves.
Supplies: Feature films.
Formats: Beta & VHS cassette.
Seeking: Feature films



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Crystal Pictures Inc., 1560 Broadway, New York, N.Y. 10036. Tel: (212) 757-5130. Cable: CRYSPIC. Telex: 620852. Pres.: F. Feinstein; Sales Mgr.: Sidney Tager.
Supplies: Feature films, sports, instructional, short subjects.
Formats: Beta, VHS & U-matic cassette; 1" type C open reel; CED disk.
Seeking: Feature films, instructional, short subjects.

Discount Video Tapes Inc., 1117 N. Hollywood Way, Burbank, Calif. 91505. Tel: (213) 843-3366. Pres.: Woody Wise.
Supplies: Feature films (incl. foreign films & westerns), serials & vintage TV.
Formats: Beta & VHS cassette.
Electric Video Inc., see American Video Tape.

Embassy Home Entertainment, 1901 Ave. of the Stars, Los Angeles, Calif. 90067. Tel: (213) 553-3600. Pres.: Andre Blay; Sales Mgr.: Robert Cook; Mktg. Dir.: Deborah Call; Pgm Buyer: Al Eicher.
Branch: Farmington Hills, Mich., 38285 N. 12 Mile Rd. Zip: 48018. Tel: (313) 553-0660.
Int'l branch: England.
Supplies: Feature films, music, sports, instructional.
Formats: Beta & VHS cassette; CED & LaserVision disk.
Seeking: Feature films, sports, music, instructional.

Family Home Entertainment, 7920 Alabama Ave., Canoga Park, Calif. 91304. Tel: (213) 888-3040. Pres.: Noel C. Bloom; VP: Alan Bloom; VP Mktg.: Len Levy; Nat'l Sales Mgr.: Wendy Moss; Acquisitions Dir.: Ardis Nelson Matthews.
Supplies: Children's & family oriented.
Formats: Beta & VHS cassette.

Force Video, 8033 Sunset Blvd., Suite 8888, Los Angeles, Calif. 90046. Tel: (213) 656-6702. Telex: 181149. Pres.: Jeff Abrams.
Supplies: Feature films.
Formats: Beta & VHS cassettes.
Seeking: Feature films.

Hollywood Home Theatre, see Budget Video.

Independent United Distrs., 430 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-6405. Pres.: Arthur Morowitz; Sales Mgr.: Glenda Spencer; Pgm Buyer: Michael Pollack.
Supplies: Feature films, music.
Formats: Beta & VHS cassette.

Intermag Prods Inc., 1175 York Ave., New York, N.Y. 10021. Tel: (212) 688-7857. Pres.: Wilbur Freifeld; Sales Mgr.: L. Jarrett.
Supplies: Instructional.
Formats: Beta & VHS cassette.
Seeking: Instructional.

Island Pictures Inc., 444 Madison Ave., New York, N.Y. 10022. Tel: (212) 355-6550. Telex: (710) 581-5293. Rep.: Susan Isaacs.
Home office: England.
Supplies: Feature films, music.
Formats: Beta & VHS cassette; CED & LaserVision disk.

Karl Video Corp., 899 W. 16 St., Newport Beach, Calif. 92663. Tel: (714) 645-7053. Pres. & Pgm Buyer: Stuart Karl; Mktg. Dir.: Court Shannon; Sales Mgr.: Toby Sal.
Supplies: Sports, instructional, interviews & documentaries.
Formats: Beta & VHS cassette.
Seeking: Instructional.

Legalvision Inc., 156 Bank St., Suite 2-A, New York, N.Y. 10014. Tel: (212) 242-0783. Pres.: Bruce Coffin; VP's: Ronne Coffin, Martin Steckler, Thom Drewke, Mitchell Hammer.
Supplies: Instructional.
Formats: Beta, VHS & U-matic cassette.
Seeking: Instructional.

MCA Home Video Inc., 70 Universal City Plaza, Universal City, Calif. 91608. Tel: (213) 508-4300. Pres.: Gene Gaquinto; Mktg. Dir.: Jerry Hartman; Pgm Buyer: Ted Schmitt.
Supplies: Feature films, music, sports, instructional, health & fitness.
Formats: Beta & VHS cassette; CED & LaserVision disk.
Seeking: Feature films, music, sports, instructional.

M G M/UA Home Video, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 408-0600. Telex: 662239. Pres.: Myron Hyman; VP Mktg.: Bill Gallagher; VP Programming & Pgm Buyer: Jim Mervis; Sales Mgr.: Saul Melnick.
Supplies: Feature films, music, sports, instructional, family/children's titles.
Formats: Beta & VHS cassette; CED & LaserVision disk.
Seeking: Feature films, music, sports, instructional.

Media Home Entertainment, 116 N. Robertson Blvd., Suite 909, Los Angeles, Calif. 90048. Tel: (213) 855-1611. WATS: (800) 421-4509. Telex: 194519. Pres.: Ron A. Safinick; VP Int'l Mktg. & Sales: Paul Culberg; Mktg. & Adv. Dir.: Janice Blair; Pgm Buyer: Barbara Javitz.
Janice Blair; Pgm Buyer: Barbara Javitz.
Supplies: Feature films, music, instructional, children's.
Formats: Beta, VHS & V-2000 cassette. (Available in PAL mode.)
Seeking: Feature films, music, sports, instructional & all types video programming.

Monterey Home Video, 7920 Alabama Ave., Canoga Park, Calif. 91304. Tel: (213) 888-3040. Pres.: Scott Mansfield; VP Mktg.: Len Levy; Nat'l Sales Mgr.: Wendy Moss; Sales Rep.: David Donaldson.
Supplies: Feature films, instructional.
Formats: Beta & VHS cassette.

N F L Films Video, 330 Fellowship Rd., Mount Laurel, N.J. 08054. Tel: (609) 778-1600. Pres.: Ed Sabol; Sales Mgr.: David Grossman.
Supplies: Sports.
Formats: Beta, VHS & CVC (1/4") cassette; CED & LaserVision disk.

Nebulae Prods., 31-90 140 St., Flushing, N.Y. 11354. Tel: (212) 886-6242. Pres.: Roy Kamen.
Supplies: "Video Wallpaper" background video programming.
Formats: Beta & VHS cassette.

Nouveaux Video Ltd., 7250 Beverly Blvd., No. 102, Los Angeles, Calif. 90036. Tel: (213) 933-7402. Telex: 181154. VP: Arny Schorr.
Supplies: Feature films, sports.
Formats: Beta & VHS cassette.
Seeking: Feature films, music, sports, instructional.

Pacific Arts Video Recs., PO Box 22770, Carmel, Calif. 93922. Tel: (408) 624-4704. Telex: 351455. Pres.: David Bean; Gen. Mgr.: Ann Schwarz.
Supplies: Feature films, music.
Formats: Beta & VHS cassette.
Seeking: Feature films, music.

Paramount Home Video, 5555 Melrose Ave., Hollywood, Calif. 90038. Tel: (213) 468-5526. VP & Gen. Mgr.: Richard B. Childs; VP Sales & Adm.: Timothy Clott.
Supplies: Feature films, instructional.
Formats: Beta & VHS cassette; CED & LaserVision disk.

(Continued on page 49)

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Patrick O'Hagan.

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COMPUTER/VIDEO GAMES

HARDWARE

Apple Computer Inc., 10260 Bradley Dr., Cupertino, Calif. 95014 Tel (408) 996 1010
ATARI INC., 1265 Borregas Ave., Sunnyvale, Calif. 94086 Tel (408) 745-2000. (SEE ADVERTISEMENT)
 Coleco Inc., 945 Asylum Ave., Hartford, Conn. 06119 Tel (203) 278-0280. Pres. Arnold Greenberg, Sr. VP Philip Cohen
 Commodore Business Machines Inc., 1200 Wilson Dr., West Chester Pa. 19380 Tel (215) 431-9100. Pres. Robert Lane
 IBM Information Systems, PO Box 1328, Boca Raton, Fla. 33432 Tel (305) 998-2000
 Mattel Electronics, 5150 Rosencrans Ave., Hawthorne, Calif. 90250 Tel (213) 978 5150
 Odyssey, PO Box 6950, Knoxville, Tenn. 37902 Tel (615) 521 4316 Sales Mgr Bob Strickland
 Radio Shack (Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102 Tel (817) 390 3011
 Texas Instruments, PO Box 225012, M-S 84, Dallas, Tex. 75265 Tel (214) 995-3741
 Timex Computer Corp., PO Box 2655, Waterbury, Conn. 06721 Tel (203) 573-5000. Telex 96-2416
 Traversal Inc., 7790 NW 32 St., Miami, Fla. 33122 Tel (305) 592-0878 Pres. Jorge Azel-Salomo, Exec. VP Albert J. Drosa.

SOFTWARE

The following is a list of video game software manufacturers. The format of the listings is as follows: Name of company, address, telephone number, key personnel, type of software, and brand names of units with which the software is compatible.

Aardark Technical Servs. Ltd., 2352 S. Commerce, Walled Lake, Mich. 48088. Tel: (313) 669-3110. Pres., Rodger Olsen, Supervisor Judith L. Kovach
Software: Computer Program
Compatibility: Commodore VIC-20, 64, Radio Shack TRS-80, Texas Instruments TI 99/4; Timex/Sinclair.
 Acorn Software, 1945 Gallows Rd., Vienna, Va. 22180. Tel: (703) 556 9788
Software: Computer Program
Compatibility: IBM PC
ACTIVISION INC., Drawer No. 7286, Mountain View, Calif. 94042 Tel: (415) 960-0410. Pres., Jim Levy
Software: Cartridge, Computer Program
Compatibility: Atari 400, 800, 1200, 2600, Mattel Intellivision; Sears Video Arcade; Texas Instruments. (SEE ADVERTISEMENTS)
 Adventure Int'l., Box 3435, Longwood, Fla. 32750. Tel: (305) 862 6917
Software: Computer Program
 Affine Inc., PO Box 2026, Aston, Pa. 19014. Tel: (215) 485-1968. Pres. Mark G. Kuzky; Sales & Mktg. Dir. Tanya Wakula
Software: Computer Program
Compatibility: Atari; Commodore 64
 American Multiple Inds. Inc., 18911 Nordhoff St., Northridge, Calif. 91326 Tel (213) 885-7100. Pres., Stuart Kesten; Sales Co-ord., Michele Baum
Software: Cartridge
 American Peripherals, 122 Bangor St., Lindenhurst, N.Y. 11757 (516) 226 5849
Software: Computer Program
Compatibility: Commodore VIC 20
 Analog Software, 565 Main St., Cherry Valley, Mass. 01611. Pres. & Sales Contact: Lee Pappas.
Software: Computer Program
Compatibility: Atari 400, 800, 1200XL
 Apollo Inc., see Games By Apollo
 Armonk Corp., 610 Newport Center Dr., Newport Beach, Calif. 92660 Tel (714) 760-3955
Software: Computer Program
 Artworx Software Co. Inc., 150 N. Main St., Fairport, N.Y. 14450. Tel (716) 435-2833
Software: Computer Program
Compatibility: Apple; Atari; Commodore PET; North Star; Radio Shack TRS-80
 Astrocade, 6460 Busch Blvd., No. 215, Columbus, Ohio 43229. Tel (614) 885-0130
Software: Cartridge, Computer Program
ATARI INC., 1265 Borregas Ave., Sunnyvale, Calif. 94086. Tel: (408) 745-2000.
Software: Cartridge
Compatibility: Atari; Coleco; Mattel Intellivision (SEE ADVERTISEMENT)

Avalon Hill Game Co., 4517 Harford Rd., Baltimore, Md. 21204 Tel (301) 254 9200
Software: Computer Program
Compatibility: Apple II, Atari, Commodore, IBM PC, Radio Shack TRS 80
 Big Five Software, PO Box 9078-185, Van Nuys, Calif. 91409 Tel (213) 782 6861
Software: Computer Program
Compatibility: Atari 400, 800, Radio Shack TRS 80
 Broderbund Software Inc., 1938 Fourth St., San Rafael, Calif. 94901 Tel (415) 456 6424 Pres. Doug Carlston; Mktg Dir. Cathy Carlston
Software: Cartridge, Computer Program
Compatibility: Apple II, II+, Atari 400, 800, 1200, 2600, 5200; Commodore VIC 20, 64, IBM PC
 C A I (Computer Advanced Ideas), 1442A Walnut St., Suite 341, Berkeley, Calif. 94709 Tel (415) 526 9100
Software: Computer Program
Compatibility: Apple II, IIe
 C B S Electronics, 41 Madison Ave., New York, N.Y. 10010 Tel (212) 481 6409. VP: Robert L. Hunter
Software: Cartridge
Compatibility: Atari 2600, 5200, Mattel Intellivision
 Caballero Control Corp., 7920 Alabama Ave., Canoga Park, Calif. 91304 Tel (213) 888-3040
Software: Cartridge
 Coleco Inds. Inc., 945 Asylum Ave., Hartford, Conn. 06119 Tel (203) 278 0280. Pres. Arnold Greenberg, Sr. VP Philip Cohen
Software: Cartridge
Compatibility: Coleco ColecoVision, Gemini Video Game Systems, Super Game Module-Wafers, Atari 2600; Mattel Intellivision, Sears Super Video Arcade, Video Arcade
 Commaid Inc., 1470 N. Farnsworth, Suite 203, Aurora, Ill. 60505. Tel (312) 851-3190. Pres.: John Brorstein.
Software: Cartridge
Compatibility: Atari VCS
 Comm'Data Computer House, 320 Summit Ave., Milford, Mich. 48042 Tel (313) 685-0113. Pres., Larry Jones; Sales Contacts, Larry Jones, Beverly Rue
Software: Computer Program
Compatibility: Commodore PET, VIC-20, 64
 Commodore Business Machines Inc., 1200 Wilson Dr., West Chester, Pa. 19380. Tel: (215) 431-9100. Pres. Robert Lane
Software: Cartridge, Computer Program
Compatibility: Commodore VIC 20, 64
 Computer Advanced Ideas, see CAI
 Computer Magic Ltd., 40 Wakefield Ave., Port Washington, N.Y. 11050 Tel (516) 883-0094
Software: Computer Program
 Cornsolt Group, 6008 N. Keystone Ave., Indianapolis, Ind. 46220 Tel: (317) 257 3227.
Software: Computer Program
COSMI INC., 904 Silver Spur Rd., Suite 402, Rolling Hills Estates, Calif. 90274 Tel: (213) 541-5201. Telex. 664884. Pres., George E. Johnson, VP: William F. DeMucco
 Creative Software, 230 E. Caribbean Dr., Sunnyvale, Calif. 94086 Tel (408) 745-1655. Pres.: Paul Zuzelo; VP Mktg., Elliott Dahan.
Software: Computer Program
Compatibility: Atari 400, 800; Commodore VIC-20, 64; Texas Instruments TI 99/4A; Timex 2000.
 Datamost, 8943 Fullbright Ave., Chatsworth, Calif. 91311 Tel: (213) 709 1202. Pres.: Dave Gordon, VP Sales, Sandy Wivooit.
Software: Computer Program
Compatibility: Apple II; IBM PC
 Datasoft Inc., 9421 Winnetka Ave., Chatsworth, Calif. 91311 Tel (213) 701 5161. Pres.: Patrick Ketchum; Nat'l Sales Mgr. Dennis C. Wallin.
Software: Computer Program
Compatibility: Apple II, IIe; Atari 400, 800, 1200XL, Commodore 64, Radio Shack Color Computer; Texas Instruments TI 99/4
 Dynacomp Inc., 1427 Monroe Ave., Rochester, N.Y. 14618 Tel (716) 442 8960
Software: Computer Program
Compatibility: Apple, Atari; Commodore PET, North Star; Radio Shack TRS-80
 Educational Software Inc., 4565 Cherry Vale Ave., Soquel, Calif. 95073 Tel (408) 476-4901.
Software: Computer Program
 Edufun (div. of Milliken Publ'g), 1100 Research Blvd., St. Louis, Mo. 63132 Tel: (314) 991-4220.
Software: Computer Program
 EduWare Servs. Inc., 28035 Dorothy Dr., Agoura Hills, Calif. 91301 Tel (213) 706-0661.
Software: Computer Program
 Electronic Arts, 2755 Campus Dr., San Mateo, Calif. 94403. Tel: (415) 571 7171.
Software: Computer Program
 English Software Co., PO Box 3185, Redondo Beach, Calif. 90277 Tel: (213) 372-3440.

Software: Computer Program
Compatibility: Atari 400, 800, 1200
 Entex Inds. Inc., 303 W. Arlesia Blvd., Compton, Calif. 90220. Tel (213) 637 6174
 Epsy/Automated Simulations Inc., 1043 Kuel Court, Sunnyvale, Calif. 94086 Tel (408) 745-0700. Pres. Michael Katz.
Software: Computer Program
Compatibility: Apple, Atari 400, 800, Commodore VIC-20, IBM PC, Radio Shack TRS 80
 Fidelity Electronics, 8800 NW 36 St., Miami, Fla. 33178. Tel (305) 888 1000. Pres. Sidney Samole; Mktg Dir. Teri Everett.
Software: Self contained units
 First Star Software Inc., 22 E. 41 St., New York, N.Y. 10017. Tel (212) 532 4666. Pres., Richard M. Spitalny, VP Bus. Affairs Marc Jaffe.
Software: Cartridge, Computer Program
Compatibility: Apple; Atari 400, 800, Commodore, Texas Instruments.
 Fox Video Games, 4701 Patrick Henry Dr., Santa Clara, Calif. 95050 Tel (408) 988-6666. Pres. Frank O'Connell, VP Mktg. Albert Pepper
Software: Cartridge, Computer Program
Compatibility: Atari VCS, 400, 800, ColecoVision; Commodore VIC-20, Mattel Intellivision; Texas Instruments TI 99/4A.
 FriendlySoft Inc., 3609 Smith-Barry, Arlington, Tex. 76013. Tel (817) 277 9378.
Software: Computer Program
 Frocco, 603 Mission St., Santa Cruz, Calif. 95060. Tel: (408) 429-1551.
Software: Cartridge
Compatibility: Atari 2600, 5200, Coleco ColecoVision
 Fantastic Inc., 512 Wilde Ave., Drexel Hill, Pa. 19026. Tel: (215) 622-5716
Software: Computer Program
 G C E, see General Consumer Electronics
 Games By Apollo (Apollo Inc.), 1300 E. Arapahoe Rd., Richardson, Tex. 75081 Tel (214) 437 0150
Software: Cartridge
 Gamestar Inc., 1302 State St., Santa Barbara, Calif. 93101 Tel (805) 963 3487
Software: Computer Program
Compatibility: Atari 400, 800
 Gebelli Software Inc., 1787 Tribute Rd., Suite G, Sacramento, Calif. 95815 Tel (916) 925 1432. Pres. Nasir Gebelli, Sales Contact, Nancy Nieradka
Software: Cartridge, Computer Program
Compatibility: Apple II, II+, Atari 400, 800.
 General Consumer Electronics Inc., 233 Wishure Blvd., Suite 220, Santa Monica, Calif. 90401 Tel (213) 458 1730
Software: GCE, Vectrex Cartridge
 H E S (Human Engineered Software) (div. of USI), 71 Park Ln., Brisbane, Calif. 94005. Tel: (415) 468 4110
Software: Computer Program
Compatibility: Atari 400, 800, Commodore VIC 20, 64, Timex/Sinclair Human Engineered Software, see HES
 I D S I (Innovative Design Software Inds.), Box 1658, Las Cruces, N.M. 88004 Tel (505) 522 7373
Software: Computer Program
Compatibility: Apple II, Atari 400, 800, IBM PC
 Imagic, 981 University Ave., Los Gatos, Calif. 95030 Tel (408) 399 2200
 Pres.: William F.X. Grubb; VP Sales, Mark Bradlee
Software: Cartridge, Computer Program
Compatibility: Atari 400, 800, 1200, 2600; ColecoVision; Commodore VIC 20; Mattel Intellivision, Odyssey 2, Texas Instruments TI 99/4A
 Infocom, 55 Wheeler St., Cambridge, Mass. 02138. Tel (617) 492 1031
Software: Computer Program
Compatibility: Apple II, Atari; Commodore; DEC; IBM PC; NEC; Osborne.
 Radio Shack TRS 80 Models I & III, Texas Instruments Professional Inhome Software Inc., 2485 Dunwin Dr., No. 8, Mississauga, Ont., Canada L5L 1T1 Tel (416) 828 0775. Pres. Louis Solomon, Sales Mgr. Mike Seaborn
Software: Computer Program
Compatibility: Atari 400, 800, 1200XL
 Innovative Design Software Inds., see IDS
 J V Software Inc., 888 Saratoga Ave., San Jose, Calif. 95129 Tel: (408) 985 8629. Pres. Jack Yerson
Software: Computer Program
Compatibility: Atari 400, 800
 Konami of America Inc., 20655 S. Western Ave., Suite 116, Torrance, Calif. 90501. Tel: (213) 533-8644. Telex: 4720119
Software: Cartridge, Computer Program, Hand Held
 M C A Video Games, 100 Universal City Plaza, Universal City, Calif. 91608 Tel (213) 508-4300
Software: Cartridge
 M G Micro Software, PO Box 131, Marlboro, N.J. 07746 Tel (201) 972 1266. Pres.: Greg Pfremmmer; VP Mktg.: Mark Chasin
Software: Computer Program
Compatibility: Apple, Atari 400, 800
 M T I, see Magnetic Tape Int'l
 Magnetic Tape Int'l (MTI) (sub. of InterMagnetics Corp.), 14600 S. Broad

way, Gardena, Calif. 90248. Tel: (213) 217-0077. Pres.: Russ Greene.
Software: ZIMAG Cartridge, Computer Program.
 Mark 56 Video, PO Box 1, Anaheim, Calif. 92805. Tel: (714) 772-4791.
Mattel Electronics, 5150 Rosecrans Ave., Hawthorne, Calif. 90250. Tel: (213) 416-9169. Pres.: William Mack Morris.
Software: Cartridge, Computer Program, Hand Held.
Compatibility: Mattel Aquarius, Intellivision; Apple II; Atari 2600; IBM PC.
 Micro Lab, 2310 Skokie Valley Rd., Highland Park, Ill. 60035. Tel: (312) 433-7550.
Software: Cartridge, Computer Program.
Compatibility: ColecoVision; IBM PC.
 Microsoft Corp., 10700 Northrup Way, Bellevue, Wash. 98004. Tel: (206) 828-8080.
Software: Computer Program.
 Milton Bradley Co., 111 Maple St., Springfield, Mass. 01101. Tel: (413) 525-6411.
Mind Systems Corp., PO Box 506, Northampton, Mass. 01061. Tel: (413) 586-6463.
Software: Computer Program.
Compatibility: Apple II, II+.
 Muse Software, 347 N. Charles St., Baltimore, Md. 21201. Tel: (301) 659-7212/7217.
Software: Computer Program.
 Mythicom Inc., 10050 N. Wolfe Rd., SW1-281, Cupertino, Calif. 95015. Tel: (408) 446-2020.
 Nintendo of America, 4820 150 Ave. NE, Redmond, Wash. 98052. Tel: (206) 882-2040.
 Nufekop, PO Box 156, 21255 Hwy. 62, Shady Cove, Ore. 97539. Tel: (503) 878-2113. Pres.: Gary Elder; Sales Contact: Tim Engberg.
Software: Computer Program.
Compatibility: Commodore VIC-20, 64.
 Odesta Corp., 930 Pitner Ave., Evanston, Ill. 60202. Tel: (312) 328-7101.
Software: Computer Program.
 Odyssey, PO Box 6950, Knoxville, Tenn. 37902. Tel: (615) 521-4316. Nat'l Sales Mgr.: Bob Strickland.
Software: Cartridge.
Compatibility: Odyssey 2.
 Optimum Resource Inc., c/o Xerox Education Publ'ns/Weekly Reader, Computer Software Div., 245 Long Hill Rd., Middletown, Conn. 06457. Tel: (203) 347-7251.
Software: Computer Program.
Compatibility: Apple II, II+.
 Paintex, 1167 Chess Dr., Foster City, Calif. 94404. Tel: (415) 341-3366.
Software: Hand Held.
 Parker Brothers, 50 Dunham Rd., Beverly, Mass. 01915. Tel: (617) 927-7600.
Software: Cartridge, Computer Program.
Compatibility: Atari; Mattel Intellivision; Sears.
 Program Design Inc., 95 E. Putnam Ave., Greenwich, Conn. 06830. Tel: (203) 661-8799. Pres.: John Victor.
Software: Computer Program.
 Quality Software, 6660 Reseda Blvd., Suite 105, Reseda, Calif. 91335. Tel: (213) 344-6599.
Software: Computer Program.
Compatibility: Apple II; Atari 400, 800.

Roklan Corp., 3335 N. Arlington Heights Rd., Arlington Heights, Ill. 60004. Tel: (312) 392-2525.
 Romox Inc., 501 Vandell Way, Campbell, Calif. 95008. Tel: (408) 374-7200. Pres.: Paul Terrel.
Software: Cartridge/Computer Program.
Compatibility: Atari; Commodore; Texas Instruments.
 S S I, see Strategic Simulations Inc.
 Howard W. Sams & Co. Inc., 4300 W. 62 St., Indianapolis, Ind. 46268. Tel: (317) 298-5400.
Software: Computer Program.
Compatibility: Apple.
 Scholastic Inc., Scholastic Wizware Trade Group, 50 W. 44 St., New York, N.Y. 10036. Tel: (212) 505-3000.
Software: Computer Program.
Compatibility: Apple; Atari; Commodore VIC-20, 64; IBM PC; Texas Instruments TI 99/4A.
 Sega Ent's. (div. of Paramount), 2029 Century Park E., Los Angeles, Calif. 90067. Tel: (213) 557-1700. Pres.: David Rosen.
Software: Cartridge.
 Sentient Software, PO Box 4929, Aspen, Colo. 81612. Tel: (303) 925-9293.
Software: Computer Program.
Compatibility: IBM PC.
 Sierra On-Line Software, Oakhurst, Calif. 93644. Tel: (209) 683-6858. Pres.: Ken Williams.
Software: Cartridge, Computer Program.
Compatibility: Apple; Atari; Commodore; IBM; Texas Instruments.
 Sinclair Research Ltd., 1 Sinclair Plaza, Nashua, N.H. 03061. Tel: (603) 882-9534.
Software: Computer Program.
Compatibility: Time/Sinclair.
 Sirius Software Inc., 10364 Rockingham Dr., Sacramento, Calif. 95827. Tel: (916) 366-1195. Pres.: Jerry Jewell; Prod. Mgr.: Ernie Broch.
Software: Cartridge, Computer Program.
Compatibility: Apple II, IIe, II+, Atari 400, 800, 2600, 5200; Commodore VIC-20, 64; IBM PC; Texas Instruments TI 99/4.
 Sr-Tech Software Inc., 6 Main St., Ogdensburg, N.Y. 13669. Tel: (315) 393-6633.
Software: Computer Program.
Compatibility: Apple; IBM PC.
 Softsync Inc., 14 E. 34 St., New York, N.Y. 10016. Tel: (212) 685-2080. Pres.: Sue Carrier.
Software: Computer Program.
Compatibility: Commodore 64; Time/Sinclair 1000, 1500, 2000.
 Spectra Video Inc., 39 W. 37 St., New York, N.Y. 10018. Tel: (212) 869-7911.
Software: Spectravision Cartridge
Compatibility: Atari VCS; Sears Video Arcade.
 Spectravision, see Spectra Video.
 Spinnaker Software Corp., 215 First St., Cambridge, Mass. 02142. Tel: (617) 868-4700. Pres.: C. David Seuss; Sales Mgr.: Priscilla Seuss.
Software: Computer Program.
Compatibility: Apple II, IIe, II+, II; Atari 400, 800, 1200; Commodore 64; IBM PC.
 Starpath Corp., 2005 De La Cruz Blvd., Santa Clara, Calif. 95050. Tel: (408) 970-0200. Pres.: Alan Bayley; Adv. & Creative Supervisor: Bonnie Pettegill.

Software: Cassette.
Compatibility: Atari VCS; Sears Video Arcade.
 Strategic Simulations Inc. (SSI), 465 Fairchild Dr., Suite 108, Mountain View, Calif. 94043. Tel: (415) 964-1353.
Software: Computer Program.
Compatibility: Apple II, II+, III; Atari 400, 800; Radio Shack TRS-80 Models I & III.
 Sublogic Corp., 713 Edgebrook Dr., Champaign, Ill. 61820. Tel: (217) 359-8482. Pres.: Bruce Artwick; Dist'n Mgr.: Julie Newman.
Software: Computer Program.
Compatibility: Apple II; Atari 400, 800; IBM PC; Radio Shack TRS-80 Models I & III.
 Swift Software Inc., 64 Broadhollow Rd., Melville, N.Y. 11747. Tel: (516) 549-9141. Pres.: Lee Jacknow; VP Mktg.: Rick Portes.
Software: Computer Program.
Compatibility: Atari 400, 800, 1200.
 Synapse Software, 5221 Central Ave., Richmond, Calif. 94804. Tel: (415) 527-7751. Pres.: I. Wolosenko; Exec. VP: Ken Grant; VP Mktg.: Jon Loveless.
Software: Cartridge, Computer Program.
Compatibility: Apple, Atari 400, 800, 1200, 5200; Commodore VIC-20, 64; IBM PC; Texas Instruments TI 99/4.
 Synergistic Software, 830 N. Riverside Dr., Suite 201, Renton, Wash. 98055. Tel: (206) 226-3216.
Software: Computer Program.
Compatibility: Apple II, II+, Atari 400, 800.
 Syntax Software Inc., 33 Elmhurst Ave., Suite 502, Willowdale, Ont., Canada M2N 6G8. Tel: (416) 221-8008. Pres.: R.A. Lyons; VP Mktg.: G.A. Rennie.
Software: Computer Program.
Compatibility: Commodore VIC-20, 64.
 Telesys Inc., 4334 Bryant St., Fremont, Calif. 94539. Tel: (415) 651-2970. Pres.: Rich Taylor; VP Sales: Herb Hershfield.
Software: Cartridge.
Compatibility: Atari 2600.
 Thorn EMI Video, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 977-8990.
Software: Computer Program.
Compatibility: Atari 400, 800; Commodore VIC-20.
 TIGERVISION, (div. of Tiger Electronics Inc.), 909 Orchard, Mundelein, Ill. 60060. Tel: (312) 949-8100. Pres.: Randy Rissman.
Software: Cartridge.
Compatibility: Atari VCS. (SEE ADVERTISEMENT)
 Tomy Corp., PO Box 6252, Carson, Calif. 90749. Tel: (213) 549-2721.
Software: Cartridge.
 Tronix Publ'g Inc., 8295 S. La Crenega Blvd., Inglewood, Calif. 90301. Tel: (213) 671-8440. Pres.: John Reese; Sales Mgr.: Nancy Berman.
Software: Computer Program.
Compatibility: Atari 400, 800; Commodore VIC-20.
 Ultravision Inc., 7790 NW 32 St., Miami, Fla. 33122. Tel: (305) 592-0878. Pres.: Jorge Azel-Salomo; Exec. VP: Albert J. Orosa.
Software: Cartridge, Computer Program.
Compatibility: Apple II; Atari VCS; CP/M; Sears Video Arcade; Ultravision Computer Video System.
 United Microwave Inds. Inc., 3503 Temple Ave., Suite C, Pomona, Calif. 91768. Tel: (714) 594-1351. Pres.: Russ Bedord; In-House Sales: Christine Gastelum.



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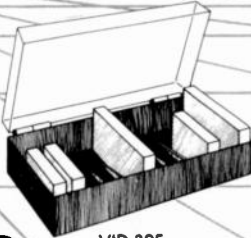
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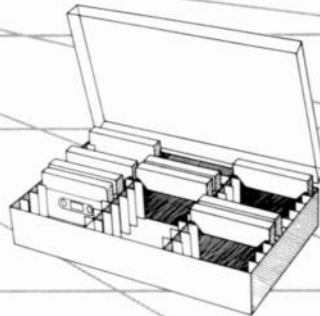
Entertainment Accessories has established itself as a unique supplier of a wide range of high quality storage modules . . . all strategically priced to appeal to the broadest range of consumers. All with attention-getting packaging for greater acceptance and quicker turnover. What's more, we maintain a large inventory so we can ship most items from stock the day we receive your order.

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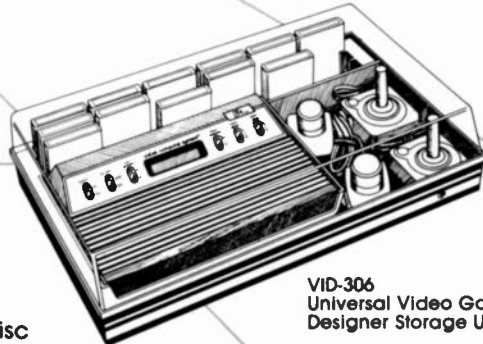
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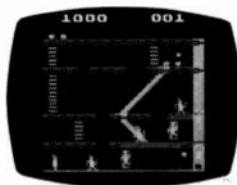
POLE POSITION is engineered and designed by Namco Ltd., manufactured under license by Atari, Inc.™ Trademark and © Namco 1982.
JOUST is a trademark and © Williams 1982, manufactured under license from Williams Electronics, Inc.
MOON PATROL is a trademark and © Williams 1982, manufactured under license from Williams Electronics, Inc.
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Software: Cartridge, Computer Program.
Compatibility: Commodore VIC-20, 64.
Universal Gamex Corp., 8750 Holloway Dr., Los Angeles, Calif. 90069. Tel: (213) 652-6552.
Software: Cartridge.
Compatibility: Atari 2600 VCS; Sears Video Arcade.
Vectrex, see General Consumer Electronics.
Victory Software Corp., 7 Valley Brook Rd., Paoli, Pa. 19301. WATS Tel: (800) 243-1515. Pres.: Bruce Robinson; Nat'l Rep.: David Liebenthal (816) 763-7000.
Software: Computer Program.
Compatibility: Commodore VIC-20, 64; Radio Shack Color Computer; Texas Instruments TI 99/4A.
Wizard Video Games, 948 N. Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 859-0034. Telex 181149 WESTLSA.
Software: Cartridge, Computer Program.
Compatibility: Atari VCS, 400, 800, 1200.
ZiMag, see Magnetic Tape Int'l.

ACCESSORIES

A L S Inds., 1942 W. Artesia Blvd., Torrance, Calif. 90504. Tel: (213) 532-9262. Telex: (910) 346-7754.
Product: VIDED STAK organizers.
Amiga Corp., 3350 Scott Blvd, Bldg. No. 7, Santa Clara, Calif. 95051. Tel: (408) 748-0222. Pres.: Dave Morse; VP Sales: Gary McCoy.
Product: POWER-STICK joystick, JOYBOARD controller
Argee Mfg. Co. Inc., PO Box 1023, Morton Grove, Ill. 60053. Tel: (312) 470-0395. Pres.: Gene Bernstein.
Product: Cartridge storage cases & systems.
Arista Ent's. Inc., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 435-0200.
Blackbourn Inc., 10150 Crosstown Circle, Eden Prairie, Minn. 55344. Tel: (612) 944-7010. A/V Prods. Mktg. Mgr.: Thomas F. Sabow.
Product: Video game albums.
C & T Creations, 127 Weybosset St., Providence, R.I. 02903. Tel: (401) 331-3200.
Product: EASI-GRIP, SKIL-STIK joystick attachments.
Championship Electronics (USA) Inc., 711 Grandview Dr., San Francisco, Calif. 94080. Tel: (415) 588-3015. Telex: 172835. Pres.: Gregory Yeh.
Discwasher Div., Jensen Sound Labs (an Esmark Co.), 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314) 449-0941. Cable: DISCAUDID. Telex: 447278. Pres.: Bruce R. Maier; Nat'l Sales Mgr.: James D. Hall; Adv. Mgr.: Dale C. Berlau.
Product: POINTMASTER joysticks.
Easi-Grip, see C&T Creations.
ENTERTAINMENT ACCESSORIES LTD., 208 E. Second St., Mineola, N.Y. 11501. Tel: (516) 741-4664. Pres.: Peter B. Dayton.
Product: Storage units. (SEE ADVERTISEMENT)
Gemini Inds. Inc., 215 Entin Rd., Clifton, N.J. 07014. Tel: (201) 471-9050. Telex: 133-431. Exec. VP: Norman Docteroff; VP Sales: Claude Zahn.
Hagerstown Leather Goods Co., 858 Willow Circle, Hagerstown, Md. 21740. Tel: (301) 797-6600. Pres.: H.N. Taylor; VP Mktg.: David L. Handler.
Product: Carrouseles.
Injoy-A-Stick, 18318 Ward St., Fountain Valley, Calif. 92708. Tel: (714) 963-2297.
Product: Joysticks.
Joyboard, see Amiga.
Koch Co., 14262 Culver Dr., Suite A-187, Irvine, Calif. 92714. Tel: (714) 857-4208. Pres.: Rich Koch; VP Sales: Jeff Taplin.
Product: TRIGGERSTIK joystick adapter.
Kraft Systems (div. of Carlisle Corp.), 450 W. California, Vista, Calif. 92083. Tel: (619) 724-7146. VP: Control Prods.: Mike Cowen; Mktg. Dir.: Ben Larson; Nat'l Sales Mgr.: Phil Williams.
Product: Joysticks, paddle pairs.
Mid America Plastics Corp., 6860 Canby, Reseda, Calif. 91335. Tel: (213) 705-1024.
Product: Storage albums.

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Mythicom Inc., 10050 N. Wolfe Rd., SW1-281, Cupertino, Calif. 95015. Tel: (408) 446-2020. Pres.: Larry Jones; VP Mktg.: David Dimmick.
Product: Controllers.
 Newport Controls, Cal-Tron Corp., 15425 Los Gatos Blvd., Los Gatos, Calif. 95030. Tel: (408) 358-3439. Pres.: Dan Pool; Nat'l Sales Mgr.: Harry Wells.
Product: PROSTICK II & PROSTICK III controllers.
 Pointmaster, see Discwasher.
 Power-Stick, see Amiga.
 Prostick II, see Newport Controls.
 Prostick II, see Newport Controls.
 Pusher Sales Inc., 9701 Canoga Ave., Chatsworth, Calif. 91311. Tel: (213) 341-0330.
Product: Storage Modules.
 Questar Controls Inc., 670 NW Pennsylvania Ave., Chehalis, Wash. 98532. Tel: (206) 748-8614. Pres.: Joseph P. Vermeren; VP Sales: Richard J. Jacobs.
Product: Joysticks, controllers, flight simulator, game port extenders, extension cables, linear paddles.
 Recreational Prods. Inc., 2142 W. Fulton, Chicago, Ill. 60612. Tel: (312) 338-3598. Pres.: Peter Hylak.
Product: Storage systems.
 Ring King Visibles Inc., 215 W. Second St., Muscatine, Iowa 52761. Tel: (319) 263-8144. Telex: 468559. Pres.: Craig Drake; Nat'l Sales Mgr.: Dave White.
Product: Cartridge storage units, organizers.
 R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462. Tel: (212) 892-6700. Pres.: Donald Edelman; Sales Mgr.: Seymour Goldberg.

R & R Inds., 521 W. Interstate Rd., Addison, Ill. 60101. Tel: (312) 543-8005.
Product: Cases.
 Skill-Stik, see C&T Creations.
 Sonotronics Ltd., 3594 W. 1820 S., Salt Lake City, Utah 84104. Tel: (801) 973-9500; WATS: (800) 722-7425.
 Southern Case Inc., PO Box 28147, Raleigh, N.C. 27611. Tel: (919) 821-0877.
Product: Carrying cases.
 Starfighter, see Suncom.
 Suncom Inc., 650 E. Anthony Trail, Northbrook, Ill. 60062. Tel: (312) 291-9780.
Product: STARFIGHTER, TAC-2 joystick controllers.
 T A C-2, see Suncom.
 Triggerstik, see Koch.
 Video Stak, see ALS.
 Wico, 6400 W. Gross Point Rd., Niles, Ill. 60648. Tel: (312) 647-7500.
Product: Joysticks.

VIDEO

Continued from page 43

Performance Video, PO Box 1566, Montclair, N.J. 07042. Tel: (201) 744-0770. Pres.: John Scher; Prod'rs: Pat Weatherford, Amy Polan.
Supplies: Music.
Formats: Beta & VHS cassette; CED & LaserVision disk.
 Pioneer Artists, 200 W. Grand Ave., Montvale, N.J. 07645. Tel: (201) 573-1122. Pres. & Pgm Buyer: Barry Shereck.
Supplies: Music.
Format: LaserVision disk.
Seeking: Music.
 R C A/Columbia Pictures Home Video, 2901 W. Alameda Ave., Burbank, Calif. 91505. Tel: (213) 954-4950. VP: Robert Blattner; Sales Mgr.: Gary Khammar.
Supplies: Feature films, music, sports, children's, instructional.
Formats: Beta & VHS cassette; CED & LaserVision disk.
 R C A VideoDiscs, 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 930-4714. Contact: James F. Murphy.
Supplies: Feature films.
Format: CED disk.
 Redline Recs. & Videoworks, PO Box 282, Centuck Sta., Yonkers, N.Y. 10710. Tel: (914) 664-4107. Pres.: Gene Fiorot; Sales Mgr.: Steve Alpert.
Supplies: Music.
Format: U-matic cassette. (Also available in Beta & VHS formats).
 Red Onion Ents., PO Box 366, Mid-City Sta., Dayton, Ohio 45402. Tel: (513) 222-2413. Pres.: George Ellis.
Supplies: Music.
Formats: Beta & VHS cassette (Available in PAL mode).
Seeking: Music.
 Sherwood Video Prod'n Co., 676 N. St. Clair, Mo. 1716, Chicago, Ill. 60611. Tel: (312) 275-9191. Pres. & Pgm Buyer: Barry Torman; Sales Mgr.: Karen Markovitz.
Supplies: Instructional.
Formats: Beta & VHS cassette.
Seeking: Instructional.
 Thorn-EMI Video, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 977-8990. Telex: 422383. Pres.: Nicholas P. Santrinos.
Supplies: Feature films, music, documentaries.
Formats: Beta & VHS cassette.
Seeking: Feature films, music, instructional.
 U S A Home Video, see Family Home Entertainment.
 Upswing Artist Mgmt. Ltd., 156 Bank St., Suite 2-A, New York, N.Y. 10014. Tel: (212) 242-0783. Pres. & Pgm Buyer: Martin Stecker; VP: Bruce Colfin; Ops. Dir.: Mitchell Hammer.
Supplies: Music.
Formats: Beta, VHS & U-matic cassette; CED disk.
Seeking: Music, sports.
 Vestron Video, PO Box 4000, 1011 High Ridge Rd., Stamford, Conn. 06907. Tel: (203) 968-0000. Telex: 4750118. Pres.: Jon Peisinger; VP Sales: Michael Olivier; VP Mktg.: Gordon Bossin.
Supplies: Feature films, music, sports, instructional.
Formats: Beta & VHS cassette; CED & LaserVision disk.
Seeking: Feature films, music, sports, instructional.
 Video-Audio Electronics Inc., 153 W. Fourth St., Williamsport, Pa. 17701. Tel: (717) 323-8756. WATS: (800) 233-8761. Pres. & Pgm Buyer: Frank L. Vognet; Sales Mgr.: Larry Seaman; Mktg. Dir.: Karhon Laubach.
Supplies: Instructional, family/general titles.
Formats: Beta, VHS & U-matic cassette.
Seeking: Music, sports, instructional.
 Video Dimensions, 110 E. 23 St., New York, N.Y. 10010. Tel: (212) 533-5999. Pres.: G.L. Ford; Sales Mgr.: Allan Greenfield; Pgm Buyer: C. Garrison.
Supplies: Feature films, cartoons, blooper, serials & vintage TV.
Formats: Beta & VHS cassette.
 Video Yesterday/Video Images, Box C, Sandy Hook, Conn. 06482. Tel: (203) 426-2574. WATS: (800) 423-0987. Pres.: J. David Goldin; Sales Mgr.: Jon Sonneborn.
Supplies: Feature films, vintage TV.
Formats: Beta & VHS cassette (Available in PAL mode).
 Warner Home Video Inc., 4000 Warner Blvd., Burbank, Calif. 91522. Tel: (213) 954-6000. Cable: WARBROS. Telex: (910) 498-4855. Sales Mgr.: Rand Blemeister; Pgm Buyer: Elyse Eisenberg.
Supplies: Feature films, music, sports, instructional.
Formats: Beta & VHS cassette; CED disk (through RCA), LaserVision disk (Summer 1983).
Seeking: Feature films, music, sports, instructional.
 Wizard Video Inc., 948 N. Fairfax, Los Angeles, Calif. 90046. Tel: (213) 656-6702. Telex: 181149. Pres.: Charles Band; Sales Mgr. & Pgm Buyer: Jerry Nieves.
Supplies: Feature films, music.
Formats: Beta & VHS cassette.
Seeking: Feature films, music.

WHOLESALE

For listings of computer/video games software & accessories wholesalers, refer to the Wholesalers section.



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New York City: 212-764-7866; Beverly Hills, California: 213-860-5316; Nashville, Tennessee: 615-748-8145.

Billboard
Top 25 Video Games
 Serves For Week Ending 8/20/83

These are the best selling home video games compiled from retail outlets by the Billboard research department.

This Week	Last Week	Weeks in Chart	Title	Copyright Owner/Manufacturer	Catalog Number
1	1	11	ENDURO	Activision	AK 200
2	2	21	CERTPEDE	Atari	CK 25
3	3	25	MS. PAC-MAN	Atari	CK 25
4	4	15	KEYSTONE KAPERS	Atari	CK 25
5	5	49	FROGGER	Parker Bros.	CK 25

New Video Releases

The listing of video releases is designed to enable wholesalers and retailers to be up-to-date on available new product formats including any Beta VHS (Video Home System), LaserVision, (LaserDisc), (LaserVision), and LV (LaserVision) where applicable, the suggested retail price of each title is given, otherwise, "No List" or "Special" is indicated. All information has been supplied by the manufacturers or distributors of the product.

Title	Copyright Owner/Manufacturer	Catalog Number	Price
MAUSOLEUM	Mirage/Garner, Bobbie Bronson	CEI RCA VideoDiscs 03039	\$29.95
MR MAGOO CARTOONS	CEI RCA VideoDiscs 03039	119.99	
MY TUTOR	Coran Keys, Matt Lattanz, Kevin McCarty, Irene Gatonka	Beta & VHS MCA Home Video	\$9.95
N F I FILMS	Pop Day Afternoon (Highlights Of Super Bowl XXIV)	Beta & VHS NFI Home Video	\$9.95
THE PRISONER OF ZENDA	Peter Sellers, Lynne Frederick, Lionel Jeffries, Eiko Shimizu, Jeremy Kemp	Beta & VHS MCA Home Video	\$19.95
QUICK DOG TRAINING	Barbaro Woodhouse	CEI Embassy Home Entertainment	\$29.95
THE QUIET MAN	John Wayne, Marston D'Hare	CEI RCA VideoDiscs 03004 (2)	\$29.95
ROLLING THUNDER	William DeVane	CEI Embassy Home Entertainment	No List
SAVANNAH SMILES	Bridgette Anderson, Mervyn Dineen, Dan Aykroyd, Peter Onorati	CEI RCA VideoDiscs 03004 (2)	\$29.95
SLAVE OF THE CANNIBAL GODS	Ursula Andress, Stacy Knech	CEI Embassy Home Entertainment	\$24.95
SOPHIE'S CHOICE	Michelle Pfeiffer	CEI Embassy Home Entertainment	No List

Billboard
Videocassette Top 40
 Survey For Week Ending 8/8/83

These are the best selling videocassettes compiled from retail sales, including releases in both Beta and VHS formats.

This Week	Last Week	Weeks in Chart	Title	Copyright Owner/Distributor	Catalog Number
1	1	11	ENDURO	Activision	AK 200
2	2	21	CERTPEDE	Atari	CK 25
3	3	25	MS. PAC-MAN	Atari	CK 25
4	4	15	KEYSTONE KAPERS	Atari	CK 25
5	5	49	FROGGER	Parker Bros.	CK 25

SALES

These are the most popular videocassette rentals, in both Beta and VHS formats, compiled from a survey of retailers and wholesalers.

This Week	Last Week	Weeks in Chart	Title	Copyright Owner/Distributor	Catalog Number
1	1	11	ENDURO	Activision	AK 200
2	2	66	JOHN FORD'S WAGONET A (TA)	RVC/RCA, RVC Video Corporation 042	119
3	3	7	HIGH ROAD TO CHINA	Warner Brothers Pictures, Warner Home Video	11309
4	4	4	THE VERDICT	CBS/Fox Video 1188	1188
5	4	25	AN OFFICER AND A GENTLEMAN	Paramount Pictures, Paramount Home Video	1467
6	5	5	HAD MAJ	Vestron V 4030	4030
7	5	15	AMPLIFIER II: THE SEQUEL	Paramount Pictures, Paramount Home Video	1489
8	7	8	ALICE IN WONDERLAND	Hill Country Home Video 35	35
9	11	38	STAR TREK & THE WILDMAN (TA)	Paramount Pictures, Paramount Home Video	1180
10	9	4	PLAYBOY'S PLAYMATE REVIEW	CBS/Fox Video 6255	6255
11	15	11	AMPLIFIER I	Paramount Pictures, Paramount Home Video	1305
12	9	14	FIRST BLOOD	TriStar/EMI 1573	1573
13	21	4	SHAMUS DUNBAR	TriStar/EMI 1573	1573
1	1	11	ENDURO	Activision	AK 200
2	2	5	THE VERDICT	CBS/Fox Video 1188	1188
3	3	13	FIRST BLOOD	TriStar/EMI 1573	1573
4	2	6	HIGH ROAD TO CHINA	Warner Brothers Pictures, Warner Home Video	11309
5	6	8	SOPHIE'S CHOICE	CBS/Fox Video 9075	9075
6	6	3	HAD MAJ	Vestron V 4030	4030
7	7	9	THE TOY	RCA/Columbia Pictures Home Video	10538
8	8	8	FRANCIS	Warner Brothers Pictures	1621
9	11	11	BEST FRIENDS	Warner Brothers Pictures, Warner Home Video	12765
10	10	10	MY FAVORITE YEAR	MCA/UA Home Video	800188
11	9	26	AN OFFICER AND A GENTLEMAN	Paramount Pictures, Paramount Home Video	1467
12	12	10	LOADS OF DISCIPLINE	Paramount Pictures, Paramount Home Video	1433
13	13	24	ROAD WARRIOR	Warner Brothers Pictures	1467

New On The Charts



"THE FINAL COUNTDOWN"

Vestron Video-23
 The nuclear carrier USS Nimz has been thrown back in time during routine maneuvers in the Pacific, Dec. 7, 1980. It reappears near Pearl Harbor on the same day in 1941 (just

ACCESSORIES

For listings of video accessories manufacturers, refer to the Accessories (Consumer) section.

WHOLESALE

For listings of prerecorded video wholesale companies, refer to the Wholesalers section.

See Advertisers Index Pages 288-289

PROMOTIONAL MERCHANDISING AIDS

AGI (Album Graphics Inc.) Consumer Prods., 115 W. 55 St., New York, N.Y. 10019. Tel: (212) 489-0793. Telex: (710) 581-5597. (Sales office only)
Sales offices: Hollywood, Calif., 424 N. Larchmont Blvd. Zip: 90004. Tel: (213) 462-0821. Telex: (910) 321-2327—Melrose Park, Ill., 1950 N. Ruby St. Zip: 61060. Tel: (312) 344-9100. Telex: (910) 226-0417.
Product: CHU-BOPS miniature bubblegum record album novelty featuring actual jacket artwork.
AdTees Corp., PO Box 608, Stanley Ave., Thomasville, N.C. 27360. Tel: (919) 475-0111. Pres.: Tim Batten; VP Mktg.: Tim Tucker.
Product: Customized T-shirts.
Album Globe Dist'n Co. Inc., PO Box 1569, Hendersonville, Tenn. 37075. Tel: (615) 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart.
Product: Posters.
ART CONCEPTS INC., 2037 Pontius Ave., Los Angeles, Calif. 90025. Tel: (213) 479-3971. WATS: (800) 421-0444. Pres.: Barry Blum.
Product: Gold & platinum record awards & acrylic displays. (SEE ADVERTISEMENT)

Artemis Inc., 556 Westport Ave., Norwalk, Conn. 06851. Tel: (203) 846-0828. WATS: (800) 243-6102. Telex: 965802.
Branch: New York, N.Y., 347 Fifth Ave. Zip: 10016. Tel: (212) 696-4082.
Product: Posters.
ARTIST FRAME GALLERY INC., 756 Bloomfield Ave., Verona, N.J. 07044. Tel: (212) 239-3738/8304. Pres.: Stanley Stark; Sales Mgr.: Doug Stark.
Product: Gold & platinum record award plaques.
Art Servs. Inc., 8221 Melrose Ave., Los Angeles, Calif. 90046. Tel: (213) 653-9033.
Product: "Gold record" commemorative plaques.
G Benson & Co. Printers Inc., 75 Spring St., New York, N.Y. 10012. Tel: (212) 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson.
Product: Posters, t-shirts, buttons/badges, satin-cloth labels.
Bert-Co. Ents. Inc., 1855 Glendale Blvd., Los Angeles, Calif. 90026. Tel: (213) 665-5137. Pres.: Sheldon Gunsberg; Sales Mgrs.: Hubie Marshall, Leslie Grundy.
Product: Posters.

Big Ed's Unlimited, 11141 Georgia Ave., Suite A-1, Wheaton, Md. 29092. Tel: (301) 949-9500.
Product: Customized T-shirts.
Blue Island Entertainment, 1446 N. Martel, Suite 3, Los Angeles, Calif. 90046. Tel: (213) 851-3733. Pres.: Bob Gilbert; Sales Mgr.: Fleming Colgate.
Product: Posters, T-shirts, satin jackets, keychains, patches, buttons & badges, photos, promo stationary.
Ron Boutwell Ents., 11842 Vose St., North Hollywood, Calif. 91605. Tel: (213) 764-1314.
Button Master, PO Box 129, Bridgeport, Pa. 19405. Tel: (215) 277-1966. Pres.: Alex Block; Sales Mgr.: Brian Tipler.
Product: Buttons.
C.P. Rock/California Posters, 6601 Elvas Ave., Sacramento, Calif. 95819. Tel: (916) 453-8675. Pres.: Richard F. Harris; Sales Mgr.: Don Erwin. (Distributor)

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Product: Posters, hats/caps, patches, buttons/badges, pins, decals, bumper stickers.

C & R GUITARS, PO Box 52370, Tulsa, Okla. 74152. Tel: (918) 747-1407
 Owner: Bill Rich.
 Product: Novelty pens. (SEE ADVERTISEMENT)

Chu-Bops, see AGI.

Color Craft Lithographics (div. of Super Prod's Inc.), PO Box 1569, Hendersonville, Tenn. 37075. Tel: (615) 822-5080. Pres.: Mike Shepherd; Sales Mgr.: Randy Pepper.
 Product: Posters.

Color Scan Servs. Inc., see Colorseps-Lithopreps.

Colorseps-Lithopreps Serv., PO Box 151, Lyndhurst, N.J. 07071. Tel: (201) 438-6729. Pres. & Sales Mgr.: Jesse G. Principato.
 Product: Posters.

Custom T-Shirt & Photo, PO Box 5712, High Point, N.C. 27262. Tel: (919) 885-0263.
 Product: T-shirts.

Dajim Corp., 1 Willow St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.
 Product: Plastic display aids.

Dejay Gold & Platinum Rec. Plaques Co., 3010 W. Burbank Blvd., Burbank, Calif. 91505. Tel: (213) 845-0744, 849-5347. Pres.: Dave Goldstein; Sales Mgr.: Jackie Goldstein.
 Product: "Gold & Platinum" record plaques.

Evelys Yours Inc., PO Box 16144, Memphis, Tenn. 38116. Tel: (901) 345-8698.
 Product: Posters, belt buckles, t-shirts, keychains, patches.

Ephemer Inc., PO Box 723, San Francisco, Calif. 94110. Tel: (415) 552-4199. Pres.: Jeff Erick; Sales Mgr.: Ed Polish.
 Product: T-shirts, buttons/badges.

Factors Etc. Inc., Geissler Park, Bear, Del. 19701. Tel: (302) 834-1625. WATS: (800) 441-7650.
 Product: Customized T-shirts & transfers, buttons & badges.

Graphic Design Inc., 23800 Amber, Warren, Mich. 48089. Tel: (313) 758-0480.
 Product: Posters.

A.C. Hampson Printing Co. Inc., 168 City Hill St., Union City, Conn. 06770. Tel: (203) 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: Ron Galant.
 Product: Posters.

Holoubek Studios Inc., 4712 N. 125 St., Butler, Wis. 53007. Tel: (414) 781-4800. WATS: (800) 558-0566. Telex: 269472. Pres.: Verne Holoubek; Sales Mgr.: Bill Hackett.
 Product: T-shirts & transfers, jackets, hats/caps, patches.

KEYSTONE PRINTED SPECIALTIES CO. INC., 321 Pear St., Scranton, Pa. 18505. Tel: (717) 346-1761. Telex: (510) 671-4619. Pres.: M.C. Fischer; Sales & Adv. Mgr.: Martin C. Fischer.
 Product: Record clocks & plaques. (SEE ADVERTISEMENT)

Laser Color Prints Inc., see Colorseps-Lithopreps.

Harold Luick & Assocs., 110 Garfield St., Carlisle, Iowa 50047. Tel: (515) 989-3679. Contact: Harold L. Luick.
 Product: Posters, t-shirts, jackets, hats/caps.

Melodee Ent's. Inc., PO Box 1010, Hendersonville, Tenn. 37075. Tel: (615) 329-9492. Pres. & Sales Mgr.: Dee Mullins.
 Product: Posters.

THE MERCHANDISING GUILD, 6163 Glen Alder, Los Angeles, Calif. 90068. Tel: (213) 462-0583. Owner: Lynn Schneider.
 Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, buttons & badges, embroidered satin jackets. (SEE ADVERTISEMENT)

Mike's Print Shop, 2507 Grim, Waco, Tex. 76707. Tel: (817) 752-2321.
 Product: T-shirts, hats/caps, buttons/badges.

Modern Album of Indiana Inc., 1299 Voorhees St., Terre Haute, Ind. 47808. Tel: (812) 235-6001.
 Product: Posters.

Olympic Litho Corp., 116 Nassau St., Brooklyn, N.Y. 11201. Tel: (212) 522-2400. Pres.: Marvin D. Frankel; Gen. Mgr.: Herbert Farber.
 Product: Posters.

One Stop Posters, 1001 Monterey Pass Rd., Monterey Park, Calif. 91754. Tel: (213) 263-7361.
 Product: Posters, buttons & badges.

Pedersen & Assocs., 11152 Fleetwood St., No. 10, Sun Valley, Calif. 91352. Tel: (213) 768-3122.
 Product: Posters.

PERSONALITIES INC., 8537 Atlas Dr., Gaithersburg, Md. 20877. Tel: (301) 963-3995.
 Product: Buttons, keychains, stickers. (SEE ADVERTISEMENT)

Photo Lith Int'l, 11821 Western Ave., Stanton, Calif. 90680. Tel: (714) 893-5037. Telex: 295244. Pres.: Jeffrey Cohen; Sales Mgr.: Thomas D. Gordon.
 Product: Posters, T-shirts & transfers, jackets, hats/caps, patches, buttons & badges.

Plymouth Mills, Empire State Bldg., Suite 5110, 350 Fifth Ave. Zip: 10118. Tel: 594-0120. Pres.: Alan Elenson.
 Product: T-shirts & sweatshirts, hats/caps.

Poser Prod's Ltd., 2210 Wilshire Blvd., Suite 444, Santa Monica, Calif. 90403. Tel: (213) 559-2375. Pres.: Lee McGloin; Bus. Mgr.: Linda Pelton.
 Home office: Canada.
 Product: "Gold & Platinum" record plating & framing servs.

Primo Ent's., 58-25 Brooklyn-Queens Expwy., Woodside, N.Y. 11377. Tel: (212) 898-5100.
 Product: T-shirts & sweatshirts, jackets, hats/caps.

Promedeus Arts Inc., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present.
 Product: Posters, belt buckles, T-shirts, jackets, hats/caps, keychains, patches, buttons & badges, tour passes & I.D.'s.

Q-A-I Inc., 640 Dell Rd., Carlstadt, N.J. 07072. Tel: (201) 460-0060; NYC: (212) 964-1714. Pres.: Steve Dauman; Sales Mgr.: George Ratowsky.
 Product: Posters.

Queen City Rec. Graphics, 9745 Mangham Dr., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl Burkhardt; Sales Mgr.: Sally Smith.
 Product: Posters.

Roach Inc., PO Box 16548, 2255 Westbelt Dr., Columbus, Ohio 43216. Tel: (614) 876-9951. WATS: (800) 848-7970 (outside Ohio).
 Branch: San Valley, Calif., 8430 Tujunga Ave. Zip: 91352. Tel: (213) 767-8300.
 Product: Customized T-shirts & hats.

Road Runner Tour Mdsq., 1112 N. Sherbourne Dr., Los Angeles, Calif. 90069. Tel: (213) 854-4400. Contact: John Coulter.
 Product: Posters, t-shirts, jackets, hats/caps, patches, buttons/badges.

Rockbill Inc., 130 W. 57 St., New York, N.Y. 10019. Tel: (212) 977-9680. Pres.: Jay I. Coleman; Exec. Dir.: Joshua C. Simons.
 Product: Posters.

ROSS-ELLIS LTD., 250 W. 57 St., Suite 402, New York, N.Y. 10019. Tel: (212) 586-2552. WATS: (800) 223-6105. Telex: 971639. (Sales office only)
 Home office: Canada.
 Product: Posters. (SEE ADVERTISEMENT)

V. S. RUNCO CORP., 1163 Chess Dr., Foster City, Calif. 94404.
 Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541, New York, N.Y. 10017. Tel: (212) 490-2787. Pres.: Jasper Samuel.
 Product: Posters, belt buckles, T-shirts, jackets, hats/caps, keychains, patches, buttons & badges.

The Shirt X-plosion Co. Inc., 5618 Lafayette Pl., Hyattsville, Md. 20781. Tel: (301) 277-4400.
 Product: Customized T-shirts.

Shorewood Packaging Corp., 10 E. 53 St., New York, N.Y. 10022. Tel: (212) 371-1500. Pres.: Paul Shore; Sales Mgr.: Ken Rosenblum.
 Product: Posters.

Starmakers Poster Corp., 8 W. 19 St., New York, N.Y. 10011. Tel: (212) 989-8906. Pres.: Eileen Miller; Sales Mgr.: Abe Weinberg.
 Product: Posters, T-shirts, buttons & badges.

Stenco Graphics, PO Box 2501, 5311 SW Ninth, Des Moines, Iowa 50315. Tel: (515) 285-6564.
 Product: Customized T-shirts.

TeeJays Mig Co. Inc., c/o Mark Ivey, 107 Rivera Dr., Florence, Ala. 35630. Tel: (205) 767-0560.
 Product: T-shirts & jerseys.

Threedim Prod's, 16925 Otsego St., Encino, Calif. 91316. Tel: (213) 789-3302. Owner: William Huggins.
 Product: 3-D photography.

Totto (div. of Jack Otto & Sons Inc.), 1127-9 Vine St., Cincinnati, Ohio 45210. Tel: (513) 621-1674. Pres.: Jack Otto; Sales Mgr.: David E. Otto.
 Product: Adhesive cloth tour passes & patches for concert & radio station promotions, posters, buttons & badges, window decals, concert tickets.

The T-Shirtery Inc., 1200 Menlo Dr. NW, Atlanta, Ga. 30377. Tel: (404) 351-9850. WATS: (800) 241-1052. Pres.: Jay J. Cohen; VP Sales; Paul I. Katz.
 Product: T-shirts, jackets, hats/caps, custom screen printing & precision embroidery.

The Ultimate Design Group, 730 W. Oregon, Milwaukee, Wis. 53204. Tel: (414) 276-5680.
 Product: Pewter pins, badges.

Universal Litho & Album Inc., 10120 NW 80 Ave., Hialeah Gardens, Fla. 33016. Tel: (305) 557-2552/2562. Pres.: Carlos O. Garcia; Sales Mgr.: Manny Sanchez.
 Product: Posters.

Warjo Promos, 145 W. 55 St., Suite 2E, New York, N.Y. 10019. Tel: (212) 245-7179.
 Product: T-shirts, jackets, hats/caps, keychains, patches, buttons & badges, specialty items.

Winterland Prod's, 890 Tennessee St., San Francisco, Calif. 94107. Tel: (415) 648-7700. Telex: 171762.
 Product: Posters, belt buckles, t-shirts, jackets, hats/caps, keychains, patches, buttons & badges.

Zap Ent's., 1251-3 Irolo St., Los Angeles, Calif. 90006. Tel: (213) 732-3781.
 Product: Posters.

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The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. Distributed labels are representative in some listings. Contact the distributor for complete catalog.

ALABAMA

• **ATTALLA (Area Code 205)**

Reliable Rec. & Tape Co., Box 6, Rt. 3, Zip: 35954. Tel: 538-6043 Owner. Singles, Albums & Tape Buyer. C.R. D'Neal. (Rec. & Tape RJ)

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1400 2nd Avenue North
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• **BIRMINGHAM (Area Code 205)**

MUSIC CENTER REC. DIST. INC., 1400 Second Ave. N Zip: 35203. Tel: 251-8252 Owner: Virgil C. Lugar Sr., Mgr. Albums, Singles & Tape Buyer Virgil C. Lugar Jr., Accessories Buyer Jim Lugar. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

ARIZONA

• **PHOENIX (Area Code 602)**

All Label West Inc., 3304 N. 27 Ave. Zip: 85017 Tel: 258-1542. Pres.: Cary Budin; VP & Gen. Mgr.: Bill Gleasman; Buyer: Cubby Fallis. (Rec. & Tape RJ)

Accessories: Memorex

Alta Dist'g Co. (div. of Alta Inds. Corp.), Southwest Div., 2950 W. Catalina Dr. Zip: 85017. Tel: 269-1411. Gen. & RJ Mgr.: Fairrel White; D & OS Mgr.: Rita Powell; Buyers: D Singles, Albums & Tape, Rita Powell; RJ Singles, Jim Brunner, RJ & Cutout Albums & Tape, Ken Kayes. (Rec. & Tape O & RJ), (Rec. & Tape OS as Alta One Stop)

Labels: ABKCO, Ala, CMH, Destiny Entertainment, Disney, GNP Crescendo, Laif, Living Language, Original Sound, Ranwood, Sesame Street Accessories: Alltop, BMI, Discwasher, Duracell, Dynasound, Fidelitone, Hartzell, Hohner, Le-Bo, Maxell, Memorex, Napa Valley, Pickering, Recoton, Savoy, Scotch, TDK, Transcriber, US Tron, Webcor.

Video game systems & accessories: Activision, CBS, Coleco, Imagic, Matel, Parker Bros., Pointmaster, US Games, Wico.

Alta One Stop (Rec. & Tape OS)—see Alta Dist'g Co.

Associated Dists. Inc., 3803 N. 36 Ave., Zip: 85019. Tel: 278-5584. Principal: Leonard M. Singer; Sales Mgr.: Gus Figueroa; OS Mgr.: Angela C. Singer. (Rec. & Tape O & OS)

Labels: Allegiance, Alligator, Antilles, Beverly Glen, Boardwalk, Chess, Concord Jazz, Contemporary, Fantasy, GRP, Hannibal, Highrise, Houston Connection, Lifesong, Malaco, Mango, Montage, Muse, PCM, Palo Alto, Philly World, Prelude, Profile, Quality, Rhino, Roulette, Rounder, Sounds of New York, Streetwise, Sugar Hill, Tommy Boy, Vanguard, Vintage, Windham Hill.

Smash Rec. Dists., 2909 W. Fairmount Zip: 85017 Tel: 264-5659. Owner & Mgr. Jackie Elgas; Singles Buyers, Jackie Elgas, Charlotte Harrington (Rec. OS)

• **TEMPE (Area Code 602)**

Pro One Stop, 901 S. Hohokam Dr. Zip: 85281. Owner: Jim Johnson, Mgr. Dutch Cramblitt; Export Mgr. Francisco Cervantes, Buyers: Albums, Dutch Cramblitt; Singles, Francisco Cervantes, Blank Tape, Carter Frey (Rec. & Tape OS, RJ & E/D)

ARKANSAS

• **LITTLE ROCK (Area Code 501)**

Discount Recs. Inc., 3400 S. University, Zip: 72204-6701 Tel: 565-0304

Owner: Jack Garner; Mgr. Mike Baugh; Buyers: Mike Baugh, Ed Tilley, Steve Harrison, Bernard Albright (Rec. Tape & Vid. Pgm. OS & RJ) Accessories: Audio Technica, Discwasher, Fidelitone, Peerless, Planstiel, Recoton, Savoy, Shure.

Video game systems & accessories: Atari, Coleco, Mattel Handleman Co., 6301 Forbng Rd Zip 72209 Tel 562 8800 (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich

• **WEST MEMPHIS (Area Code 501)**

Boss Ugly Bob Recs. & Tapes, 2316 E. Broadway, Zip 72301 Tel 735-6420 Mgr.: Brandon Catron (Rec. & Tape OS)

Home office: Memphis, Tenn

CALIFORNIA

• **BUENA PARK (Area Code 714)**

Brown Rec Dists Inc., 7342 Meirsoe St. Zip: 90621 Tel: 522-8351 (Rec. OS & E, Tape OS)

Accessories: Discwasher, Glory, Le-Bo, Marsand, Maxell, Memorex, Planstiel, Sound Guard, TDK

• **DAVIS (Area Code 916)**

Valley Rec. Dists., 720 Dine Dr., Suite D, Zip: 95616 Tel: 758-3501 Chief Exec.: Barney Cohen, Mgr.: Karl Reinling; Buyers: Albums & Tape, Karl Reinling; Singles, John Bonner; Accessories: Eileen Hendren (Rec. & Tape OS & RJ)

• **FULLERTON (Area Code 714)**

Music Operators Serv. Inc., 536 W. Commonwealth Zip 92632 Tel 879-1771. Owner & Mgr. Buddy Robinson, Buyers: Singles, Trudy Crawford, Albums, David Crawford (Rec. OS)

• **GARDEN GROVE (Area Code 714)**

Largo Music Corp., 7421 Anaconda Ave. Zip: 92641 Tel: 898-0507 Western Div. VP: Jack Griffith; Dpns. Mgr.: Michael Schwarzwath; Sales Mgr. Alan Burnside (Rec. Tape & Vid. Pgm. OS & RJ)

Home office: Columbia (Baltimore Metropolitan Area), Md
Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, WEA

RECORD SERV., 7421 Anaconda Ave Zip 92641 Tel 891-8140 VP & Gen Mgr. Jack Griffith (RJ)

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

A World Rec. Inc., 18413 Maas Ave., Torrance 90504 Tel 515-2550 Mgr. Mark S. Randell. (Rec. & Tape E)

Alhambra Dist'g Inc., 2720 W. Pico Blvd Zip 90006 Tel 733 0137 Telex: 686444 Mgr. Antonio Estevez (Rec. & Tape O & I)

Home office: Dpa Locka (Miami Metropolitan Area), Fla (See for prod distributed)

American Music Mktg Corp., 12455 Branford St. Unit 1, Arleta 91331 Tel 896-0877 Pres & Buyer Chet Coplen (Rec. & Tape O, RJ, I & E—budget lines, cutouts)

American Pie, 12222 Venice Blvd Zip 90066 Tel 391 4083 Mgr & Buyer Wayne Volat (Rec. OS & RJ)

Amex Recs Inc., 267 N. Lake Ave., Pasadena 91101 Tel 681 0271 (Rec. & Tape RJ)

Amigo Recs Dist., 2858 W. Pico Blvd Zip: 90006 Tel 735 1358 Local branch Top Hits Recs., 2854 W. Pico Blvd Zip 90006 Tel 731 9650 (Rec. & Tape O, OS, I & E)

Bob Andrews Recs., PO Box 7000-115, Redondo Beach 90277 Tel 378 9674 Owner & Albums Buyer Bob Andrews (Rec. O) Labels: Golden Era, Interplay, Jazz Chronicles, Outstanding, Straight Ahead Jazz, & others.

Rick Ballard Imports, 4319 Price St., No 8 Zip 90027 Tel: 467 8590 Sales Randall Kennedy (Rec. O, I & E)
Home office: Berkeley (San Francisco & Bay Area), Calif (See for prod distributed)

Baly Rec. & Tape Dists., 2525 W. Pico Blvd Zip 90006 Tel 487 2155 Owner, Mgr. & Buyer Isaac Baly (Rec. O, OS, RJ & I; Tape O & OS—Latin & Spanish prod. only)

Labels: Alhambra, Alto, Arcano, Arriba, Atlas, Audiomex, Borinquen, CBS, Caytomics, Dicesa, Disa, Discolando, Disneylandia, Fama, Freddie, Gas.

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Berkley Air Servs. Mktg., PO Box 91156 World Way, Zip: 90009. Tel: 674-6690. (Overseas transportation servs.)

Home office: Jamaica (New York Metropolitan Area), N.Y.

Bonaparte, 2334 E. Seventh St., Long Beach 90804. Tel: 434-0911.

C B S Recs., 1930 Century Park West, Century City 90067. Tel: 556-4708.

Branch Mgr.: Rich Kudolla; Sales Mgr.: Dennis Hannon. (Rec., Tape & Vid. Pgm. D—see New York, N.Y., office for prod. distributed)

CALIFORNIA MUSIC CO. ONE STOP, 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Pres.: James A. Short; Gen. Mgr.: Roy Bennett; Buyers: Albums, Nash Lazalde; Singles & Tape, Ron Vermette. (Rec. & Tape OS & E)

CALIFORNIA REC. DIST. INC., PO Box 6367, Glendale 91204; 1242 Los Angeles St., Glendale 91204. Tel: 245-6464, 246-8228. Owner: George Houghton; Sales Mgr.: Don Davis; Promo. Mgr.: Ted Migashioaka; Sales: Tony Jacobs. (Rec. D)

Branches: Berkeley (San Francisco & Bay Area), Calif.; Seattle, Wash.

Labels: Alligator, Arholio group, Audio Fidelity group, CMM, Chess, Columbia Special Prods., Concord Jazz, Creative World, Everest group, Fantasy group, First American group, Flying Fish, GNP, Glendale group, High rise, Hindsight, Jam, Kaleidoscope, Kicking Mule, Laurie, Malaco, Mark 56, Muse, Original Sound, Par, Palo Alto, Pausa, Prelude, Profile, Radiola, Ranwood, Rounder, Syntonic Research, Varese, Venture, & others. (SEE ADVERTISEMENT)

Cal Mex Int'l One Stop, 5849 E. Whittier Blvd. Zip: 90022. Tel: 261-6723. (Rec. D, OS, I & E; Tape D & OS)

Labels: ARV, Alhambra, Alshire, Arcano, Badboys, Billionaire, Cronos, Doubleshot, East Side Story, Eco, Falcon, Fama, Fania, Freddie, Fuego, Gas, Good Old Gold, Hi Oldies, Latin Int'l, Luna, Mares, Musart, Orfeon, Peerless, Profono, Pronto, Raf, Ramex, TH, TR, Whiz.

Imports: Mexican prod.

Accessories: AVM, BASF, Le-Bo, Plantone, Scotch, Watts, Wel-Mac.

Canterbury Recs. Inc., 805 E. Colorado Blvd., Pasadena 91101. Tel: 681-4922. Gen. Mgr.: Charles Gordon, Sec'y-Treas.: Leonard Gordon; Buyers: Singles, Jessi Bruno, Ellen Madison, Osborne, Charles Gordon; Tape, Jen niler Freedman. (Rec. & Tape OS, RJ & E)

Capitol Recs., 3117 San Fernando Rd. Zip: 90065. Tel: 258-3275. (Rec. & Tape D)

Other branches: San Francisco, Calif.; Norcross (Atlanta Metropolitan Area), Ga.; Park Ridge (Chicago Metropolitan Area), Ill.; Germantown, Md.; South Bloomington (Minneapolis-St. Paul Area), Minn.; New York, N.Y.; Cleveland, Ohio; Bethlehem, Pa.; Nashville, Tenn.; Dallas, Tex.

Labels: Accord, Angel, Blue Note, Capitol, EMI, EMI America, Gold Coast, Harvest, Liberty, MSS, Main Street, Montage, SRI (Spector Recs. Int'l), Seraphim, Townhouse.

CASSETTE PRODUCTIONS UNLIMITED INC., 46 S. Delaney St., Suite 24, Pasadena 91105. Tel: 449-0893. Pres.: William R. Guffy; VP: Jeffrey E. Baker; Sales Mgr.: Susan L. Dickinson; Eng.: Joel Brooks.

Accessories: Blank audio & video tape. (SEE ADVERTISEMENT)

CASSETTES UNLIMITED, 10995 Wrightwood Ln., Studio City 91604. Tel: 650-6510. Owner: Herbert S. Dale. (Tape D & I)

Distributes: deletions, cutouts, overruns, midline.

Accessories: Ultra Sound, custom tape. (SEE ADVERTISEMENT)

Cayre Inds of California Inc., Bonnie Brae Bldg., Suite 219, 1830 W. Olympic Blvd. Zip: 90006. Tel: 383-1386. (Rec. & Tape D)

Home office: New York, N.Y.; Caytronics Corp. (Rec. & Tape D, I, & E—see for prod. distributed)

CHAPMAN DIST'G CO. INC., 1212 S. Albany St. Zip: 90015. Tel: 749-9484.

Owner: Al Chapman; Mgr.: Herb Chapman; Buyers: Albums, Herb Chapman; Singles & Albums, Lou Cortez. (Rec. & Tape D)

Labels: Atlantic Int'l, Audio Arts, Birthright, Canaan, Capitol, Church Door, Columbia, Conversa-Phone, Crystal, Dictation Disc, Disneyland, Disneylandia, Essar, 49th State, Good News, Jewel, Jim Swaggert, Kids Stuff, Light, Living Language, MCA, Malaco, Maranatha, Monitor, Myrrh, Nashboro, New Birth, Outstanding, Pearl, RCA, Savoy, Sesame Street, Specially, Waikiki, Word, & others. (SEE ADVERTISEMENT)

City Hall Recs., 1444 15 St., No. 7, Santa Monica 90404. Tel: 451-3757.

Sales Mgr.: Debbie Shapiro. (Rec. & Tape D, I & E)

Home office: San Rafael (San Francisco & Bay Area), Calif. (See for prod. distributed)

City One Stop, 2521 S. Alameda St. Zip: 90058. Tel: 234-3336. Mgr.: Sam Ginsburg; Buyer: Mitch Perliss. (Rec. & Tape OS & E)

CREST CASSETTE CORP., 7031 Crest Rd., Palos Verdes 90274. Tel: 541-5201. Telex: 664884. Pres.: William DeMucci; VP: William F. DeMucci; VP Sales: Michael DeMucci.

Accessories: Blank audio & video tape.

Cut-It-Out Music, 11219 Randall St. B, Sun Valley 91352. Tel: 767-6803.

Owners: John Salas, Mike Colestock, Doren Rowland.

Distributes: cutouts.

D M Dist'g, 6277 Selma Ave., Hollywood 90028. Tel: 464-9667. Mgr.: Larry Lewis. (Rec. D)

Discos Latin Int'l Inc., 1644 S. Vermont Ave. Zip: 90006. Tel: 734-1527.

Owner: Jose A. Garcia; VP: Yanel Garcia. (Rec. & Tape D)

Branch: Chicago, Ill., Fernando Vian.

Labels: Fono Rex, Latin Int'l, Microfon, Pega.

E R A (ENTERTAINMENT REC'GS OF AMERICA), 445 W. Garfield Ave., Glendale 91204. Tel: 500-9366. Pres.: Lanny Lee; Gen. Mgr.: Penny Pendleton.

Distributes: rare & hard-to-find recs. (SEE ADVERTISEMENT)

EASTERN PACIFIC SDUNOS INC., 6325 De Soto Ave., Suite J, Woodland Hills 91367-2661. Tel: 884-2234. Telex: 6831109. FAX: (213) 708-1636 (GRP II/III). Acting Dir.: Doug Lexa; Sales & Mktg.: Brian Higgins, Albert Elegrino; Opns.: Willie Eatman, Vinny Golia. (Rec., Tape & Vid. Pgm. I & E—Japanese prod.) (SEE ADVERTISEMENT)

Entertainment Recs of America, 445 W. Garfield Ave., Unit 8, Glendale 91204. Tel: 500-9366. WATS: (800) 372-7788. Exec.: Lanny Lee; Gen. Mgr.: Penny Pendleton; Warehouse Mgr.: Chopra Nieto; Int'l Sales: Vera Collins; Nat'l Sales: Loretta Zarlanga; Buyer: Chico Brown. (Rec. D—hard-to-find & rare labels)

Faulty Dist'n, 633 N. La Brea, Suite A, Hollywood 90036. Tel: 931-1373. (Rec. D)

Home office: New York, N.Y. (See for prod. distributed)

Fernata Int'l Melodies Inc., 6290 Sunset Blvd., Suite 916, Hollywood 90028. Tel: 462-7473. TWX: (910) 321-4063. Cable: FERMATACAL. Owner: Enrique Lebendiger; Mgr.: Debora Frenkeli. (Rec. I)

Labels imported: Discos Premier, Fernata, Importa/Som, Peralla, Pick, RGE, Som/Maio, Young (all Brazil).

Garmisa Sales, 10457 Lindbrook Dr. Zip: 90024. Tel: 475-8884. Exec. & Buyer: Robert M. Garmisa; Mgr.: Art Effron.

Playback equip.: Audimec, Lindsay.

Accessories: Arista, BMI, Certron, Entertainment, Merald, Loose Leaf, No-relo.

GREENWORLD DIST'N, 20445 Gramercy Pl., Torrance 90501. Tel: 533-8075.

Labels: 5720103 Mng. Dis.: Steve Boudreau, William Hein, Mark Wesley, Wesley Hein; Overseas Purchasing: David Baker; Domestic Purchasing: Robbin Nagatoshi; Japanese Purchasing: Gary Gonzowski; Sales Mgr.: Jim Snowden; Export: Anna Abbott; Adv. Mgr.: Peter Heur. (Rec. & Tape D, I & E)

Labels: Akron Standard, Bemisbrain, Better Youth, Bomp, Enigma, Europa, 415, Frontier, Hannibal, ICI Sanoblast, Index, LAFMS, New Alliance, Ralph, Reachout Int'l, Rhino, Rough Trade, Shrapnel, SST, Smoke Seven, Subterranean.

Labels imported: Ace (UK), Barclay (France), Canyon (Japan), Carrere (France), Charly (UK), Cherry Red (UK), EMI (France, Germany, New Zealand, UK), 4 AD (UK), Greenleaves (UK), Heavy Metal (UK), Island (Japan, UK), MCA (Japan, UK), Naive (UK), PRT (UK), PolyGram (France, Germany, Japan, New Zealand), RCA (Japan, New Zealand, UK), Recommended (Japan, UK), Rough Trade (Germany, Japan, UK), Sky (Germany), Teidec (Germany), Union (Norway), Virgin (Japan, New Zealand, UK), & others. (SEE ADVERTISEMENT)

Handleman Co., 9700 Bell Ranch Dr., Santa Fe Springs 90670. Tel: 946-4431. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

Hollywood One Stop, 8010 Rothdahl Trail, Hollywood 90046. Tel: 650-1758.

Exec.: Craig Chasen; Mgr.: Renee Petri; Buyer: Michael Mefford; Promo.: Jana Geber. (Rec. & Tape OS)

Important Rec. Dist. Inc., 14505 Hindry St., Lawndale 90260. Tel: 644-

9783. Telex: 653562. FAX: 644-7036. Gen. Mgr.: Cliff Cullerri. (Rec. & Tape D & I)

Home office: Jamaica (New York Metropolitan Area), N.Y. (See for prod. distributed)

Inspirational Music, 18108 Parthenia St., Northridge 91328. Tel: 987-2911.

Owner: Hugh H. Edwards; Mgr.: Bruce R. Edwards; Buyers: Hugh H. Edwards, Cheryl Wellcome, Cory Elliot. (Rec. & Tape D)

Labels: Alexandria House, Benson, Calvary, Challice, Chapel, Cherry Lane, Christian World, Clarion, Good Life, Heartland, Hineni, Hope, Jim, Kenneth Copeland, Last Days, Lexicon, Lilienas, MCA, Manna, Maranatha, New Life, One Way, PTL, Peter Pan, Praise, Priority, Rainbow, Ranwood, Sparrow, Star-Glo, Starshine, Voice Box, WEA, World, Zondervan.

J D C REC. DIST. S., 2737 S. Pacific Ave., San Pedro 90731. Tel: 519-7393. Telex: 4992046. Gen. Mgr.: Jim Callion; Sales Mgr.: Pebo Rodriguez. (Rec. D, OS, I & E)

Labels: Ariel, Heat, JDC, Kommander, Megatone, Moby Dick, Montage, Radar, Rapper's Rap, Saturn, Streetwise, TSR, Telearstar, Wave, West End. (OS for 12" labels) (SEE ADVERTISEMENT)

J L X Audio/Video Export/Import, 9950 Liebe Dr., Beverly Hills 90210. Tel: 650-0206. Pres.: Joseph Lax. (Rec. & Vid. Pgm. I & E)

JEM Recs. West Inc., 18629 Topham, Reseda 91335. Tel: 996-6754. VP: Mark Ferulian; Gen. Mgr.: Bob Say; Sales Mgr.: Greg Biggs. (Rec. & Tape D & I)

Home office: South Plainfield, N.J. (See for prod. distributed)

John's Music, 11020 S. Main St. Zip: 90061. Tel: 755-1165. Owner: John L. Jackson; Mgr.: Marie Jackson. (Rec. OS)

KANDAMERICA INC., 5112 Walnut Grove Ave., San Gabriel 91776. Tel: 286-6611. Telex: 675337. Pres.: Toshi Fujimoto; VP: Birgitta Landmark; Mgr.: Takashir, T. Akasoff. (Rec. Tape & Vid. Pgm. E) (SEE ADVERTISEMENT)

LA CITE FRENCH REC. SALES, 2306 Westwood Blvd. Zip: 90064. Tel: 475-0658/0095. Telex: 181210. Owner: Lou Plauzoles. (Rec. & Tape I)

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Labels: ABC, Backstreet, Black Label, Churchill, Coral, Headfirst, LARC, MCA, Motown group, Permian, Promise, Rocshire, Songbird, Sparrow, Vocalion.

Video program lines: MCA, Pacific Arts.

Metrol Video Dist. Inc., 2020 Broadway, Santa Monica 90404. Tel: 453-0521.

Home office: New York, N.Y.

Musica Latina Inc. (G&G Rec. Dist.), 2360 W. Pico Blvd. Zip: 90006. Tel: 385-2151. (Rec. D, OS & RJ; Tape D)

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 Music Brokers, 2651 W. Pico Blvd. Zip: 90006. Tel: 386-4937. Exec.: Robert Alan; Mgr.: John Mehoff; Buyers: Kristi Griffiths, Dwight Milsap. (Rec. & Tape OS)
 Nottingham Inds., 6723 Hollywood Blvd., Hollywood 90028. Tel: 469-0776. Mgr.: Todd Ramcke. (Rec. & Tape OS & E, Vid. Pgm. E)
 Pickwick Dist'n Cos., Rack Servs. Div., 7100 Tujunga Ave., North Hollywood 91605. Tel: 764-5050. Branch Mgr.: Wayne Olson; Sales Mgr.: Ray Chambers. Buyer: Bob Kronenberg. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 PolyGram Dist'n Inc., 1930 Century Park West, 2d fl. Zip: 90067. Tel: 277-1412. Reg'l VP: Bill Follett; Branch Mgr.: Kenny Hamlin. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Precision Sound Mktg. Ltd., PO Box 534, Seal Beach 90740. Tel: 430-8612. Rep.: Kirk Andreason. (Rec. D & E)
 Home office: Mountlake Terrace (Seattle Area), Wash. (See for prod. distributed)
 Pyramid Dists., 527 Hill St., Santa Monica 90405. Tel: 399-2222. Owner: Mike Anderson. (Rec. D)
 Labels: Awakening, Celestial Harmonies, Chandi, Global Pacific, Heavenly Music, Synchronic Research, Unity, Windham Hill, Wind Song Sounds.
 R C A & A&M & Assoc'd Labels, 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4066. Reg'l Mktg. Dir.: Bill Graham; Branch Mktg. Mgr.: Jim Bego; Field Mktg. Mgr.: Curt Swedlow. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
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 AudioSource, 1185 Chess Dr., Foster City 94404. Tel: 574-7585. Owner: Norman Olson; Sales Mgr.: Laurence Lurie. (Rec. & Tape I & E)
 Labels: Accent (Belgium), Astree (France), AudioSource (USA), Bluebell (Sweden), JVC (Japan), Mark Levinson (USA), Lynnx (France), Nippon Phonogram (Japan), Phoenix (UK), Polyhymnia (Norway), Proprius (Sweden), Ricercar (Belgium), Sound Storage (USA), Valois (France), Pierre Verany (France).
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C B S Recs., 175 N. Redwood Dr., Suite 130, San Rafael 94903. Tel: 499-9490. Branch Mgr.: Jerry Pitti. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
California Rec. Dist's Inc., 10 & Parker, Berkeley 94710. Tel: 486-2091. Sales: Donn Sanders; Promo: Mike Wright. (Rec. D)
Home office: Glendale (Los Angeles Metropolitan Area), Calif.
Capitol Recs., 185 Berry St., Suite 4805. Zip: 94107. Tel: 543-3202. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed).
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Home office: Nashville, Tenn.

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PolyGram Dist'n Inc., 70 Via Belardo, Greenbrae 94094. Tel: 461-6735. Contact: Larry Smith. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)
Precision Sound Mktg. Ltd., 1314 Lanakai Dr., No. 15, Apt. E, Tel: 798-3389. Rep.: Scott Kendall. (Rec. D & E)
Home office: Mountlake Terrace (Seattle Area), Wash. (See for prod. distributed)
RCA & A&M & Assoc'd Labels, 1 Executive Park Plaza, No. 5, Thomas Mellon Circle, Suite 130. Zip: 94134. Tel: 468-5550. Mgr.: Charlie Rice. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
Rivera Ent's., 521 Valencia St. Zip: 94110. Tel: 626-1212. Pres. & Gen. Mgr.: M. Castillo Rivera; Mgr.: L. Vargas Rivera; Buyers: Singles, Fatima Escobar, Albums, M. Castillo Rivera. (Rec. & Tape D, I & E)
Rough Trade Inc., 326 Sixth St. Zip: 94103. Tel: 621-4307. Telex: 6771141.

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Warner/Elektra/Atlantic Corp., 680 Beach St., No. 460. Zip: 94109. Tel: 441-6111. Sales Mgr.: Bill Perasso. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Western Rec. Sales, 5021 Seaport Ave., Richmond 94804. Tel: 235-8840. Owner & Mgr.: Vern Cupples. (Rec. & Tape D & RJ)
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• SANTA ANA (Area Code 714)

ABBNEY ROAD REC. DIST., Bldg. B, 1516 E. Edinger St. Zip: 92705. Tel: 972-1661. Owner & Mgr.: Bruce Ogilvie; Buyers: Singles, Dean Esgrow; Albums & Tape, Norman Nessis; Accessories: Bruce Ogilvie. (Rec. & Tape OS & E)
Labels: A&M, Arista, Atco, Atlantic, Beverly Glen, Capitol, Casablanca, Columbia, Concord Jazz, Cotillion, EMJ/America, Elektra/Asylum, Fantasy, Geffen, IRS, Inner City, Island, London, Mango, Mercury, Motown, Planet, Polydor, Profile, RCA, RSO, Reprise, Ryca, Rolling Stones, Sire, Solar, Tommy Boy, United Artists, Warner Bros.
Playback equip.: Audimax, MCE.

Video game systems: Atari, Imagic.
Accessories: Action Leathercraft, Allsop, Audio Magnetics, BMI, Brightco, Discwasher, Duracell, Dynasound, Hagerstown, K-2-8, Le-Bo, Maxell, Memorex, Napa Valley, PD Magnetics, Planstiel, Sound Guard, Sparomatic, TDK, Winterland. (SEE ADVERTISEMENT)

• SUNNYVALE (Area Code 408)

Respond Int'l Recs. Inc., PO Box 62015. Zip: 94088; Miraloma Business Park, 1190 Suite Y, Miraloma Way. Zip: 94086. Tel: 245-1351. Pres.: Ronald L. Akin; VP Ops.: P.A. dela Cruz. (Rec. & Tape D, I & E)
Labels: Blackgold, Jem, Mico, Octoarts, Vicor, WEA/Dyna, Wonderland (all Philippines); Asahi, Canyon, Disco, King, TV, Tokuma, URC (all Japan).

COLORADO

• BOULDER (Area Code 303)

Backroads Dists., 530 S. 46. Zip: 80303. Tel: 499-1136. Exec.: Lloyd Barde; Mgr.: Rhonda Eskelson. (Rec. D)
Labels: Avocado, Awakening, Celestial Harmonies, Cheshire, EGS, Ether Ships, Fortuna, GRD, Golden Flute, Halpern, Heavenly, Heru, Hummingbird, Kaleidoscope, Kuckuck, Lisem, Living Music, Magi, Philo, Rising Sun, Rounder, Spirit, Syntonic Research, Unity, Windham Hill, Wind Song.

REFERENCE PLAYBACK MINTG. LTD. (RPM), PO Box 1008. Zip: 80306. Tel: 440-0600. Owner, Albums & Tape Buyer. R. Tobias Knobel; Mgr.: LuAnne Bolognue. (Rec. & Tape D)
Labels: American Gramophone, DBX, Delos, Direct Disk, JVC, Realtime, Mobile Fidelity, Nautilus, Realtime, San Francisco Sound, Sefel, Sheffield, Sweet Thunder, Telarc, Umbrella, Windham Hill.
Accessories: Last, Nagaoka.

• DENVER AREA (Area Code 303)

Alpha & Omega Dists. Inc., 7100 Broadway, Bldg. 6, Unit H. Zip: 80221. Tel: 429-4046. (Rec. D, OS & RJ)
Big State Denver, 2186 S. Holly, Suite 104. Zip: 80222. Tel: 759-8500. Sales: Roger Christian; Promo.: Debebe Shell. (Rec. & Tape D)
Home office: Dallas, Tex. (See for prod. distributed)

C M D Sales Co., 6721 E. Cornell. Zip: 80224. Tel: 692-9565. Owner, Mgr. & Singles Buyer: Ronald J. Staggs. (Rec. & Tape OS; Rec., Tape & Vid. Pgm. RJ)
Accessories: Maxell, Savoy, Soundsaver, TDK, Tracs, Transcriber.
Christy's Rec. Sales, PO Box 367, Westminster 80030. Tel: 428-8796.

Owner, Singles, Albums & Tape Buyer: Christina Marquez. (Rec. & Tape OS)

D L M Music Dists., 4775 Lima St. Zip: 80239. Tel: 371-3260. VP: Larry Gentry; Mgr.: Mel Nimon; Albums & Tape Buyer: N. Savastinuk. (Rec. & Tape OS)
Accessories: Discwasher, Maxell, Memorex, TDK.

Dandelion Dist'n, PO Box 18908. Zip: 80218. Tel: 393-8580. Owner, Mgr. & Buyer: Susan Fraser. (Rec. & Tape D)

Labels: Aeolus, Affinity, Allegra, Ars pro Femina, Carolsdatter, Cassandra, Even Keel, Galaxia, Learning Through Movement, Lima Bean, Lucy, Olivia, Open Door, Origami, Out from Under, Pleiades, Redwood, Riverbear, Rosetta, Sea Friends, Sisters Unlimited, Sweater, Terrapin, Urana, Women's Wax Works.

Danjan Music Inc., 10625 E. 47 Ave. Zip: 80239. Tel: 373-1763. Owner: Phil Lasky; Pres.: Evan Lasky; Ops. Mgr.: George Hill; Buyers: Len Rokosz, Ric Gourlay. (Rec. & Tape OS)
Branch: Tukwila (Seattle Area), Wash.

Handleman Co., 4860 Nome St. Zip: 80239. Tel: 373-1420. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

Infal Recs. Inc., 2217 Champa St. Zip: 80205. Tel: 295-2168. Owner & Buyer: Victor M. Hernandez. (Rec. & Tape OS, RJ & I)

M C A Dist'g Corp., 2323 S. Troy St., Suite 107, Aurora 80014. Tel: 755-6470. Branch Mgr.: John Frie. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Mountain Coin Machine Dists., 300 W. 53 Pl., Unit B. Zip: 80216. Tel: 620-9350. Owner: Elden Kingston; Gen. Mgr.: Marty Cern. (Rec. OS)

Pickwick Dist'n Cos., Rack Servs. Div., 11720 E. 49 Ave. Zip: 80239. Tel: 371-0900. Mgr.: Al Wosk; Buyer: Lydia Monchak. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

R C A & A&M & Assoc'd Labels, 6000 E. Evans Ave., Bldg. No. 1, Suite 120. Zip: 80222. Tel: 759-8181. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Sound/Video Unlimited, 150 Rio Grande Blvd. Zip: 80223. Tel: 629-1960.
Home office: Niles (Chicago Metropolitan Area), Ill.

W M Dist'g, 4105 Holly St. Zip: 80216. Tel: 320-4660. Mgr.: Rusty Carnes; Ass't Mgr.: Bob Krug; Buyer: Steve Lee. (Rec. & Tape D), (Rec. & Tape OS & RJ as Western Mdrs. Inc.)
Home office: Amarillo, Tex., Western Mdrs. Inc.

Labels: ASI, AVI, Abkco, Amerama, Antilles, Cachet, Chrysalis, Churchill, Cream, Disneyland, Fantasy, Faulty, First American, GRP, IRDA, Jeremiah, Laff, Mango, Washboro, October, PBR, Pacific Arts, Pausa, Plantation, Prelude, Prism, Project 3, Ranwood, Romero Brothers, Rounder, Scorpion, Shelby Singleton, Soul City, TMS, Tioch, Vanguard.

Warner/Elektra/Atlantic Corp., Bldg. 103-A, 2343 S. Troy, Aurora 80014. Tel: 750-4850. Sales Mgr.: Randy Patrick. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

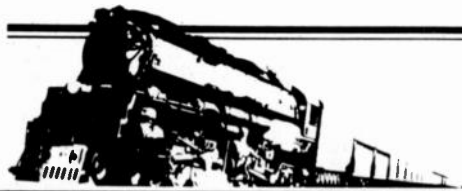
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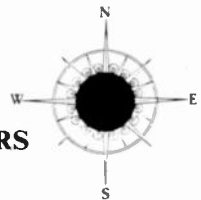
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• GEORGETOWN (Area Code 203)

Take Home Tunes, PO Box 496, Zip: 06829. Tel: 544-8288. (Rec. D)

• HAMDEN (Area Code 203)

Roger Brouso Phonograph Recs., 24 Scott St. Zip: 06514. Tel: 288-3838. Owner & Buyer: Roger Brouso. (Rec. DS)

• HARTFORD AREA (Area Code 203)

Aquarius Dists. of New England Inc., 479 Park Ave., East Hartford 06108. Tel: 278-4061. Pres., Mgr., Singles & Albums Buyer: Marvin Gmsburg; Promo: Tracy Garneau. (Rec. & Tape D)

Labels: Ariola, Arista, Becket, Brunswick, Buddah, Dakar, Disneyland, Europa, GRP, Gusto, K-Tel, Mushroom, Nostalgia Lane, Novus, Power Pac, Prism, RFC, Ranwood, Savoy, Starday, Sugar Hill, Superscope, Sultra, Vista, West End.

Accessories: Discwasher, Maxell, Memorex.

Central Rec. & Tape Dists. Inc., 145 S. Satellite Rd., South Windsor 06704. Tel: 528-2171. Owner: Edward E. Stein; Mgr.: Robert L. Hoyt; Buyers: Singles, Gary Gilmore; Albums, Robert L. Hoyt. (Rec. & Tape DS & RJ) Gemini Sales, see One Stop Music.

Indie Rec. Label Dist. Inc., PO Box 315, 145 S. Satellite Rd., South Windsor 06074. Tel: 528-2139/2130. Owners: Edward E. Stein, Robert L. Hoyt; Mgr. & Buyer: David Block. (Rec. D)

Labels: Alligator, Arhoolie, Bert & I, Biograph, CMH, County, Delmark, Europa, Everest/Tradition, Flying Fish, Folk Legacy, Folkways, Front Hall, Green Linnet, Jeremiah, June Appal, Kaleidoscope, Kicking Mule, New Black Eagle, Newworld, Philo, Rebel, Rhino, Rooster, Rounder, Shanachie, Stash, Steeplechase, Stinson, Sugar Hill, Syntonic Research, Titanic, Towerhill, Waterhouse, Windham Hill, & others.

One Stop Music Serv./Gemini Sales, 24-26 Clark St., East Hartford 06108. Tel: 528-3023. Owner: Richard J. Godlewski. (Rec. D)

Labels: Bert & I, CMH, Columbia Special Prods., Conversa-phone, DRG, Discocorp (Bruno Walter), Dyno, Environment, Fiesta/Grecophon, Haydn Society, Living Language, Monitor, Muse, Peter Pan, Sesame Street, Varese, Vox/Turnabout.

Accessories: (One Stop Music) Memorex, Sony; (Gemini Sales) Allsup, Arista, Channel Master, Discwasher, G&R, Mura, Rembrandt, Sony, South River, TDK.

• NEW CANAAN (Area Code 203)

Muscsmith Inc., 103 Main St. Zip: 06840. Tel: 972-0002. (Rec. & Tape DS)

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

African Rec. Centre Dists. Ltd. (ARC Rec. Dists.), 1316 U St. NW. Zip: 20009. Tel: 462-0659. Mgr.: Mark Jackson. (Rec. D & DS)

Home office: New York, N.Y. (See for prod. distributed)

Black Fire Dists., PO Box 38054, Zip: 20020. Tel: 397-3572. Owner & Pres.: James B. Gray; VP & Gen. Mgr.: Plunky Nkabinde; Albums Buyer: Jimmy Gray. (Rec. D)

Labels: AKBA, Atumpen, Bet Car, Black Fire, Cosmic Fire, Divine, Free-lance, Hugo's, IPS, Idibib, SRP, Strata, Third World, Tribe, Triumph, Ujamaa.

R A S Recs., PO Box 40804, Zip: 20016. Tel: (301) 946-0525 (Rec. I & E)

Labels: African Museum, Alligator, CSA, Clappers, Congo Ashanty, Disc Pressure/Hi Note, Dread at the Controls, Dynamic, GG's, Greensleeves, Heartbeat, Hitbourin, Jah Life, Jammy's, Joe Gibbs, Kaya, Live & Learn, Manze, Message, Mun Rock, Negus Roots, Nighthawk, RAS, Rockers, Shanachie, Solomonik, Sonic Sounds, Studio One, Sunpower, Surrey, TR Int'l, Techniques, Treasure Isle, Trojan, Tuff Gong.

Warner/Elektra/Atlantic Corp.—Tel: 475-6505—also see Greenbelt, Md., listing.

FLORIDA

• FORT LAUDERDALE AREA (Area Code 305)

Metro Video Dists. Inc., 2300 W. Oakland Park Blvd. Zip: 33311. Tel: 731-3688.

Home office: New York, N.Y.

Sid's Recs. & Tapes Inc., 2900 E. Sunrise Blvd. Zip: 33304. Tel: 563-9278. 565-5855. Owner: Sidney Debin; Mgr. & Buyer: Skip Asbury. (Rec. OS)

• JACKSONVILLE (Area Code 904)

Dabill Rec. & Tape Serv., 115 W. Adams St. Zip: 32202. Tel: 353-0080. Pres. Marjorie C. Lvert; Mgr., Singles, Albums & Tape Buyer: William E. Bin-kley Jr. (Rec. & Tape OS & RJ)

Juke Box One Stop Inc., 4606 Shirley Ave. Zip: 32210. Tel: 387-5489. Mgr.: Sandy Dopson. (Rec. DS & E)

Home office: Miami, Fla.

• MIAMI METROPOLITAN AREA (Area Code 305)

Alhambra Dist'g Inc., 4380 NW 128 St., Opa Locka 33054. Tel: 685-8396. Telex: 522178. Exec. VP & Gen. Mgr.: Enrique Inurreta Jr.; Promo Mgr.: Betty Diaz. (Rec. & Tape D & I)

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B B Recs., 7317 NW 79 Terr. Zip: 33166. Tel: 887-4359. Pres: Bernard Bin-
nick. (Rec. E—closeout singles & albums)
JERRY BASSIN INC., 20223 NE 15 Court, North Miami Beach 33179. Tel:
651-0687. Pres.: Jerry Bassin; VP: Alan Shapiro; Dpns. Mgr.: Bunky Wil-
son; Sales Mgr.: Dee Wilson; Buyers: Albums, Mario Ayalon; Singles,
Steve Wilson. (Rec. & Tape D, OS & E)
Labels: Canaan, Creed, Dayspring, Light, Living Language, Maranatha,
Myrrh, Nashboro, Word.
Accessories: Alltop, Discwasher, Maxell, TDK. (SEE ADVERTISEMENT)
Cayre Dist. of Florida Inc., 9551 SW 29 Terr. Zip: 33165. Tel: 221-3050.
(Rec. & Tape D)
Home office: New York, N.Y., Caytronics Corp. (Rec. & Tape D, I & E—see
for prod. distributed)
Florida-Rock Inc., 7317 NW 79 Terr. Zip: 33166. Tel: 887-4359. Owner &
Mgr.: W. Patrick Ernst. (Rec. D & E)
Labels: Florida-Rock, King Bee; also distributes cutouts, oldies.
International Music Recs. & Tapes, 7806 NW Seventh Ave. Zip: 33150. Tel:
691-3493. Owner: L.L. Dean; Mgr.: B. Bryant; Buyer: C. Simmons. (Rec.
& Tape RJ), (Rec. D—cutouts)
Juke Box One Stop Inc., 1543 NW 165 St. Zip: 33169. Tel: 624-8315. Owner
& Mgr.: Paul Yoss; Buyer: Bill Reed. (Rec. OS & E)
Branch: Jacksonville, Fla.
KENYON ENTERTAINMENT CORP., 8191 NW 91 Terr., Bldg. A, No. 1, Medley
33166. Tel: 883-5665. Owner: Joe Stanzone; Buyer: Paul Schreiber.
(Rec. & Tape D; Rec. OS & E—reggae prod.)
Labels: Accord, Alligator, Antiles, Cicada, Discwasher, Circle Sounds,
Clocktower, Joe Gibbs, Greensleeves, Heartbeat, Intense, Ital Ites, JJ,
K&K, Mango, Message, Moodisc, Nighthawk, Platinum Express, Roots,
Rounder, Shanachie, Solomon; Top Ranking.
Accessories: Alltop, Discwasher, Hagerstown, Le-Bo/Peerless, Maxell
Recotone. (SEE ADVERTISEMENT)
M C A Dist'g Corp., 7370 NW 36 St., Suite 133, Zip: 33166. Tel: 592-5140.
Reg'l Dir.: Carl Michelakos. (Rec., Tape & Vid. Pgm. D—see Los Angeles,
Calif., office for prod. distributed)
M J S Entertainment of Florida Inc., 8228 NW 56 St. Zip: 33166. Tel: 592-
6085. Pres.: Al Zamora; D Sales Mgr.: Fred Held; E & OS Sales Mgr.:
Cindy Barr; Buyers: Singles, Je'Y MacDonald; Albums, Gary Kulla; Dpns.
Mgr.: Bill Fradera. (Rec. & Tape D & OS), (Rec. & Tape E as MJS Int'l Inc.)
Branch: Atlanta, Ga.
Labels: Antilles, Aria, Becket, Chalet, Cyclops, Emergency, Fantasy, Ga-
laxy, Importe/12, Mango, Megatone, Milestone, Moby Dick, Next Pla-
teau, Philly World, Prelude, Prestige, Prism, Profile, Quality/RFC, Sam,
Shanachie, Sleeping Bag, Sounds of New York, Star, Streetwise, Sugar
Hill, Sugarscoop, Sunergy, Sunmyview, Sutra, Tommy Boy, Vanguard,
Wave, Westend, & others.
Accessories: BASF, Certron, Discwasher, Duotone, Fuji, Le-Bo, Maxell,
Memorex, Recotone, Savoy, Sony, TDK.
M & M Recs. Dist. Inc., 501 W. 28 St., Hialeah 33010. Tel: 887-4522. Owner
& Buyer: Manuel J. Mato; Mgr.: Mariano Rodriguez. (Rec. & Tape D, OS &
RJ)
Labels: Atlas, Lad, Th. Velvet.
M S Dist'g Co., 1543 NW 165 St. Zip: 33169. Tel: 620-1070. Sales Mgr.: Bob
Wilder. (Rec. & Tape D)
Home office: Morton Grove (Chicago Metropolitan Area), Ill.

Morbros Inc./Mr. Mostalgia, PO Box 414201, Miami Beach 33141. Tel: 538-
7772. Owner, Singles, Albums & Tape Buyer: Charles P. Morrison. (Rec. &
Tape D)
Labels: Aircheck, Ajax, Audiophile, Bandstand, CIF, Circle, Conversa-
Phone, Curtain Calls, Discovery, Fanfare, First Heard, Golden Era, Hep,
Hollywood Sound Stage, Jazzology, Joyce, Kay-Dee, Major Sound Effects,
Monitor, Monmouth-Evergreen, Musicraft, Phantastic Nostalgia, Radiola,
Sandy Hook, Soundcraft, Sound Effects, Soutrak, Spokane, Stash, Sun-
beam, Swing House, Totem, Trend, & others.
Musical Recs. Co./Musical Tapes Inc., 780 W. 27 St., Hialeah 33010. Tel:
887-2638. Pres.: Eliseo Valdes; Gen. Mgr.: Lazaro Fernandez; Nat'l
Promo. Mgr.: Alba Cagan. (Rec. & Tape D, OS & RJ), (also Rec. D as Sun-
shine Rec. Dist.)
Branches: Los Angeles, Calif.; San Antonio, Tex.
Labels: Baby, Belter, Buena, Discuba, Eco, Eli, Fuentes, Musart, Orfeon.
PolyGram Dist'n Inc., 8125 NW 53 St., Suite 101. Zip: 33166. Tel: 592-7970.
Mgr.: Larry Hensley. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)
R C A & Assoc'd Labels, 3300 N. 29 Ave., Hollywood 33020. Tel: 923-
5628. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
Recordland Export Inc., 1711 W. 38 Pl., Hialeah 33012. Tel: 823-2456. Mgr.:
Reinaldo Llabona. (Rec. & Tape E)
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Specialty Dist. Inc., PO Box 4155, Normandy Sta., Miami Beach 33141. Tel:
758-0000. Pres.: W. Jay. (Rec. & Tape D)
Labels: Bon-Haitian, Bonfire, Drum Boy, Espanol, Jay Jay, Polka Tone,
Variety, White Eagle.
Accessories: Ampex, Gayo, Hickory.
Sunshine Rec. Dist. (Rec. D)—see Musical Recs.
United Rec. & Tape Inds. Inc., 9880 NW 77 Ave., Hialeah Gardens 33016.
Tel: 821-3100. Bd. Chm.: Allan Wolk; Pres.: Sydney Silverman; Branch
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Pres.: Angel Tamargo; Mgr.: Harry Blogg. (Vid. Pgm. D, OS & RJ)
Warner/Elektra/Atlantic Corp., 6555 NW 36 St., Virginia Gardens 33166.
Tel: 871-2090. Sales Mgr.: Dave Benjamin. (Rec., Tape & Vid. Pgm. D—
see Los Angeles, Calif., office for prod. distributed)

● **ORLANDO AREA (Area Code 305)**
Southern Music, 30 S. Orange Ave. Zip: 32801. Tel: 422-8671. Owner: Ron
Rood; Mgr.: George Brymer; Buyers: Singles, Steve Flesher; Albums,
George Brymer. (Rec. & Tape OS)
Sunshine Music, 1100 Miller Dr., Altamonte Springs 32701. Tel: 830-7410.
Owner & Mgr.: Richard Stultz; Buyers: Singles, Chris Lesisko; Albums &
Tape, Jim Boylston. (Rec. & Tape OS & RJ)
Accessories: Sony.

● **POMPANO BEACH (Area Code 305)**
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8039. (Rec. D)
Home office: Nashville, Tenn.

● **TAMPA (Area Code 813)**
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Gwen Rec. Serv., 313 Highland Ave. Zip: 31706. Tel: 436-6508. Owner, Mgr.
& Buyer: Jesse Boone. (Rec. & Tape OS)

● **ATLANTA METROPOLITAN AREA (Area Code 404)**
C B S Recs., 18 Executive Park Dr. NE. Zip: 30329. Tel: 321-4553. Branch
Mgr.: Roger Metting; Sales Mgr.: Barry Mog. (Rec. & Tape D—see New
York, N.Y., office for prod. distributed)
Capitol Recs., 3220 Pointe Pkwy., Suite 1000, Norcross 30092. Tel: 447-
0940. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distrib-
uted)
Duplex Rec. Dist. of Atlanta, 699 McDaniel St. SW. Zip: 30310. Tel: 523-
4261. Pres.: Alex Williams. (Rec. D)
Labels: Arno, Dove, Duplex Startown, Esprit, Rocksoul, Sidetrack, South-
ranch, Spacetown.
Phonographs: Admiral, Magnavox, Masterworks, Morse Electroponic,
Motorola, Panasonic, RCA, Zenith.
Accessories: E.V. Peerless, RCA, Watts.
Gemini Mktg./Gem Recs. Inc., 2890 Marlin Dr. Zip: 30341. Tel: 451-5599.
Exec.: H. Michael Walker. (Rec. D)
Labels: Boardwalk, GNP Crescendo, Malaco, Muse, Pro Arte, Quintes-
sence, Southern Cross.
Georgia Music Supply Inc., PO Box 490331, Zip: 30349. Tel: 996-3385. Dist
of State WATS: (800) 241-5421. Owner & Albums Buyer: Richard F. De-
Courcy; Mgr.: Linda G. Ashmore. (Rec. D)
Labels: American Heritage, Atteiram, Bay, Boot (Canada), Briar, CMH,
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 Home office: Kansas City, Mo. (See for prod. distributed)
 Important Rec. Dists. Inc. Tel: 525-7170. Sales: Doug Wiley, Don Radcliff. (Rec. & Tape D & I)
 Home office: Jamaica (New York Metropolitan Area), N.Y. (See for prod. distributed)
 Lieberman Ents. Southeast, 2781 Peterson Pl., Norcross 30071. Tel: 448-3011. VP Sales: Bob Pockrandt; Mgr.: Dennis Nicholls; Sales Mgr.: Jim Summers; Dps. Mgr.: Jerry Orner; Buyers: Singles, Stephanie Lutz; Albums, J. Scaglione. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 M C A Dist'g Corp., 6403 Warren Dr., Norcross 30093. Tel: 447-6405. Reg'1 Dr.: Carl Michelakos. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 M J S Entertainment of Georgia Inc., 2775-E Bankers Industrial Dr. Zip: 30360. Tel: 448-7772; WATS: (800) 241-5389. VP: John Norwood; Sales Mgr.: Rod Gunther; Buyers: Bob Patten, Ted Williams. (Rec. & Tape D, OS & I)
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 Home office: Morton Grove (Chicago Metropolitan Area), Ill
 NOVA DIST'G CORP., 1873 Enterprise Dr., Norcross 30093. Tel: 447-1591. Pres.: Steve Libman; Sales Mgr.: Stan Kaiser; Dps. Mgr.: Bud Libman; Singles, Albums & Tape Buyer: Steve Libman (Rec. & Tape OS)
 Accessories: BMI, Memorex, Recoton, Savoy, TDK. (SEE ADVERTISE-
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 One Stop Rec. House Inc., 881 Memorial Dr. Zip: 30316. Tel: 223-0144. Nat'l WATS: (800) 554-0814, SE WATS: (800) 554-0818, Ga. WATS: (800) 222-3350. Owners: S.R. Freeman, Carol Sanford, Hugh West; Mgr.: Hugh West; Buyers: Singles, Mary Wilson; Albums & Tape, Debbie Holden; Accessories, David Pickett. (Rec. & Tape OS)
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 Accessories: Avanti, BMI, Custom, Discwasher, GBL, Le-Bo, Maxell, Memorex, Planstehel, Savoy, Shure, Tracs.
 PolyGram Dist'n Inc., 590 Commerce Park Dr., Marietta 30060. Tel: 428-2929. Reg'1 VP: Herb Heldt; Branch Mgr.: Tim Monnig. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 R C A & A&M & Assoc'd Labels, 3395 Northeast Expwy, Zip: 30341. Tel: 452-2300. Reg'1 Mktg. Dir.: Charlie Hall; Branch Mktg. Mgr.: George Jackson; Field Mktg. Mgr.: Ron Howe. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 Record Dist'n Amalgamated (div. of The Group Inc.), 1957 Kilburn Dr. Zip: 30324. Tel: 872-6000. Mgr.: Marie Sulton; Buyer: Oliver Cooper. (Rec. & Tape D & E)

Tara Rec. & Tape Dist'g Co. Inc., PO Box 13939, 582 Armour Circle NE. Zip: 30324. Tel: 875-8272. Georgia WATS: (800) 282-4060. Pres.: Gwen M. Kesler; VP: Randy Sanders; Buyers: Singles, James Waters; Albums & Tape, Joe Terrebone; Accessories, Randy Sanders; Promo.: Tanya Acker; Independent Promo.: Bob Patton. (Rec. & Tape D & OS)
 Labels: Antilles/Mango, Becket, Benson, CTI, Chess, Clean Cuts, Disneyland, Joe Gibbs, Jam, Jewel/Paula, Malaco, Megatone, Moby Dick, Muse, Mutt & Jeff, Nashboro, Palo Alto, Philly World, Prism, Profile, Ranwood, Rounder, Sam, Shanachie/Greensteves, SSS, Sugar Hill, Sugar Hill of Durham, Sessions, Toch, Tommy Boy, Vanguard, West End, Word, Young People's/Living Language, & others.
 Accessories: Allsop, Discwasher, Grabber-Sticker, Kraco, Le-Bo, Maxell, Newmark, Planstehel, Pierre Cardin, Savoy, TDK, Technidyne, Video Plexer/Compro.
 United. Rec. & Tape Inds. Inc., 4300-B Bankers Circle NE, Atlanta Ind'1 Park. Zip: 30360. Tel: 448-1500. Branch Mgr.: John Brenner; Singles & Albums Buyer: Jack Roberge. (Rec. & Tape RJ)
 Home office: Hialeah Gardens (Miami Metropolitan Area), Fla.
 Warner/ Elektra/Atlantic Corp., 5440 Fulton Industrial Blvd. Zip: 30378. Tel: 344-4933. Branch Mgr.: Bill Biggs; Sales Mgr.: Bob Wienstroer. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

• AUGUSTA (Area Code 404)

Pyramid Music & More, 826 Broad St. Zip: 30902. Tel: 724-1508. Dwner, Singles, Albums & Tape Buyer: Robert Gordon. Local branch: Flash's Big G Platter Shop, 209 Ninth St. Zip: 30902. Mgr.: Jephrey Gordon. (Rec. & Tape OS)

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• HONOLULU (Area Code 808)

Eric of Hawaii Inc., 2071 S. Beretania St. Zip: 96826. Tel: 946-6522. Dwner, Mgr. & Buyer: Irving Pinensky. (Rec. & Tape D)
 Labels: Applause, Asylum, Bearsville, Beserkley, Dark Horse, Discreet, Dore, ECM, Elektra, Full Moon, Geffen, Musician, Network, Nonesuch, Qwest, Reprise, Sire, Solar, Warner Bros.
 Kona-Kai Dist. Co., PO Box 2135. Zip: 96805. Tel: 847-4608. Dwner: Donald P. McDiarmid Jr., Pres., Mgr. & Buyer: Donald P. McDiarmid III. (Rec. & Tape D, RJ, I & E)
 Rec. labels: Call's, Hawaii, Hula, Surfside.
 Imports from the Philippines.
 Major Dists. Inc., 263 Kalihii St. Zip: 96819. WATS: (800) 845-3884. Mgr.: Cary Hayashikawa. (Rec. & Tape RJ)
 Home office: Tukwila (Seattle Area), Wash.

Microphone Music Co., 2077 S. Beretania St. Zip: 96826. Tel: 946-1488. Owner & Mgr.: Ken Kaizawa; Sales & Promo.: Paul Fujii. (Rec. & Tape D, I & E)
 Labels: Alco, Atlantic, Berlitz, Big Tree, Cotillion, Disneyland, Fiesta, Golden, Inner City, Little David, Living Language, Prelude, Ranwood, Rolling Stones, Roulette, Swan Song, Vista.
 Labels imported: Viking (New Zealand), all Japanese labels.
 Accessories: Beau-Merzon, Royal.
 Music Craft Dists. of Hawaii Ltd., 296 Mokuaua St. Zip: 96819. Tel: 841-6219. Owner & Mgr.: Walter Y. Kurokawa. (Rec. & Tape D)

Pickwick Dist'n Cos., Independent Dist'n Div., 735 Iwilei Rd. Zip: 96817. Tel: 521-1802. (Rec. & Tape D)

Pickwick Dist'n Cos., Rack Servs. Div., 735 Iwilei Dr. Zip: 96817. Tel: 521-1802. Branch Mgr.: Stu Marlowe, Buyer: Kerry Middleton. (Rec. & Tape RJ)

Home office: Minneapolis, Minn.
 R C A & A&M & Assoc'd Labels, 1221 Kapiolani Blvd., Suite 512. Zip: 96814. Tel: 524-3030. Sales Rep.: Robert Haas. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Rack Serv. Hawaii Inc., 2073 S. Beretania St. Zip: 96826. Tel: 946-7737. Execs.: Kenneth Kaizawa, Irving Pinensky; Mgr.: Leslie T. Murai; Buyer: Sterling Foster. (Rec. RJ)

Surfside Dists. Inc., 1365 Colburn St. Zip: 96817. Tel: 841-0414. Owner: Bob Clarke; Mgr.: Ed Nielsen. (Rec. D)

Labels: Banyan, Coco Palms, Concord Jazz, Creative World, GNP Crescendo, Gryphon, Hoku, Kaleolani, Kokonutt, Lehua, Mahalo, Nakahii, Ovation, Pausa, Prism, Pumehana, Sesame Street, Syntonic Research, Turnabout, Vox.

Viking Recs. & Accessories Inc., 2865 Koapaka St. Zip: 96819. Tel: 839-0288. Sales: Ed Dowling. (Rec. & Tape RJ)
 Home office: Burbank (Los Angeles Metropolitan Area), Calif.

World Wide Dists. Ltd., 1132 Auahi St. Zip: 96814. Tel: 531-0133. Rec. Div. Mgr.: Harvey Roesler. (Rec. & Tape D)
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 Barney's Recs. Inc., 3400 W. Ogden Ave. Zip: 60623. Tel: 521-6300. Owner: Willie J. Barney; Mgr.: Raymond Barney; Singles & Albums Buyer: Nita Davis. (Rec. OS)
 C A P EXPORTS, 666 N. Lake Shore, No. 216. Zip: 60611. Tel: 664-7965. Labels: 724389. Pres.: Chrystoula A. Paas. (Rec. & Tape E—all US labels, cutouts) (SEE ADVERTISEMENT)
 C B S Recs., The Tower, Suite 301, 2850 E. Golf Rd., Rolling Meadows 60008. Tel: 640-5900. Branch Mgr.: Jim Scully. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 C N S Co. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 375-4052. Owner: Charles N. Stephens. (Tape RJ)
 Capitol Recs., 1400 Renaissance Dr., Suite 309, Park Ridge 60068. Tel: 298-0600. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
 Casa Pan-Americana, see Pan American Recs.
 DANCE REC. DIST'G CD., 148 W. Devon, Bensenville 60106. Tel: 595-6320. Exec.: Gene Fink; Mgr.: Les Reid; Buyers: Nat Washington, Les Reid. (Rec. & Tape D)
 Labels: Aria, Ariat, Catawba, Dett, Importe/12, Dancing Bear, Disco de Tengas, Emergency, Factus, Fever, Konkudo, Mi Sound, Mutt & Jeff, Profile, Relativity, Rissa-Chrissa, Salurn, Silver Cloud, Silver Screen, Streetwise, Sugarscoop, TNT, Tommy Boy, Topflight, Wave, West End. (SEE ADVERTISEMENT)
 Downtown Recs. Mgmt. Corp. (Rec. & Tape DS), see Mid-America Specialty
 Fletcher's-1 Stop Recs. & Tapes, 450 E. 75 St. Zip: 60619. Tel: 874-4484. Owner, Singles, Albums & Tape Buyer: Ester Fletcher. (Rec. & Tape DS)
 Accessories: Capitol Magnetics, Memorex, Scotch, TDK.
 Tony Galgano Recs. Inc., 4134 W. Armitage Ave. Zip: 60639. Tel: 278-8300. Pres.: Anthony Galgano; Mgr. & Singles Buyer: Keith Medin. (Rec. & Tape OS—singles only)
 Gibson's Town & Country One Stop, 1956 W. 51 St. Zip: 60609. Tel: 776-0700. Owners: Gregory & Kathie Gibson; Mgr. & Buyer: G.G. Gibson. (Rec. & Tape OS)
 H S I DIST'G, 4322 W. Fullerton. Zip: 60639. Tel: 486-1171. Mgr.: William R. Stocking; Buyers: US Labels, Bill Stocking; Imports, Christopher Miller. (Rec., Tape & Vid. Pgm. D & I)
 Labels: American Gramophone, Audio Encores, CBS Mastersound, Chalfont, Compact Discs, Crystal Clear, Delos, Direct Disc, Discwasher, First Line, Fresh Aire, Klavier, MCA half speeds, Mobile Fidelity, Nautilus, Dpns 3, RealTime, Reference, Seel, Sheffield, Southern Cross, Sound 80, Sweet Thunder, Telarc, Trend, Varese Sarabande.
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 Accessories: Audio Aids, Platter Matter. (SEE ADVERTISEMENT)
 House Dists., 3410 Lake Shore Dr., Suite 7-E. Zip: 60657. Tel: 248-1834. Mgr.: Carole Bernstein. (Rec. & Tape D)
 Home office: Kansas City, Mo. (See for prod. distributed)

Important Rec. Dists. Inc. Oes Plaines Tel: 296-7968. Sales: Vince Newman, Lou Gerard. (Rec. & Tape D & I)
 Home office: Jamaica (New York Metropolitan Area), N.Y. (See for prod. distributed)
 J S J TAPE DIST'S. INC., 6620 W. Belmont. Zip: 60634. Tel: 286-4444. Owner, Mgr. & Buyer: Joseph Swiatek. (Tape OS—cutouts) (SEE ADVERTISEMENT)
 K R P C O Kiderian Rec. Dists., 4926 W. Gunnison St. Zip: 60630. Tel: 399-5535. Owner: Raymond Peck; Mgr.: George Peck; Buyers: Singles, Vince Hartnet; Albums, Ray Peck. (Rec. D)
 Labels: Armenian, Black Beauty, Camels Har, Chicago Sound Factory (CSF), Centaur Talent, Dick/Hike, Ghetto, Glenoaks, Homestead, Illinois Prod'g Corp., Kid, Kiderian, LRM, Middle Eastern, Newbury, Paw Print, Ray Peck Prod'ns, Recordgraph, Red Dog, Ruby, ST Lewis, Sonic Wave, Stang, Tempe, Trinity, Virgin Vinal, Wind City.
 Kiderian Rec. Dists., see KRPCO.
 Kinnara Inc., 4323 N. Elston Ave. Zip: 60641. Tel: 588-7735. Pres.: Raeburn Ferlage, Singles, Albums & Tape Buyer: Rod Stasick. (Rec. D & I, Tape D)
 Labels: Adelphi, Affinity/Charly, Arhoolie group, Beehive, Bet-Car, Clean Cuts, Contemporary, County, Crystal, Emily, Everest group, Folk Legacy, Folkways, GNP Crescendo, Green Linnet, India Navigation, In Sync, Kicking Mule, Lovely Music, Lyricon, Nine Winds, Orion, Palace of Lights, Parachute, Poseidon, Ravi Shankar Music, Circle Cassettes, Rebel, Ridge Runner, Rounder, Stash, Subterranean, Sugar Hill, Syntone Research, Theresa, Titanic group, Trend, & others.
 La Voz Hispana, 1824 W. Division St. Zip: 60622. Tel: 252-6853. Owner, Mgr. & Buyer: Nelson A. Cruz. (Rec. & Tape OS—Latin prod. only)
 Lieberman Ents. Inc., 1000 Touhy Ave., Elk Grove Village 60007. Tel: 593-2120. VP Sales & Branch Mgr.: Dennis Sinclair; Dpns. Mgr.: Carol Ohrn; Sales Mgr.: Steve Bartel; Reg'l Buyer: Wayne Grossman; Singles & Albums Buyer: Rob Taylor. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 Living Blues Mail Order Sales & Dist'n, 2615 N. Wilton Ave. Zip: 60614. Tel: 281-3385. Owners: Jim & Amy O'Neal; Singles & Albums Buyers: Jim O'Neal, Felix Wohrsten. (Rec. D, I & E)
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 M C A Dist'g Corp., 10700 W. Higgins Rd., Suite 100, Rosemont 60018. Tel: 298-6600. Reg'l Dir.: Ron Warren; Branch Mgr.: Rod Linnum. (Rec. & Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
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 Mr. T's Volume Rec. & Tape Sales, 1728 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum; Sales Mgr.: Johnny Johnson. (Rec. & Tape D, OS & RJ)

Distributes cutouts, overstocks, promotional copies.
 Multinational Dists. Inc., 3514 W. 26 St. Zip: 60623. Tel: 522-1877. Owners: Miguel & Magdiel Remon, Adelqui Boue; Mgrs.: Miguel Remon, Adelqui Boue; Singles, Albums & Tape Buyer: Adelqui Boue. Local branches: 1454 N. Milwaukee Ave. Zip: 60622. Tel: 235-6900; 8929 S. Commercial Ave. Zip: 60617. Tel: 721-6585. (Rec. & Tape OS & RJ)
 Pan American Recs. Inc. (Casa Pan-Americana), 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Pres.: Gustavo Silva. (Rec. & Tape D, OS & RJ)
 Pickwch Dist'n Cos., Rack Servs. Div., 1350 Kirk St., Elk Grove Village 60007. Tel: 766-3683. Branch Mgr.: Ken Redemski; Sales Mgr.: Mike Neville; Buyer: Paul Beutell. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 Polish Rec. Center of America, 3069 N. Milwaukee Ave. Zip: 60618. Tel: 539-9898. Owner: Jan Wojewodka; Mgr.: Joseph Zieinski. (Rec. & Tape I)
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 PolyGram Dist'n Inc., 4825 N. Scott St., Bldg. 2, Suite 206, Schiller Park 60176. Tel: 671-5380. Branch Mgr.: Bob Colosi. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Progress Dist'g One Stop Inc. (Rec. & Tape OS), see Progress Rec. Dist'g.
 Progress Rec. Dist'g Inc., 930 Lee St., Elk Grove Village 60007. Tel: 593-5955. Pres.: Joe Simone; VP & Gen. Mgr.: Harold Davis; Buyers: Bob Blayney, Nick Acerenza. (Rec. & Tape D), (Rec. & Tape OS as Progress Dist'g One Stop Inc.)
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R C A & A&M & Assoc'd Labels, 2809 Butterfield Rd., Suite 180, East Oak Brook 60521. Tel: 986-8300. Reg'l Mktg. Dir.: John Rucker; Branch Mktg. Mgr.: Tom Potter; Field Mktg. Mgr.: Richard Wilcoxon. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Rac A Recs., 1801 S. Lumber. Zip: 60616. Tel: 666-3828. Owner: William Knapp; Mgr.: Charles Knapp. (Rec. & Tape D—cutouts & overstocks)

RUBY SALES CO. INC., 4038 W. Armitage. Zip: 60639. Tel: 276-5484. Owner & Buyer: R.W. Lawrence; Mgr.: Charles Jalove. (Rec. & Tape D & E—cutouts) (SEE ADVERTISEMENT)

Chet Schafer Prod'ns, 864 N. Ashland Ave. Zip: 60622. Tel: 421-4372. Owner & Buyer: Chet Schafer. (Rec. & Tape D)

Labels: Archer, Bel-Are, Chicago Polkas, Dyno, Gold, Halo, Mint, Owl, Ram, Sound, Starr, Steijo.

Seebro Prods. Co., 2416 S. Michigan Ave. Zip: 60616. Tel: 842-8221. Owner: I. Siegal; Mgr.: Singles & Albums Buyer: R. Siegal. (Rec. D)

Labels: Drum Boy, Golden, Jay Jay, Peter Pan, Power, Superheroes, Tinton, Tinkerbell.

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Labels: Fono Rex, Latin Int'l, Microton, Pega.

Warner/Elektra/Atlantic Corp., 222 W. Sivert Court, Bensenville 60106. Tel: 595-6000. Branch Mgr.: Al Abrams; Sales Mgr.: Rick Cohen. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

WATS: (800) 428-6417. Pres. & Buyer: Jim Cochran. (Rec. D & I)

Distributes cutouts, overstocks. (SEE ADVERTISEMENT)

● **GARY (Area Code 219)**

United Nat'l Rec. Sales, 4393-91 Tri-City Plaza. Zip: 46406. Tel: 949-1208/1378. Owners: Bobby & Maxine Joiner. Local branches: 1650 Broadway. Zip: 46407. Tel: 885-2705-8038 E. Melton Rd. Zip: 46403. Tel: 938-4820-3815 Broadway. Zip: 46409. Tel: 884-7200-4704 Indianapolis Blvd., East Chicago 46312. Tel: 398-7464. (Rec. OS)

● **INDIANAPOLIS (Area Code 317)**

Progress Rec. Dist'g Inc., 6259 Commonwealth Court. Zip: 46220. Tel: 259-4873. (Rec. & Tape D/D)

Home office: Elk Grove Village (Chicago Metropolitan Area), Ill., see for prod. distributed.

Scott's One-Stop Rec. & Tape Serv. Inc., 1319 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Pres.: Lew Jones; Ops. Mgr.: Don Gobrecht. (Rec. & Tape OS)

U E S Dist'g Corp. (Universal Entertainment), PO Box 418036, 2722 Rand Rd. Zip: 46241. Tel: 243-8838. WATS: (800) 428-3272. Pres.: Kent Henry; VP, Albums & Singles Buyer: Mike Verloop. (Rec. & Tape OS & RJ)

● **MOORESVILLE (Area Code 317)**

Golden Memories Recs. Inc., PO Box 217, 136 Maple Ln. Zip: 46158. Tel: 831-5207. Pres.: William J. Haskett. (Rec. D & E)

Distributes oldies.

● **VALPARAISO (Area Code 219)**

Music Mdrs. Inc., 2904 E. Cascade Dr. Zip: 46383. Tel: 465-1567. Owners: Michael Quick, Mark Duggleby. (Rec. & Tape OS & RJ)

IOWA

● **AMES (Area Code 515)**

Sheldor & Assocs (SDA), 523 25 St. Zip: 50010. Tel: 233-4746. Exec.: Shel Pinsky; Mgr.: Phil Pinsky; Buyer: D. Bogart. (Rec. & Tape D, OS & I)

Labels: Audiofidelity, Biograph, Eubie Blake, Circle, Columbia Special Prods., Commodore, Contemporary, Everest, Fairmont, First American, Folkways, GNP/Crescendo, Golden Crest, Good Time Jazz, Green Linnet, Gusto/Power Pak, Jazz Archives, Jazzology, Magnagraphics Jazz, Monmouth-Evergreen, Nighthawk, Paragon, Plantation, Prairie Home Companion, Pumpkin, Radiola/Sandy Hook, SSS, Sheffield Lab, Starday, Stomp Off, Sun, Sunbeam, Trend group, Xanadu.

Labels imported: Metakwisk Musik Museum, 77.

● **DES MOINES (Area Code 515)**

Commton Inc., 2450 Bell Ave. Zip: 50321. Tel: 243-1999. Exec: Jack Silverman; Mgr.: Lavern Fross; Buyer: Tim Shannahan. (Vid. Pgm. D & RJ)

Video program lines: AVCO Embassy, Caballero, Columbia, Walt Disney, Family Home, Karl, MCA, MGM, Media, Monterey, NFL, Nostalgia Merchant, Paramount, Pioneer Artists, Sony, Thorn/EMI, 20th Century Fox, VCA, VCI, Vestron, Warner Bros., Wizard, Worldvision.

Pickwick Dist'n Cos., Rack Servs. Div., 2400 Sunset Rd. Zip: 50321. Tel: 282-1815. Branch Mgr.: Larry Thurk; Sales Mgr.: Jerry Parker; Buyer: Ray Munson. (Rec. & Tape RJ)

Home office: Minneapolis, Minn.

KANSAS

● **KANSAS CITY AREA (Area Code 913)**

Hoffman Inds. Inc., 8441 Quivira, Lenexa 66215. Tel: 888-4885. Owner, Albums & Tape Buyer: Arnold J. Hoffman. (Rec. & Tape RJ)

M S Dist'g Co., 1119 Hazen, Apt. 1406. Zip: 66103. Tel: 362-0290. Contact: Pat Thompson. (Rec. & Tape D)

Home office: Morton Grove (Chicago Metropolitan Area), Ill. (See for prod. distributed)

Total Sound Dist's., 5622 Johnson Dr., Mission 66202. Tel: 384-0300. Owner & Mgr.: Allan Levy. (Rec. & Tape OS)

● **LAWRENCE (Area Code 913)**

KIEP'S REC. & STEREO SUPPLY INC., PO Box 2, 2100-A W. 25 St. Zip: 66044. Tel: 842-1544. Owner: John J. Kiefer; Buyer: Steve Wilson. (Rec. & Tape OS & RJ)

● **MANHATTAN (Area Code 913)**

Western Mdrs. Inc., 1562 Hayes Dr. Zip: 66502. Tel: 539-0542. Mgr.: Joel Seamen. (Rec. & Tape RJ)

Home office: Amarillo, Tex. (Rec. & Tape OS & RJ)

KENTUCKY

● **CAMPBELLSVILLE (Area Code 502)**

Central Electronics, PO Box 340, 108 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. (Rec. & Tape D, OS & RJ)

Labels: Christian Faith, Design, Heart Warming, Hilltop, Little Darlin', Nashboro, Nashville, Paramount, Pickwin, Plantation, Premier, Radiant, SSS Int'l, Scepter, Sing, Skyline, Songs of Faith, Starday-King, Stateswood, Sun, Temple, Up Front, Word.

Playback equip.: Arthur Fulmer, Stellasonic.

Photographs: Delmonico, Major, Victor.

Accessories: Amberg, BSR, Electro-Voice, Transcriber.

● **LOUISVILLE (Area Code 502)**

Kentuckiana Rec. Sales (div. of Vine Recs. Inc.), 560 S. Fourth St. Zip: 40202. Tel: 582-3331. (Rec. & Tape OS)

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● **BLOOMINGTON (Area Code 812)**

RedBud Recs., 611 Empire Mill Rd. Zip: 47401. Tel: 824-2400. Exec.: Rick Heinsohn. (Rec. D)

Labels: Bar-B-Q, Big Time, Mid-West Coast, Natural Act, Prairie Schooler, Raintree, RedBud, Ribbon Rail, Sirius.

● **ELWOOD (Area Code 317)**

NEW LIGHT DIST. INC., 521 N. Anderson St. Zip: 46036. Tel: 552-9846.



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King Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner & Mgr.: Gene King; Buyers: Singles, Ann King; Albums & Tape, Gene King. (Rec. & Tape D, OS & I)
 Distributes cutouts, oldies.
 Labels imported: RCA (Canada, UK).
 Ola Miracle, PO Box 5344. Zip: 40205. Tel: 459-7810.
 Labels: CrissCross (Netherlands), L&R (Germany).
 Orbit Radio, PO Box 1644. Zip: 40201. Tel: 584-5535. Owner & Mgr.: S.A. Casler. (Rec. & Tape I & E)
 Imports recs. & pre-recorded tape from France, Germany, Italy, Japan, Scandinavia, UK; tape playback equip. from Germany & Japan.
 Exports pre-recorded tape, playback equip.
 Shively Recs. Inc., 4464 Shively Center. Zip: 40216. Tel: 447-4951. Owners: A.R. Brown, Terry Buyton. (Rec. & Tape OS)

• OWENSBORO (Area Code 502)

Wax Works Inc., 325 E. Third St. Zip: 42301. Tel: 926-0008. Owner: Terry Woodward; Buyers: Larry Devuono, Harold Guilfoil. (Rec., Tape & Vid. Pgm. OS & RJ)
 Video program lines: CBS/Fox, Disneyland, Family Home Entertainment, MGM/UA, Media, Nostalgia Merchant, Paramount, Thorn/EMI, Video Gems, Warner Bros.
 Video games: Activision, Atari, Coleco, Imagic, Parker Bros.
 Accessories: Alltop, Bib, Cover Craft, Discwasher, Fuji, Le-Bo, Maxell, Memorex, Nortronics, Planstiehl, Reclon, Savoy, TDK.

Webster's Inc., PO Box 1916. Zip: 42302; 1308 W. Ninth St. Zip 42301. Tel: 926-4441. Owner & Mgr.: Doug Webster. (Rec. & Tape RJ)

LOUISIANA

• BATON ROUGE (Area Code 504)

Centaur Recs. Inc., PO Box 23764. Zip: 70893. Tel: 769-0632. (Rec. I & E)
 Labels imported: Meridian (UK), Pavane (Belgium), Saga (UK).
 New Generation Inc., 10010 Florida Blvd. Zip: 70815. Tel: 272-1700. Mgr.: Irwin Shaab. Local branch: 3332 Highland Rd. Zip: 70808. Tel: 383-9700. Mgr.: Joseph Shaab; Buyer: David Trivanovich. (Rec. & Tape RJ)

• BENTON (Area Code 318)

Dynmar Sales, PO Box 9. Zip: 71006-0009. Tel: 965-0781. Exec.: Mary Logan. (Rec. & Tape D, Vid. Pgm. OS as Captain Video)
 Labels: Faces, Don Logan, Memorial, Pose.
 Video program lines: MCA, VCI.
 Captain Video (Vid Pgm. OS), see Donmar.

• GONZALES (Area Code 504)

Gonzales Music Whsle., PO Box 1153, Southland Dr. Zip: 70737. Tel: 644-2133. Owner, Singles & Albums Buyer: Roy J. Shaw. (Rec. & Tape OS)

• LAFAYETTE (Area Code 318)

Stagg's Music Shoppe, 503 N. University. Zip: 70501. Tel: 232-1575. (Rec. OS)

• LAKE CHARLES (Area Code 318)

Goldband Rec. Dist. Corp., PO Box 1485, 313 Church St. Zip: 70602. Tel: 439-8839. Pres.: Eddie Shuler; Buyer: Jeff Le June. (Rec. & Tape D, I & E)
 Labels: Alshire, Americana, Ania, Big D, Bold, Canaan, Farm, Folk-Star, Goldband, Gusto, Heart Warming, Jador, Jin, Lanor, Light, Luffcin, Lyric, Myrrh, Pelican, Power Pak, Soul Unlimited, Sparrow, Starday-King, Swallow, Word.

• NEW ORLEANS AREA (Area Code 504)

All South Dist'g Corp., 1924 Lafayette St., Zip: 70113. Tel: 568-0971. Owner: Warren K. Hildebrand; Mgr.: Richard Brown; Buyers: Albums & Tape, Jeff Fontz, Gladin Scott. (Rec. & Tape D, OS & RJ)
 Labels: Beverly Glen, Boardwalk, Disney, Fantasy, MCRG, Highrise, Malaco, Montage, Nashboro, Philly World, Prelude, Profile, Savoy, Sugar Hill, Tommy Boy, Vanguard, & others.
 Accessories: Le-Bo, Maxell, Memorex, Savoy, Scotch, TDK.

Great Southern Rec. Co. (Rec. & Tape I & E), see Saint Expedite.
 IS MUSIC INC., 4111 Bienville Ave. Zip: 70119. Tel: 482-1515. Pres.: Gary J. Edwards; Mgr.: James Bos. (Rec. & Tape E)
 LABELS: Bourbon 641, Second Line, Shalom, Sound of New Orleans. (SEE ADVERTISEMENT)

Lean Rec. Dist'g Co., 2815 Octavia St. Zip: 70115. Tel: 866-3478. Owner: Lou Welsch Jr. Warehouse: 3831 Tchoupitoulas. Tel: 895-5757. (Rec. & Tape D)

Labels: Arch, Biograph, Cowboy Boots, Dallas, Dimension, Door Knob, Federal, First Generation, General Delivery, Gold Rush, Golden Moon, Gusto, Hollywood, Hot Pax, Just Good, King, Lane, Little Jem, Lulu Kay, MCA, MSK, MSD, Plantation, Power Pak, QCA, RCA, Rainbow, Rce, SCR, SSS Int'l, Sapphire, South Breeze, Sun, Theresa, Whiskey River, Wolf Rch, & others.

Lee Rec. Dist., 4546 S. Park Dr. Metairie 70001. Tel: 888-2406. Owner, Mgr. & Buyer: Paul V. Lee. Local branch: 122 Focis St. (Rec. D)
 Labels: Alligator, Benjie, Blue Goose, Delmark, Era, Fire, Fury, Goldies-45, Riverside, Souffle, Soul-Po-Tion, Specialty, Springboard, Starday-King, Symposium, Takoma, Trip, Trix, Up Front, Yazoo.

Record Sales of New Orleans, 1928 Lafayette St. Zip: 70113. Tel: 524-3537. Owner: Warren Hildebrand. (Rec. & Tape OS).

Saint Expedite Dist'g Co., PO Box 13977. Zip: 70185. Tel: 482-4211. Pres. & Buyer: John Berthelot. (Rec. & Tape D), (Rec. & Tape I & E as Great Southern Rec. Co.)

Labels: Bandy, Bayou Blue, Bluesman, Blues Unlimited, Bo Sound, Clean Cuts, Crazy Cajun, Delta, Dixieland Jubilee, Federal, 504, First American, GNP Crescendo, Goldband, Great NW, Great Southern, Gusto, Jazz Man, Jewel, Jin, Rajun, King, Maison de Soul, Muse, Music Is Medicine, New Orleans Sound, Paula, Piccadilly, Plantation, Rounder, SSS, Specialty, Stony Plain, Sun, Swallow.

Labels imported: Blues Boy, Crown Prince, Jukebox LH, Mr. R&B, Route 66, Stockholm (all Sweden).

• SHREVEPORT (Area Code 318)

Stan's Rec. Serv., 728 Texas St. Zip: 71101. Tel: 222-7182. Owner: Stanley

J. Lewis; Mgr.: Ronnie Lewis; Buyers: Singles & Albums, Ronnie Lewis, Frankie Spano; Tape, George Willis. (Rec. & Tape D, OS & RJ)
 Labels: Abiko, Becket, Beverly Glen, Chi Sound, Disneyland, Emergency, Fantasy, Jamlu, Jewel, Laif, Malaco, Megatone, Myrrh/Word, Nashboro, Peace, Philly World, Posse, Prelude, Profile, RFC/Quality, Red Rooster, Roulette, Savoy, Sesame Street, Streetwise, Sugar Hill, Sunergy, T Main, Tommy Boy, Venture, West End, & others.

• SULPHUR (Area Code 318)

Keene Cos. Inc., 1625 Arizona St. Zip: 70663. Tel: 527-8609. (Rec. & Tape OS & RJ)

• VILLE PLATTE (Area Code 318)

Floyd's Whsle. Dist. Co., PO Drawer 10, 434 E. Main. Zip: 70586. Tel: 363-2184. WATS: (800) 621-3104. Pres.: J. Floyd Soileau; Mgr.: Ray Lafleur; Buyers: Terry Guilfoil, Cynthia Fontenot. (Rec. D, OS & E; Tape D, OS & RJ)
 Labels: Alligator, Arhoolie, Bally Hoo, Bandy, Bellaire, Benson, Blues Unlimited, Crazy Cajun, Crescendo, D, Delta, Eric, Goldband, JIN, Jewel, Hep Me, Kajun, Kom-a-day, KikR, Maison de Soul, Montel, MSD, Paid, Paula, RZ, Rounder, Specialty, Starfite, Swallow, Word.
 Playback equip.: General Electric, Hitachi, Panasonic.
 Accessories: Le-Bo, Planstiehl, Seebro.

Handleman Co., 8320 Sherwick Court, Washington Ind'l Park, Jessup 20794. Tel: 953-1771. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

J E K Ents. Inc., 1701 Washington Blvd. Zip: 21230. Tel: 837-7726. WATS: (800) 638-1513. (Rec. & Tape OS)

Branch: Cheverly, Md.
 Accessories: Avanti, Duracell, Empire, Memorex, Mura, Numark, Planstiehl, TDK, Tancredi.

Largo Music Corp., 9195 Red Branch Rd., Columbia 21045. Tel: 995-1776. Pres.: Lawrence M. Goldberg; Sr. VP: Raymond L. Creighton; VP Mds: Justin Dudley; Video Div. Gen. Mgr.: Kathy Callahan. (Rec. Tape & Vid. Pgm. OS & RJ)

Branches: Garden Grove, Calif.; Nashua, N.H.

Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, RCA, WEA

MCA Dist'g Corp., Standard Courts West, 9160 Red Branch Rd., Columbia 21045. Tel: 992-0020. Branch Mgr.: Ed Keelan. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Mar Matic Sales Co. Inc., 1140 E. Cold Spring Ln. Zip: 21239. Tel: 435-1477.

Owner: Maurice Sykes; Mgr.: Joseph S. Barranco; Singles Buyer: Phyllis Farinholt. (Rec. OS & E)

Marshall-Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Owner: Manny Goldberg; Mgr.: Sandy Miller. (Rec. D & RJ)

Labels: Disneyland, Peter Pan.

Musical Sales Mobile Serv. (Rec. & Tape RJ—see Musical Sales One Stop Inc.)

MAINE

• PORTLAND (Area Code 207)

Commercial Dist., 8 Somerset St. Zip: 04101. Tel: 774-5362. Owners: Jack & Herbert Holmes; Gen. Mgr.: Tony Arroda; Mds: Mgr.: Bill Tiffany. (Rec. & Tape D, OS & RJ)

Labels: CBS, Capitol, London, MCA, MGM, Motown, RCA, United Artists, WEA group.

Accessories: Le-Bo, Reclon, Savoy, Sound Guard, Watts.
 East Coast Dists., 200 Anderson St. Zip: 04101. Tel: 772-5665. (Rec. & Tape RJ)

Photographs & Playback equip.: Sony.

MARYLAND

• BALTIMORE METROPOLITAN AREA (Area Code 301)

Ellis Dist'g Corp., 33 New Plant Court, Owings Mill 21117. Tel: 363-1212. Owner: Edgar H. Ellis; Gen. Mgr. & Buyer: Florence Cohen; Warehouse Mgr.: George Allen. (Rec. & Tape RJ)

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Musical Sales Inc., 40 S. Caroline St. Zip: 21231. Tel: 675-1400. Pres.: Milton Bereson; Gen. Mgr.: Mashe Mehlman; Buyers: Singles, Walter Menke; Albums, Bill Birmingham; Tape, Dexter Beane. (Rec., Tape & Vid. Pgm. OS & E), (Rec. & Tape RJ & Music Sales Mobile Serv.)
 Video program lines: Arrow, CCC, Cal Vista, Disney, MCA, MGM, Nostalgia Merchant, Paramount, Select/Essex, VCA, VCI, VCC, Video Gems, Warner Bros.
 Schwartz Bros. Inc.—Tel: 727-4770—see Lanham, Md., listing.
 Transcontinent of Maryland, 7405 Liberty Rd. Zip: 21207. Tel: 944-6911. (Rec. & Tape OS)
 Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)
 Zamoski Co., 1101 De Soto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoski Jr.; VP Sales & RJ Mgr.: Inv Gomprecht; D Mgr.: Joyce L. Heider; D Buyer: Marie Lucado; RJ Buyers: Pip Smith, Diane Fenton. (Rec. & Tape D & RJ)
 Labels: Abiko, Antilles, Aria, BBC, Becket, Brunswick, Catawba, Clapper, Clean Cuts, Dimension, Emergency, Faulty, First American, Gemcom, Importe 12, Mango, Ode, Omnisound, PCM, Palo Alto, Passport, Philly World, Precision, Prism, Profile, Roulette, Streetwise, Sugar Hill, Sunnyview, Sutra, Syntonic Research, Tommy Boy, West End, Who's Who in Jazz, & others.
 Video game systems & accessories: Activision, Coleco, Imagic, Mattel, Parker Brothers.
 Accessories: BMI, Certron, Fuji, Le-Bo, Numark, Ronco, Scotch, Sony.

● BELTSVILLE (Area Code 301)

CBS Recs., 11700 Beltsville Dr., Suite 680. Zip: 20705. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

● CHEVERLY (Area Code 301)

J E K Ents. Inc., 4819 Lydell Rd. Zip: 20785. Tel: 773-4474. (Rec. & Tape OS)
 Home office: Baltimore, Md.
 Accessories: Avanti, Duracell, Empire, Memorex, Mura, Numark, Planstiehl, TDK, Tancredi.

● ELDERSBURG (Area Code 301)

Action Dist'g Co., 6418 Ridge Rd. Zip: 21784. Tel: 781-6040. Owners: Sam & Lois Anoff; Mgr. & Buyer: Sam Anoff; Sales: Mark Anoff. (Rec. & Tape D)
 Labels: AMI, Charta, Comstock, Crescent, Delta, Dimension, Door Knob, EMH, F&L, First Generation, GBS, Gene Tracy, Gervasi, Gold Sound, Grand Prix, Grand Prize, Hi Oldies, Jamex, Koala, Melodex, Mesa, Music Masters, Myrtle, NSD, Oasis, Oink, Popei, Ranger, Ropberry, Soundwaves, Spotlite, Stargem, Super Prod'n, Union Station, Winner, & others.

● GERMANTOWN (Area Code 301)

Capitol Recs., Century XXI, 20030 Century Blvd. Zip: 20767. Tel: 428-0790. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)

● GREENBELT (Area Code 301)

PolyGram Dist'n Inc., 7500 Greenway Dr., Suite 440. Zip: 20770. Tel: 441-1670. Mgr.: Bruce Gearhart. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 R C A & A&M & Assoc'd Labels, 9111 Edmonston Rd. Zip: 20770. Tel: 792-7205. Branch Mktg. Mgr.: Jim Grady. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 Warner/Elektra/Atlantic Corp., 9111 Edmonston Rd., Suite 305-306. Zip: 20770. Tel: 792-7540. Sales Mgr.: Van Pieter Wyckoff. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● HAGERSTOWN (Area Code 301)

Interstate Rec. Dist. Inc., 29 Prospect St. Zip: 21740. Tel: 733-1378. Owners: Richard M. & Melvin C. Greenwald; Mgr.: Carlton Smith. (Rec. & Tape OS & RJ)

● HYATTSVILLE AREA (Area Code 301)

C & M One Stop (div. of LDS Inc.), 5405 Lafayette Pl. Zip: 20781. Tel: 699-5888. Owner & Accessories Buyer: Murray A. Berman; Buyers: Singles, Randy Evans; Albums & Tape, Lisa Dullning. (Rec. Tape & Vid. Pgm. OS)

● LANHAM (Area Code 301)

District Recs. Inc. (Rec. & Tape RJ)—Mgr.: James Schwartz—see Schwartz Bros.
 S B I Video, 4901 Forbes Blvd. Zip: 20706. Tel: 459-8000. Gen. Mgr.: Don Rosenberg; Buyer: Ed Liebrecht.

Video program lines: CBS/Fox, Columbia Pictures, Disney, Embassy, Family Home Entertainment, KVC, Kenyon, MCA, MGM/UA, Media, NFL Films, Nostalgia Merchant, Paramount, Thorn EMI, VCI, Vestron, Vid-America, Video Gems, Warner Bros., Wizard.
 Video game systems & accessories: Activision, CBS, Imagic, Mattel, Parker Brothers, Sega, Starpath, Telesys, Tivision.
 Accessories: Alltop, Fuji, Maxell, Memorex, Mid-America Plastics, Recoton, Sony, TDK, Video Specialties.
 Schwartz Bros. Inc., 4901 Forbes Blvd. Zip: 20706. Tel: 459-8000. Owners: James, Bertram & Stuart Schwartz; VP Sales: Jerry Jacobs; Gen. Mdsgr. Mgr.: Steve Schwartz; Sales Mgr.: Eugene Horn. (Rec. & Tape D), (Rec. & Tape RJ & District Recs. Inc.)
 Branches: Cherry Hill, N.J.; Charlotte, N.C.; Norfolk, Va.; Tidewater One Stop. (Rec. & Tape OS)
 Labels: Allegiance/Takoma, Benson, Beverly Glen, Boardwalk, Chess, Concord Jazz, Destiny, Disneyland, Fantasy, GRP, Highrise, Houston Connection, JAM, Kid Stuff, Laff, Lifesong, Malaco, Megatone, Mirus, Mobile Fidelity, Muse, Nashboro, Nautilus, Pausa, Peter Pan/Artist, Prelude, Project Three, Quality, Sam, Sesame Street, Team, Telarc, Vanguard, Windham Hill, Word, & others.
 Accessories: Alltop, Audio-Technica, BASF, Bib, Bowers, Bush, Discwasher, Duracell, Dynasound, Empire, Fuji, Innovative Concepts, Maxell, Memorex, Mid-Atlantic, PO Magnetics, Pearlcorder, Pickering, Recoton, Shure, Sony, TDK.

● SILVER SPRING (Area Code 301)

Richman Bros., 13301 Rockview Court. Zip: 20906. Tel: 871-6488. Mgr.: Howard Rosenthal. (Rec. & Tape D & OS)
 Home office: Pennsauken, N.J. (See for prod. distributed)

● WHEATON (Area Code 301)

Wayside Music, Box 6517. Zip: 20906-0517.
 Labels: Aeon, Agoric, Aite (France), Association a l'Autonne, Atem (France), Bozi Mlyn (Canada), Celestial Harmonies, Chromophonie (France), Compride, Cramps (Italy), Dys, Europa, Filobus (Spain), Frammis, Japan (Japan), Kuck Kuck (Germany), Leisure Time, L'Orchestra (Italy), Metalanguage, Moers (Germany), Palace of Lights, ReClose (UK), Recommended (UK), Record Sluts, Red, Rift, Selektion (Germany), Solaris (Canada), Turbo (Switzerland), UMYU (Spain), Upon Tyne (France), Walrus (Belgium), Wool (UK).

MASSACHUSETTS

● BOSTON METROPOLITAN AREA (Area Code 617)

Alpha Dist'g Corp., 5 Priscilla Circle, Weymouth 02188. Tel: 266-0354. Contact: Paul Maged. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 CBS Recs., 33 Hayden Ave., Lexington 02173. Tel: 861-6180. Branch Mgr.: John Madison. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 Cambridge One Stop, see Strawberries.
 Cinema Film Servs. Inc., 20 Piedmont St. Zip: 02116. Tel: 426-7975. Pres.: Russell D. Bacon. (Vid. Pgm. D & OS)
 Video program lines: American Video, CBS/Fox, Columbia, Disney, Embassy, Eros, Family Home Entertainment, Gourmet, Karl, Kenyon, King of Video, MGM/UA, Media, Monterey, Muppet, Nostalgia Merchants, Ocean Shores, Pacific Arts, Paragon, Paramount, Thorn/EMI, VCI, VCC, Vestron, Vid-America, Video Gems, Warner.
 Dick's Rec. Co. Inc., 890 Providence Hwy., Dedham 02026. Tel: 326-8790. Pres.: Geraldine Mitchell; Mgr.: Richard Peach; Buyers: Singles, Richard Peach; Albums, Melvin Robinson; Tape, David Stanton. (Rec. & Tape OS)
 Disco Inc., 651 Washington St., Brookline 02146. Tel: 734-1900. Buyer: R. Coes. (Rec. & Tape OS & RJ)
 E-Z One Stop Rec. Serv. Inc., 92 Sagamore St., North Quincy 02171. Tel: 328-7900. Owner & Mgr.: Aaron H. Gross; Buyers: Robert Levin, David Riva. (Rec. & Tape OS), (Rec. & Tape D & RJ & Royal Dist's.)
 M C A Dist'g Corp., 20 Cummings Park, Woburn 01801. Tel: 933-9290. Branch Mgr.: Jim LaFrance. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Malverne Dist's. Inc. of Boston, 77 Summer St. Zip: 02110. Tel: 423-3820. Mgr.: Stan Goodman. (Rec. & Tape D)
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 Music Suppliers Inc., 77 Wexford St., Needham Heights 02194. Tel: 444-9310. Owner: Gordon Dinerstein; Mgr.: Ed Calmus; Buyers: Singles & Albums, Yahan Aghajanian; Tape, Ken Handelman. (Rec. & Tape OS & RJ)
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 PolyGram Dist'n Inc., 7301 Ohms Ln., Suite 115, Edina 55435. Tel: 831-7847. Mgr.: Pete Velsler. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Re-Mark Co., 2444 Cavell Ave. S., Minneapolis 55426. Tel: 545-1211. Owner & Mgr.: J.L. Goldstein; Mail Order & Int'l: Mark Goldstein; Buyer: Joan Y. Ostrin. (Rec. & Tape OS, RJ, I & E—cutouts, overstocks & promotional material)
 Scoot Around Rec. Dist'n, 2448 34 Ave. S., Minneapolis 55406. Tel: 722-7049. Owner: John R. Kolstad. (Rec. D)
 Labels: Adelphi, Advent, Artesian Dream, Augsburg, Banjar, Bay, Cavata, Clairseach, Daangim, Folk Legacy, Front Hall, Green Linnet, June Appal, Kaleidoscope, Kicking Mule, Mineral River, Minnesota Public Radio, Mountain Railroad, Philo, Progressive, Redbud, Rooster Blues, St. Olaf College Choir, Shiah, Stash, Swallowtail, Theresa, Thrushwood, Titanic, Train on the Island, Traveler, Windham Hill.
 Sources Co., 254 First Ave. N., Minneapolis 55401. Tel: 333-1150. Owners: Steven Teachout, Arthur Elliott; Mgr.: Singles & Albums Buyer: Steven Teachout. (Rec. D)
 Labels: ASI, American Gramophone, Audio Directions, Audio Encores, Audio Technica, Chalfont, Clean Cuts, Crystal Clear, Delos, Direct Disc Labs, Discwasher, East Wind, East World, Gale, In Sync, Levinson, Lyricon, Miller & Kresel, Nautilus, Opus, Orinda, Philips/Mercury, Proprius, RCA (Japan), Saastro, Sheffield, Sound Environment, Telarc, Three Blind Mice, Toshiba, Umbrella, Varese Sarabande.
 Twin City Import Recs. Inc., 1451 University Ave., St. Paul 55104. Tel: 645-0227. Owner: John B. Carnahan; Mgr.: Richard Elliott; Buyers: Richard Elliott, Grady Linehan. (Rec. D & I)
 Labels: Blind Beat, Bomp, Coyote, Factory, 415, Frammis, Frontier, GARK, IRS, New Alliance, 99, Posh Boy, Ralph, Reflex, Rhino, Rough Trade, SST, Shanache, Slash, Subterranean, Twin/Tone, Wax Trax.
 Vinyl Solution (Rec. & Tape OS)—Sales Mgr.: Rick Shedd—see Gamco.
 Warner/Elektra/Atlantic Corp., 7107 Ohms Ln., Edina 55435. Tel: 835-7255. Sales Mgr.: Rick Cohen. (Rec. & Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Wide Angle Communications, 4720 Lyndale Ave. S., Minneapolis 55409. Tel: 824-1133. Owners: Jerome Sylvers. Walter McLean; Mgrs.: Roy Fried, Jerry Sylvers; Buyer: Jerome Sylvers. (Rec. OS)

MISSISSIPPI

● JACKSON (Area Code 601)

BENNETT'S REC. DIST. INC., 3109 Delta Dr. Zip: 39213. Tel: 981-4328. Owner & Mgr.: James Bennett; Buyers: Sheila Bryant, James Bennett, Debbie Benford, Bama Lewis, Carolyn McAllister. (Rec. & Tape OS)
 Playback equip.: Craig
 Accessories: Capitol, Finetone, Pfansteihl

MISSOURI

● KANSAS CITY AREA (Area Code 816)

Eklund Ents. Inc., 1915 Truman Rd. Zip: 64127. Tel: 474-7628. Owners: Lee & Jean Eklund; Mgr.: Lee Eklund; Singles, Albums & Tape Buyer: Clifford Moore. (Rec. & Tape OS & RJ)
 Handeman Co., 1137 Saline St., North Kansas City 64116. Tel: 421-0135. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.
 HOUSE DISTY, 4128 Broadway. Zip: 64111. Tel: 561-2744. Owner: Harold S. Brody; Sales Mgr.: Joe Steinger; Albums & Tape Buyer: Rick Henderson. (Rec. & Tape D)
 Branches: La Porte, Colo., Norcross (Atlanta Metropolitan Area), Ga., Chicago, Ill.; Austin, Tex.
 Labels: Alligator, American Gramophone, Arhoolie, CMH, Caedmon, Columbia Special Prod., Concord Jazz, Contemporary, Creative World, Disney, Dominion, Everest, Fantasy, Flying Fish, GNP/Crescendo, Joe Gibbs, Gusto, Hannibal, Harmonia Mundi, Jam, K-Tel, Kaleidoscope, Milestone, Omnisound, Prestige, Pro Arte, Quintessence, Ranwood, Rhino, Rounder, Shanache, Specialty, Stax, Sugar Hill, Vanguard, Varese Int'l, Yazoo, & others.
 Lieberman Ents. Inc., 6131 Deramus Rd. Zip: 64120. Tel: 231-2470. Mgr.: John Fetto; Opns. Mgr.: Tony Burasco; Buyers: Singles, Carolyn Brooks; Albums, Terry Donovan. (Rec. & Tape RJ)
 Home office: Minneapolis, Minn.
 Warner/Elektra/Atlantic Corp., Plaza Center Bldg., Suite 323, 800 W. 47 St. Zip: 64112. Tel: 561-5623. Sales Mgr.: Dennis Schone. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Windy Dist. Co. Inc., 13624 E. 50 Hwy. Zip: 64138. Tel: 524-8766. (Rec. D)
 Labels: Asian, Birdwing, Bread N Honey, Calvary, Canaan, Dayspring, Good News, Great Circle, Greentree, Heart Warming, Lamb & Lion, Light, Maranatha, Messianic, Milk & Honey, Myrrh, New Leaf, Newpax, New Song, Paragon, Peaceable, Seed, Singcord, Solid Rock, Sparrow, Star-song, Word.

● ST. LOUIS METROPOLITAN AREA (Area Code 314)

GREAT ATLANTIC & PACIFIC MUSIC CO., 3310 Lucas Ave. Zip: 63103. Tel: 531-4644. TWX: (910) 761-0487. Pres.: Norman Hausfather; Mgr.: Lester Neal. (Rec. & Tape D—cutouts, overstocks) (SEE ADVERTISEMENT)
 L & R Dist'g Inc., 1901-05 Delmar Blvd. Zip: 63103. Tel: 421-3622. Pres. Lewis Ruben; Singles Buyer: Robert Love. (Rec. OS)
 M C A Dist'g Corp., 9666 Olive St., Suite 100. Zip: 63132. Tel: 991-3015. Branch Mgr.: Mike Smith. (Rec. & Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 M S Dist'g Co., 2117-B Bellevue, Maplewood. 63143. Tel: 781-2023. Contact: Kevin Sprvey. (Rec. & Tape D)
 Home office: Morton Grove (Chicago Metropolitan Area), Ill. (See for prod. distributed)
 Mid America Music Ent's., 8731 Rivernew Blvd. Zip: 63147. Tel: 388-1128. Exec.: Lee G. Scott; Mgr.: Samuel Noland. (Rec. D)
 Labels: Greentree, Impact, Lexicon, Light, Malaco, Myrrh, Priority, Savoy, Sparrow, Specialty, Word.

R C A & A&M & Assoc'd Labels, 2086 Craigshire, Suite Q. Zip: 63141. Tel: 878-5454. Mgr.: Fred Love. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 R P M One Stop Rec. Serv. Inc., 1911 Washington Ave. Zip: 63103. Tel: 621-8350. Owner: Skip Gorman; Mgr.: Helen Gorman; Buyers: Skip & Kathie Gorman. (Rec. OS)
 Record-Wide Dist. Inc., 1755 Chase Dr., Fenton 63026. Tel: 343-7100. Nat'l WATS: (800) 325-9690. TWX: (910) 760-1301. (Rec. & Tape D & RJ)
 Distributes major, budget & midline prod., cutouts, surplus, video head-cleaners, storage boxes & blank tape.
 Sound Distributors Inc., 8233 Brentwood Industrial Dr. Zip: 63144. Tel: 781-9273. Pres.: John Mandelker; Gen. Mgr.: Terry Perkins; Sales Mgr.: Dan Thompson; Controller: Bill Schie; Columbia Reg'l Dir.: Marv Wells; Kansas City Reg'l Dir.: Bill Wade; Buyers: Head, Tom Lunt; Accessories, Paul Carwein; Singles, Helen Hodgkinson & Randy Davis; CD's, Greg Marshall; Albums, Elliott Sanford, Warehouse Mgr.: Randy Shore. (Rec., Tape & Vid. Pgm. OS)
 Video program lines: CBS/Fox, Columbia Pictures, Embassy, MCA, MGM/UA, Magnetic Video, Nostalgia Merchant, Paramount, Vestron, Video Gems, Warner Bros.
 Ted's One Stop, 3814 Page. Zip: 63113. Tel: 533-3070. Exec.: Keith Hudson; Mgr.: Ted Hudson Jr.; Buyer: Janice Hudson. (Rec., Tape & Vid. Pgm. OS)
 Top Notch Rec. Co., 20 Country Fair. Zip: 63141. Tel: 991-0909. (Rec. & Tape RJ)
 Uptown Music Inc., 2220 Washington Ave. Zip: 63103. Tel: 231-7878. Owner: Michael E. Dorris; Mgr.: John Gavin; Buyers: Singles, John Gavin; Albums, Phil Steinberg, Michael E. Dorris. (Rec. & Tape OS)

● SPRINGFIELD (Area Code 417)

Journeymen Ents., 1447 E. Kearney. Zip: 65803. Tel: 866-5715. Pres.: Thurman Aldridge; Mgr. & Buyer: Morene Thomas. (Rec. OS—religious prod.)

MONTANA

● BUTTE (Area Code 406)

C J Co., 1006 S. Montana St. Zip: 59701. Tel: 792-0747. Owner: Craig Foley; Mgr., Albums & Tape Buyer: Joe Barger. (Rec. & Tape OS & RJ)
 Accessories: Imperial, Majestic, Memorex.

● GREAT FALLS (Area Code 406)

Source Inc., PO Box 2487. Zip: 59403. Tel: 761-2420. Owner: R.E. Holm; Mgr. & Buyer: J.E. Holm. (Rec. & Tape RJ)
 Playback equip.: Akai, Panasonic, Sony.
 Phonographs: Akai, Emerson, K.H. Panasonic, Pilot.
 Video games & accessories: Emerson, Spectravideo.
 Accessories: Fidelitone, Recoton.

NEBRASKA

● OMAHA (Area Code 402)

RECORDS & TAPES INC., 13533 I Circle. Zip: 68137. Tel: 344-3344. Mgr.: Brian Harden; Buyers: Curt McKeen, Bill Shearer; Accessories, Brian Harden. (Rec. & Tape OS & RJ)
 Accessories: Allsop, Audio Technica, Discwasher, Fuji, Kiwi, Le-Bo, Maxell, Nertronics, Savoy, Stanton, TDK, TEAC, TYS. (SEE ADVERTISEMENT)
 Research Servs. Inc., PO Box 31110. Zip: 68131. Tel: 393-0265. Owner: C.L. Wintz; Mgr.: R.P. Wintz; Buyer: Daniel J. Wintz. (Rec. & Tape RJ)

NEVADA

● CARSON CITY (Area Code 702)

Sonlight Communications Corp., PO Box 4040. Zip: 89702. Exec. & Buyer: David T. Amster; Mgr.: Steven E. Eryen. (Rec. & Tape D)
 Labels: Benson, Bread 'n' Honey, Calvary, Gospel Media, Jim, Light, Praise, Priority, Singpiration, Sozo, Sparrow, Star Song

NEW HAMPSHIRE

● LEBANON (Area Code 603)

World Wide Whistle, Dist., 15 Parkhurst, Zip: 03766. Tel: 298-7953. Owner, Mgr. & Buyer: Earl Heath. (Rec., Tape & Vid. Pgm. D & RJ)
 Labels: American Heritage, Country, Jessup, Melody, Pine Tree, Rebel, Revonah, Rounder, Stoneway.
 Playback equip.: AITC, AR, Admral, Aiko, BSR, Craig, Electrophonic, Emerson, JVC, Juliette, Magnus, Morse, Panasonic, RCA, Sankyo, Sanyo, Solar, Sony, Sylvania (audio); all lines (video).

● NASHUA (Area Code 603)

Largo Music Corp., 472 Amherst St. Zip: 03063. Tel: 881-9494. Contacts: Frank Griffin, Joe Schreyer. (Rec., Tape & Vid. Pgm. OS & RJ)
 Home office: Columbia (Baltimore Metropolitan Area), Md.

NEW JERSEY

● CHERRY HILL (Area Code 609)

R C A & A&M & Assoc'd Labels, 1101 Kings Hwy. N., Suite G-102. Zip: 08034. Tel: 779-0920. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Schwartz Bros. Inc., 1101 Kings Hwy. N., Suite 104. Zip: 08034. Tel: 482-2130; Philadelphia Tel: (215) 923-1271. Mgr.: Richie Salvador. (Rec. & Tape D)
 Home office: Lanham, Md.
 Labels: Atlanta Int'l, Benson, Beverly Glen, Boardwalk, Chess, Concord Jazz, D&D, Erect, HSE, Hannibal, Highrise, Houston Connection, Jewel/Paula, Kid Stuff, Laurie, Life Song, Malaco, Megatone, Mirus, Montage, Nashboro, Nautilus, Peter Pan/Artist, Prelude, Project Three, Robox, Ruby, Sound of Brooklyn, Sound of Gospel, Telarc, Windham Hill, Word, & Others.
 Accessories: Alisoop, Audio-Technica, BASF, Bib, Bowers, Bush, Comprehensive Video, Discwasher, Duracell, Dynasound, Empire, Fuji, Innovative Concepts, Maxell, Memorex, Mid-Atlantic, PD Magnetics, Pearlcor, Pickering, Quest, Recoton, Shape, Share, Sony, Sound Guard, Stark, TDK, Total Video, Video Specialties.

● **COLLINGSWOOD (Area Code 609)**

MCA Dist'g Corp., 900 Haddon Ave., Suite 206. Zip: 08108. Tel: 854-5810; Philadelphia Tel: (215) 922-5659. Reg'l Dir.: Ron DeMarino; Branch Mgr.: Bob Speca. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● **ENGLEWOOD CLIFFS (Area Code 201)**

G.L.P. Int'l (div. of German Language Publ'ns Inc.), 560 Sylvan Ave. Zip: 07632. Tel: 871-1010; NYC Tel: (212) 736-7455. Pres.: Peter J. Perske; Rec. Div. Mgr.: C. Victoria Gavalas; Sales & Mktg. Dir.: James C. Banthos. (Rec. & Tape D, I & E)
 Labels imported: Ariola, Delta, EMI-Electrola, Eurodisc, Europa, Europa-Klassik, Fontana, Hansa, Jupiter, Maritim, Metronome, Philips, Polydor, RCA, Telefunken (all Germany).

● **HILLSIDE (Area Code 201)**

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 964-5960. Owner: Sam Weiss; Pres.: Sol Gleit; Buyers: Janie Forland; Albums & Tape, Joe Martinez. (Rec. & Tape OS & RJ)
 Accessories: Maxell, Memorex, Walco.

● **HO HO KUS (Area Code 201)**

Shanachie Recs. Corp., Dalebrook Park 07423. Tel: 445-5561. Pres. Richard Nevins. (Rec. D & I)
 Labels: Greensleeves, Herwin, Message, Morning Star, Shanachie. Labels imported: Boot (Canada), Gael Linn (Ireland), Generation (Canada), Tara (Ireland), Topic (UK).

● **IRVINGTON (Area Code 201)**

Diericks Vending Co. Inc., 1316 Springfield Ave. Zip: 07111. Tel: 371-0777. (Rec. & Tape OS & RJ)

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● **LINDEN (Area Code 201)**

Transcontinent of New Jersey, 10 St. Marks Pl. Zip: 07036. Tel: 486-8200. (Rec. & Tape OS & RJ)
Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

● **MARLTON (Area Code 609)**

Warner/Elektra/Atlantic Corp., PO Box 966, 500 Lincoln Dr. E. Zip: 08053. Mgr.: Ken Sattler; Opns. Mgr.: John Holman; Sales Mgr.: Wally Morris; Buyers: Singles, Ed O'Donnell; Albums, Mike Brigandi. (Rec. & Tape RJ)
Home office: Los Angeles, Calif., office for prod. distributed

● **MOUNT LAUREL (Area Code 609)**

Lieberman Ents. Inc., 823 Eastgate Dr., Unit 3. Zip: 08054. Tel: 234-9150. Mgr.: Ken Sattler; Opns. Mgr.: John Holman; Sales Mgr.: Wally Morris; Buyers: Singles, Ed O'Donnell; Albums, Mike Brigandi. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

● **NEWARK (Area Code 201)**

Folkraft/Dance Rec. Dist. (div. of Folkraft Publ'g Co. Inc.), 10 Fenwick St. Zip: 07114. Tel: 243-8700. (Rec. D, I & E; Tape E)
Labels: Bolco, Blue Star, Bogen, Folkraft, Grenn, Hi Hat, Hooter, J-Bar K, Jewel, Kalox, Kismet, Kolo Festival, MacGregor, Old Timey, Pilgrim, Pulse, Scope, Sets in Order, Square L, Tikva, Top, Wagon Wheel, Windsor, Xopo, Young People's Recs.
Labels imported: Tanz (Germany); Jugoton, RTB (Yugoslavia).
Exports pre-recorded tape & playback equip.

● **NEW BRUNSWICK (Area Code 201)**

PERFORMANCE REC. & TAPE DIST., 382 George St. Zip: 08901. Tel: 545-3004. Telex: 642876. Owner: S. Kaplan; Mgr.: A. Marko. (Rec. & Tape D, I & E—cutouts, overstocks) (SEE ADVERTISEMENT)

● **NORTH BERGEN (Area Code 201)**

Sutton Rec. Co., 2400 83 St. Zip: 07047. Tel: 869-2977. (Rec. & Tape RJ, I & E)
Imports & exports cutouts, over-runs, special prods.
West Side Sound Dist. Inc., 1405 12 St. Zip: 07047. Tel: 866-5188. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)

● **PASSAIC (Area Code 201)**

New York Rec. & Tape Dist. Inc. (Rec. D & E, Tape E), see Surplus Rec. & Tape Dist.
Surplus Rec. & Tape Dist./New York Rec. & Tape Dist. Inc., 84-184 Dayton Ave., Bldg. 5-A. Zip: 07055. Tel: 778-0877; NYC Tel: (212) 695-6117.

Owners: Manny G. Wells, Merrill Rose; Buyers: Jack Rose, Pete Hyman. (Rec. D & E, Tape E)
Home office: Chicago, Ill.
Distributes cutouts.

● **PATERSON (Area Code 201)**

Promo Rec. Dist'g Co. Inc., 160 E. Fifth St. Zip: 07524. Tel: 279-2010. Contact: Carl Post. (Rec. & Tape D)
Labels: EMSU, Ghent; also distributes overstocks, cutouts, TV prod.

● **PENNSAUKEN (Area Code 609)**

Richman Bros. Recs. Inc., 6935 Airport Hwy. Ln. Zip: 08109. Tel: 665-8085. Philadelphia Tel: (215) 477-1742. Owners: Jerold, Alan & Richard Richman; Gen. Mgr.: Jerold Richman; Buyers: Singles, Woody Dyer; Albums, Tim Comerford, Ted Neumann, Mike Ferguson; Tape, Sam Cass; Video, Tim Comerford; Accessories, John Neumann. (Rec., Tape & Vid. Pgm. D & OS)
Branch: Silver Spring, Md.
Labels: Adelphi, Alligator, Bambridge, BetCar, Columbia Special Prods., Contemporary, DRG, Delmark, Discovery, EAT, First American, Flying Fish, Green Linnet, Greensleeves, Hindsight, India Navigation, Kaleidoscope, Kicking Mule, Nighthawk, Omnisound, Phio, Progressive, Rebel, Rhino, Rounder, Shanachie, Sierra, Solid Smoke, Stash, Steeplechase, Sugar Hill, Syntonic Research, Theresa, Varese, & others.
Video Program lines: MCA, Warner.
Accessories: BASF, BMI, Bowers, Discwasher, Gopher, Maxell, Memorex, Memorex, Norelco, Planstiehl, Savoy, Sound Guard, TDK.

● **PRINCETON (Area Code 609)**

Princeton Rec. Exchange, 20 Nassau St. Zip: 08540. Tel: 921-0881. Owner: Barry Weisfeld. (Rec. RJ—cutouts, overstocks, rarities)

● **RAHWAY (Area Code 201)**

A & B Rec. Dist. Inc., 1467 Pinewood St. Zip: 07065. Tel: 574-0900. Owner, Albums & Tape Buyer: Al Bitensky. (Rec. & Tape D, I & E)
Labels: Everest, Jazz Bird, Kent, Nutmeg, Olympic, Phoenix 10/20, United; also distributes cutouts.
M O R E MUSIC INC., PO Box 146. Zip: 07065. Tel: 381-8937. Pres.: Ed Guy. (Rec. D, I & E)
Branch: Los Angeles, Calif.
Labels: CMH, County, Flying Fish, Gusto, King, Old Homestead, Rebel, Rounder, Starday, Sugar Hill, & others, also distributes cutouts. (SEE ADVERTISEMENT)

● **SOUTH PLAINFIELD (Area Code 201)**

JEM RECS. INC., PO Box 362, 3619 Kennedy Rd. Zip: 07080. Tel: 753-6100. Pres.: Martin Scott; VP: Ed Grossi; Treas.: Jeff Tenenbaum; Comptroller: Howard Herbitter; Gen. Mgr.: Rick Lawler; Sales Wgr.: Bob Grossi; Mktg. Dir.: Andy Miele; Prod'n Mgr.: Phyllis Pannone-Craig; Art Dir.: Murray Brennan. (Rec. & Tape D & I)
Branches: Reseda (Los Angeles Metropolitan Area), Calif.; Grand Prairie (Dallas Area), Tex.
Int'l branch: England, Pacific Recs.
Labels: Adelphi, Blanche, Bomp, Cachalot, Clone, DB, EG, Fetish, 415, 99, Ode, PVC, Passport, Poshboy, Ralph, Rat City, Red Star, Rhino, Rough Trade, Slash, Twin Tone, Virgin Int'l, Visa.
Labels imported: A&M/A&M Audiophile, Attic (both Canada), Celluloid (France), ECM, Innovative Communications, Metronome, Teldec (all Germany), Albion, Alternative Tentacles, Armageddon, Beggar's Banquet, Cherry Red, Crass, Decca, Don't Fall off the Mountain, EMI, F-Beat, Factory, Fetish, 4 AD, Heavy Metal, Mute, Neat, RCA, Rough Trade, Secret, Situation 2, Some Bizarre Label, Statik, Virgin, WEA, Zoo (all UK), Bulldog, K-tel, MFP (Music for Pleasure), Pickwick (all UK midline). (SEE ADVERTISEMENT)

● **SOUTH RIVER (Area Code 201)**

Sonny Gee Recs. & Tapes, PO Box 84, 79 Whitehead Ave. Zip: 08882. Tel: 257-8580. Exec.: S.R. Gugig; Mgr.: Fred Edwards; Buyers: Fred Edwards, Harold Silverman. (Rec., Tape & Vid. Pgm. RJ)

● **SPRINGFIELD (Area Code 201)**

Prime Dist., 155 US 22 E. Zip: 07081. Tel: 379-9642. Owners: Dave Casey, Ralph Schechtman. (Rec. OS)
Proft Sales Dist. Inc., PO Box 176. Zip: 07081. Tel: 379-9640. Owners: Ralph Schechtman, Dave Casey. (Rec. D & RJ)
Labels: Audio Arts, Creed, Glori, HSE, Inspirational Sounds, Jam Sessions, Jewel, Kenwood, Nashboro, Paula, Pegasus, Reborn.

● **TEANECK (Area Code 201)**

Hungaria Recs. Inc., PO Box 2073. Zip: 07666. Tel: 343-5240. Exec. Dir.: Kaiman Magyar; Prod. Mgr.: Samuel Jackendoff; Gen. Mgr.: Steven Kotansky. (Rec. D, I & E)
Labels: Hungaria, Hungaroton, Magyar, Pepita, Quatforn.

● **UNION (Area Code 201)**

All Service One Stop Inc., 950 Greeley Ave. Zip: 07083. Tel: 686-3500. Pres. & Buyer: Frank Di Marsico. Treas. & Buyer: Edward Fredenck; Opns. Mgr.: John MacGregor. (Rec., Tape & Vid. Pgm. DS).
Accessories: Le-Bo/Peerless, Memorex.

● **WESTVILLE (Area Code 609)**

American Rec. Sales Inc., 1120 Crown Point Rd. Zip: 08093. Tel: 848-1900. Pres. & Buyer: Bill Buster; VP: Antony W. Colombet; Mgr.: Bill Carlin. (Rec. OS, I & E—45 rpm oldies)

● **WILLIAMSTOWN (Area Code 609)**

PolyGram Dist'n Inc., 208 Dorset Court. Zip: 08094. Tel: 939-1662. Mgr.: Jack Iacche. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed)

NEW MEXICO

● **ALBUQUERQUE (Area Code 505)**

Hurricane Rec. Dist., PO Box 3547, 1927 San Mateo NE. Zip: 87110. Tel: 265-4039/3049. Owners: Al, Morrie & B. Sanchez; Mgr.: Al Sanchez; Buyer: Morrie Sanchez. (Rec. & Tape D & RJ)

Linden Dist., 7400 Osuna Rd. NE. Zip: 87109. Tel: 884-8103. Mgr.: Singles & Albums Buyer: L. Blaschke. (Rec. & Tape OS)
Tocino Music Ent., 900 Fourth St. SW. Zip: 87102. Tel: 247-8051. (Rec. & Tape D & OS)
Labels: Casanova, Crsty, Del Norte, Hurricane, Kiva, Mother Lode.
Accessories: Recoton.

NEW YORK

● **ALBANY AREA (Area Code 518)**

Albany One Stop, 1241 Broadway. Zip: 12204. Tel: 434-8396. (Rec. & Tape OS)

Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)
Bee Gee Dist'g Corp., Shaker Park, Latham 12110. Tel: 785-1122. Pres.: Lawrence Smith; VP: Richard A. Margolis; Mds. Mgr.: Joe Yanulavich; Albums, Tape & Accessories Buyer: Mark Galeo. (Rec. & Tape D & RJ), (Rec. & Tape OS as Leonard Smith Inc.)
Labels: Audio Fidelity, Bert & J, Disney, Fiesta, Gusto, K-Tel-Dominion, Music Minus One, Peter Pan, Plantation, Ranwood, Starday, Turnabout, Vox.
Accessories: BMI, Dynasound, E.V. Game, Hartzell, Koss, Le-Bo, Maxell, Memorex, Peerless, Recoton, Savoy, Scotch, TDK.
Handieman Co., 3 Cornell Rd., Airport Park, Latham 12110. Tel: 783-5437. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.
One-Way Recs. Inc., 12 Commercial Rd. Zip: 12205. Tel: 489-3288. WATS: (800) 833-3553. Owner: David Schlang; Mgr.: Joe Paone; Albums Buyers: David Schlang, Joe Paone. (Rec. & Tape D, I & E—cutouts, overstocks)
Accessories: Discwasher, Maxell, Memorex, TDK.
Leonard Smith Inc. (Rec. & Tape OS), see Bee Gee Dist'g Corp.
Trans World Music Corp., PO Box 11580. Zip: 12211; 874 Albany Shaker Rd., Latham 12110. Tel: 783-5152. Owner & Pres.: Robert J. Higgins; Buyers: David Roy, Pete Kosakowski. (Rec. D & RJ)
Accessories: Atari, BMI, Coleco, Discwasher, Le-Bo, Maxell, Memorex, Planstiehl, Savoy, Scotch, Sound Guard, TDK.

● **AMSTERDAM (Area Code 518)**

Almor Playtime Co. Inc., 140 Guy Park Ave. Zip: 12010. Tel: 843-3801. Pres.: Albert A. Hyman; Singles, Albums & Tape Buyer: Linda Austin. (Rec. & Tape D, OS & RJ)
Labels: Disneyland, Pickwick Int'l
Accessories: Discwasher, Le-Bo, Maxell, Memorex, Recoton, Sound Guard, TDK.

● **BUFFALO AREA (Area Code 716)**

Action Music of Western New York, 1800 Main St. Zip: 14209. Tel: 883-2555. Mgr.: Paul Bapst. (Rec. & Tape D)
Home office: Cleveland, Ohio.

Labels: Becket, Flying Fish, Gemcom, Laff, Muse, Prelude, Ranwood, Rhino, Roulette, Sugar Hill.
Alices One Stop, 110 McKesson Pkwy., Cheektowaga 14225. Tel: 685-2405. (Rec. & Tape OS), (Rec. RJ, I & E as Buffalo Ents. Inc.)
Audio Market Sales Inc., PO Box 157, 784 Centre St., Lewiston 14092. Tel: 754-8744. Exec.: Thomas Baldock. (Rec. & Tape D)
Labels: American Gramophone, DBX, Direct Disk, M&K Realtime, Mobile Fidelity, Nautilus, Sheffield Lab, Telarc.
Buffalo Ents. Inc. (Rec. RJ, I & E)—Tel: 685-2400—see Alice's One Stop.
Buffalo One Stop, 1790 Main St. Zip: 14208. Tel: 882-0427. Mgr. & Buyer: Larry Ver Hagen. (Rec. & Tape DS), (Rec. & Tape RJ as Transcontinent Rec. Sales)

Pks Corp., 182 Ashland. Zip: 14222. (Rec. & Tape D)
Home office: Cleveland, Ohio (See for prod. distributed)
Ruda's Dist'g Co., 915 Broadway. Zip: 14212. Tel: 852-3121. Owner & Buyer: Don Ruda. (Rec. & Tape OS—polka prod.)
Transcontinent Rec. Sales Inc., 355 Harlem Rd. Zip: 14224. Tel: 826-9560. Owner: Leonard Silver; VP & Nat'l Buyer: David Colson; Singles Buyer: Larry Ver Hagen; Albums & Tape Buyer: Jim Primerano. (Rec. & Tape RJ), (Rec. & Tape OS as Buffalo One Stop).
Branches: Baltimore, Md., Transcontinent of Maryland (Rec. & Tape OS); Linden, N.J., Transcontinent of New Jersey (Rec. & Tape OS & RJ); Albany, N.Y., Albany One Stop (Rec. & Tape OS); Rochester, N.Y., Rochester One Stop (Rec. & Tape OS & RJ); Syracuse, N.Y., Syracuse One Stop (Rec. & Tape OS & RJ); Cincinnati, Ohio, Ambat Recs. (Rec. & Tape OS & RJ).

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● **CHATHAM (Area Code 518)**

Waterfall Recs. Ltd., 16 River St. Zip: 12037. Tel: 392-3401. Owner: Arnold S. Caplin; Mgr.: Alan D. Caplin; Buyers: Alan & Arnold Caplin. (Rec., Tape & Vid. Pgm. D & OS)

Labels: Affinity, Aircheck, Alligator, American Cowboy, Arhoolie, Biograph, Center, Chess, Dawn, Fanfare, Historical, Jazz Archives, Kaydee, Marnish, Melodeon, Million, Origin, Radio Archives, Red Lightning, Relic, Rip Saw, SSS, Sandy Hook, Spokane, Sun, Sunbeam, Swing House, Take Two, Totem, Tulip, Union Pacific, Western, Westwood, WGM, Kanadu, Zim.

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● **FARMINGDALE (Area Code 516)**

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IMPORT-O-DISC, 855-E Conklyn St. Zip: 11735. Tel: 694 4545. Telex: 4758158, 4758254. Owner: Bob Miller; Mgr.: Kenneth Sharkman; Sales:

Steve Flaster, Irv Chaffardet, Karen Koch, Elliott Coral, Richard Jones; Buyers: Robert Miller, Steve Flaster, Kenneth Shankman. (Rec. & Tape OS & I, Rec & Tape E as Export-O-Disc)
Imports from Belgium, Canada, France, Germany, Italy, Mexico, Netherlands, UK. (SEE ADVERTISEMENT)
Variety Audio (div. of Phoenix Inds. Corp.), 144 Milbar Blvd. Zip: 11735. Tel: 293-5858. Owner: David Shichman; Buyer: Bill Kobrin. (Rec. & Tape RJ)

● **GARDEN CITY (Area Code 516)**

REGO IRISH RECS & TAPES INC., 64 New Hyde Park Rd. Zip: 11530. Tel: 328-7800. NYC Tel: (212) 343-6024. Pres.: Paddy Noonan. (Rec. & Tape D, OS & I) (SEE ADVERTISEMENT)

● **GREAT NECK (Area Code 516)**

Playette Corp., 301 East Shore Rd. Zip: 11023. Tel: 487-3064. Owner: Sidney A. Evans. (Rec. & Tape I)
Labels imported: Ades (France), Cetra (Italy), Chant du Monde (France), DG (Germany), Festival (France), GMS-Disc, Hachette, Hspavox (Spain), Lumen (France), Omnirox (France), Pleiade (France), Visaphon (Germany).

● **HAUPPAUGE (Area Code 516)**

Big Red Ents., 40 Oser Ave. Zip: 11788. Tel: 231-7300. Pres.: Lou Sebok; Sales Mgr.: Roger Weimand. (Rec. & Tape D)
Labels: Stereo Gold; also distributes promotional materials.

● **ISLAND PARK (Area Code 516)**

DUTCH EAST INDIA TRADING, 45 Alabama Ave. Zip: 11558. Tel: 432-3500. Telex: 4758099. (Rec. I & E) (SEE ADVERTISEMENT)
Scott Dist'g Corp., PO Box 280, 4217 Austm Blvd. Zip: 11558. Tel: 432-1234. Telex: 221508. Owner: Sidney Kruglick. (Rec. & Tape D, I & E) Branch: Norfolk, Va.
Distributes promotional recs. & tapes.

● **ITHACA (Area Code 607)**

Swallowtail Recs., PO Box 843. Zip: 14851. Tel: 844-4535. Owner, Mgr. & Buyer: Phillip Shapiro. (Rec. D)
Labels: Folk Legacy, Front Hall, Photo, Swallowtail, other folk music prod.

● **JERICHO (Area Code 516)**

Countrywide Tape & Rec. Dist. Inc., 200 Robbins Ln. Zip: 11718. Tel: 433-9550. NYC Tel: (212) 380-3900. Telex: 126316. Exec.: Stanley Sirote. (Rec. & Tape D, I & E)
Labels: Countrywide, Intercontinental, also distributes cutouts, mid-line prod.
Unique Recs. (Rec. E), see Zim Recs.
Zim Recs., PO Box 158, 18 Ivy Dr. Zip: 11753. Tel: 681-7102. Owner: Arthur Zimmerman. (Rec. I & E), (also Rec. E as Unique Recs.)
Labels: Jazz Showcase.

Labels imported: Caprice (Sweden), Classic Jazz Masters (Sweden), Collectors Classics (Denmark), Divergent (Netherlands), Dragon (Sweden), Falcon (UK), For Discriminate Collector (Italy), Fountain (UK), Foxy (France), Gannet (Netherlands), Gaps (Italy, Netherlands), Gardena (Italy, Netherlands), Grannophone (Netherlands), Hep (UK), Hot Dogs (Netherlands), Hurricane (Italy, Netherlands), Jazz Connoisseur (Italy), Jazz Document (Sweden), Jazz Piano (Denmark), Jazz Society (Sweden), Jazz Supreme (Italy), Jazz Unlimited (Denmark), Manhattan (Italy), Melram (Germany), On the Loose (Italy, Netherlands), Panachord (Netherlands), Phontastic (Sweden), Ramblers Fan Club (Netherlands), Raretone (Italy), Replica (Italy), Retrieval (UK), Two Flats (Italy, Netherlands), Unique Jazz (Italy), VJM (UK), & others.

● **LIBERTY (Area Code 914)**

HARBOR REC. EXPORT CORP., 10 Chestnut St. Zip: 12754. Tel: 292-3334. Pres.: Jerome Hornig. (Rec. & Tape E) (SEE ADVERTISEMENT)

● **MOUNT VERNON (Area Code 914)**

Chambers Rec. & Video Corp., 2 Gramatan Ave. Zip: 10966. Tel: 699-1666. Exec.: Allan H. Steckler; Buyer: Gene Askins. (Rec., Tape & Vid. Pgm. D—school & library trade only)

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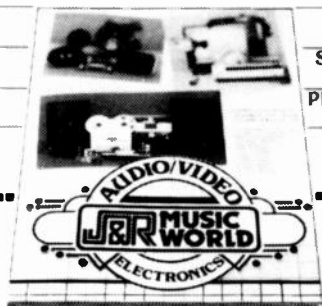
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A-1 Rec. Sales, 659 10 Ave. Zip: 10036. Tel: 246-1234/3330. (Rec. & Tape OS)
AFRICAN REC. CENTRE DIST. LTD. (Arc. Dist.), 1194 Nostrand Ave., Brooklyn 11225. Tel: 493-4500. Pres.: R. Francis; VP: Roland Francis, Mgr.: Robert Thomas; Buyers: Singles, Trevor Davis; Albums, Ralph Johnson (Rec. D & OS), (Rec. I & E as Egbe Dmo Nago African Mkt. & Imports)
Labels: Africa 1, African Music Explosion, African Rec. Center, Discostock, Discostock Makossa USA, Jumbo Caribbean Disco, Kola, Makossa, Makossa Int'l, Makossa Tropical Disco, Star Musique. (SEE ADVERTISEMENT)
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ALPMA LATIN RECS. & TAPES, 726 10 Ave. Zip: 10019. Tel: 582-0990. (SEE ADVERTISEMENT)
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Branch: Weymouth (Boston Metropolitan Area), Mass.
Labels: Abkco, Antilles, Boardwalk, CTI, Chess, Collectables group, Disneyland, First American, Jazzman, Kid Stuff, Living Language, M&R, Mango, Mirus, Nautilus Super Disc, Ode, Original Sound, Passport group, Penthouse, Plantation, Pro-Arte group, Sam, Sesame Street, Sessions, Teach, Vanguard, Venture, & others. (SEE ADVERTISEMENT)
American Album & Tape Corp., 314 W. 53. Zip: 10019. Tel: 247-3188, 246-4980. Telex: 226000. Pres.: David King; VP: Hope King; Int'l VP: Warren Ashley; Gen. Mgr.: George Curtis; Sales Mgr.: Chris Conli. (Rec. & Tape D, I & E—cutouts, closeouts, overstocks)
Antilla Rec. Dist. Inc., 667 10 Ave. Zip: 10036. Tel: 582-4546. Mgr.: Jose Hernandez (Rec. & Tape D, OS & RJ)
Labels: Antilla, Arcano, Aro, CBS Int'l, Compas, Fama, Funny, Gema, Maype, Modiner, Orda, Pronto, Rumba, Suave.
Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., Long Island City 11103. Tel: 721-5599. Pres.: Andrej M. Poncic; Sales Mgr.: Donald M. Zemann. (Rec. & Tape I)
Labels: Apon, Amadeo, Discapon, Harmonia Mundi, Supraphon.
Archer Int'l, 205 Lexington Ave. Zip: 10016. Tel: 532-2323. VP Sales: Irwin Eisen. (Rec. & Tape I & E) (Vid. Pgm. E as Cinelot Int'l)
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Labels: Audiorama, Bronco, Disco Sur, Global, Lad, Madely, Qursqueya, Seno Max, Taurus, Top-Hit, Velvet.
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Labels: Brasilia, Brass, Emergency, Roy B.
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C B S Recs., 95-25 Queens Blvd., Rego Park 11374. Tel: 830-3600. Branch Mgr.: Ron Piccolo; Sales Mgr.: Jim Une. (Rec. & Tape D)

Other branches: Century City (Los Angeles Metropolitan Area), San Rafael (San Francisco & Bay Area), Calif.; Atlanta, Ga., Rolling Meadows (Chicago Metropolitan Area), Ill.; Beltsville, Md.; Lexington (Boston Metropolitan Area), Mass.; Minneapolis, Minn.; Beachwood (Cleveland Metropolitan Area), Ohio; Dallas, Tex.

Labels: ARC, BID, Bang, Barking Pumpkin, Blue Sky, CBS, Caribou, Chrysalis, Cleveland Int'l, Coast to Coast, Columbia, Curb, Epic, Feyline, Finesse, 415, Full Moon, Hammond, Handshake, Houston Connection, Jet, Johnston, Kat, Kushner, Lorimar, Nemperor, Nu Disk, Odyssey, Park Lane, Pasha, Pavilion, Philadelphia Int'l, Portrait, Precision, Scotti Bros., T-Neck, Tabu, Uncle Jam, WIMOT.

Capitol Recs., 1370 Ave. of the Americas Zip: 10019. Tel: 757-7470. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)

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Distribuidora Nacional de Discos de New York, 214 W. 96 St. Zip: 10025. Tel: 866-2469. Pres.: L. Raul Bernard; VP & Sec'y-Treas.: Blanca Bernard. (Rec. & Tape D), (Rec. & Tape I & E as Ottoo Recs. Co. Int'l Ltd.)

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Labels imported: Ensayo (Spain), Rubini (UK), Unicorn (UK).
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 Labels imported: Acanta (Germany), Brain (Germany), CBS (Germany), DaCamera (Germany), Dell'Arte (UK), EMI (UK), EMI-Electrola (Germany), Erato (Germany), Fontana (Germany), Harmonia Mundi (Germany), MPS (Germany), Metronome (Germany), Nimbus (UK), Pape (Germany), Philips (Germany), Polydor (Germany), Preiser (Germany), RCA (Germany), Rubini (UK), Schwann (Germany), Telefunken (Germany), Wergo (Germany).

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Branches: Lawndale (Los Angeles Metropolitan Area), Calif. (Rec. & Tape D & I); Atlanta, Ga. (Rec. & Tape D & I); Des Plaines (Chicago Metropolitan Area), Ill. (Rec. & Tape D & I); Austin, Tex. (Rec. & Tape D & I).
Labels: A&M, Ace of Hearts, Arista, Bad Brains, CBS, Celestial Harmony, DB, DRG, Eat, Enigma, Europa, Factory, Faulty, Frontier, Giorno Poetry, GreenSeaves, Hannibal, Labor, MegaForce, Modern Method, Mustard, 99, Palace of Lights, PolyGram, Posh Boy, Press, RCA, Ralph, Relativity, Rough Trade, SST, Shanachie, Subterranean, Twintone, WEA, WindsPELL, Y America, Zoar.

Labels imported: All labels. (SEE ADVERTISEMENT)
INTERNATIONAL BOOK & REC. DIST., 4D-11 24 St., Long Island City 111D1. Tel: 786-2966. Owners: V. Rudenjak, S. Simunovic; Mgr.: Clyde Allen; Buyers: Classical, Clyde Allen, Tom Faitos; Imports: Christina Roden. (Rec. & Tape I & E)
Labels imported: ASV (UK), Ariola (Brazil), Atoll (France), Barclay (France), Bon Giovanni (Italy), CBS (France, Italy, Japan), Chant du Monde (France), Dischi Ricordi (Italy), Durum (Italy), EMI (Brazil, Denmark, Sweden, UK), EMI Electroa (Germany), EMI Italiana (Italy), EMI Odeon (Spain), EMI Toshiba (Japan), Fonit Cetra (Italy), Jugoton (Yugoslavia), Music for Pleasure (France), Muza (Poland), Pathe Marconi (France), Philips (Norway), Phonogram (Brazil, France, Spain), Polydor (France), PolyGram (UK), RCA (Brazil, France, Italy, UK) RTB (Yugoslavia), Replica (Italy), Ri-Fi (Italy), Saga (UK), Sonodisc (France), Tangent (UK), Vogue (France), WEA (France), & others. (SEE ADVERTISEMENT)

J & R MUSIC WORLD INC., 23 Park Row. Zip: 10038. Tel: 732-8600. Owners: Joe & Rachelle Friedman; Buyers: Records, Marty Wolfson; Audio/Video/Computer, Jack Wahman, Mark Stein; Audio Accessories, Alan Mishkin; Videocassettes, Ray Seidman. Main & Jazz Duitel, Classical Warehouse & Computer Duitel, 33 Park Row. Zip: 10038. Video Duitel, 25 Park Row. Zip: 10038. (Rec., Tape & Vid. Pgm. RI, I & E) (SEE ADVERTISEMENT)
KAZUMA REC. DIST., PO Box 28, Jamaica 11431. Tel: 291-4233. Contact: Manuel Nunez. (SEE ADVERTISEMENT)

KING KAROL RECS. INC., 126 W. 42 St. Zip: 10036. Tel: 354-7684. Owners: Ben Karol; Mgr.: Morris Weissman; Buyer: Stuart Triff. (Rec. & Tape OS, I & E) (SEE ADVERTISEMENT)
Herbert A. Linsky Assocs. Inc., 200 W. 57 St., Suite 602. Tel: 582-2594. Rep.: Herbert A. Linsky. (Cutout rep.)

M C A Dist's Corp., 1D E. 53 St. Zip: 10022. Tel: 888-9700. Branch Mgr.: George Collier. (Rec., Tape & Vid. Pgm. D - see Los Angeles, Calif., office for prod. distributed)

MALVERNE DIST. INC., 35-35 35 St., Long Island City 11106. Tel: 392-5700. Pres.: Jerry Winston; Singles & Albums Buyer: Tony Mascia. (Rec. & Tape D)

Branch: Boston, Mass., Malverne Dist. Inc. of Boston.
Labels: Aero, Beverly Glen, Concord Jazz, Contemporary, Fantasy, GRP, JAM, Laif, Laurie, Lifesong, Light, Malaco, Milestone, Moby Dick, Montage, Muse, Nashboro, New Birth, PAUSA, PCM, Parr, Palo Alto, Philly World, Prelude, Prestige, Project 3, Quicksilver, Radar, Ranwood, Roulette, Sutra, Takoma, West End, Windham Hill, Word, & others. (SEE ADVERTISEMENT)

MAXI MUSIC, 150 Nassau St., Suite 1438. Zip: 10038. Tel: 962-4930. Telex: 239063. Dir.: Jim McCarthy, Terry Ferdinand. (Rec., Tape & Vid. Pgm. D & E) (SEE ADVERTISEMENT)

MET RICHMOND LATIN REC. RACKS, 1637 Utica Ave., Brooklyn 11234. Tel: 253-4600. Telex: 668550. Cable: SEECODISC-NY. Owner: D. Last; Mgr.: Albito Velez; Buyers: Singles, B. Cohen; Albums, Don Erlichman; Tape, Eolides Corniel. (Rec. & Tape RI), (Rec. & Tape E as Met Richmond Latin Rec. Sales) (SEE ADVERTISEMENT)

Met Richmond Latin Rec. Sales (Rec. & Tape E) - Mgr.: Bob Slack - see Met Richmond Latin Rec. Racks.

METRO VIDEO DIST. INC., 43D W. 54 St. Zip: 10019. Tel: 582-6045. Branches: Santa Monica (Los Angeles Metropolitan Area), Calif., Fort Lauderdale, Fla. (SEE ADVERTISEMENT)

MIDNIGHT RECS., 255 W. 23 St. Zip: 10011. Tel: 675-2768. Dwner J. Martignon; Mgr.: Claire Baksa; Buyers: J.D. Martignon, James Furlong. (Rec. O & I)

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 UK), Musidisc, Muza (Poland), Falthe Marconi (France), PolyGram
 (France, Germany, UK), RCA (France, Italy), Sonodisc

Music Town Rec Disks & Promo Co, 28 11 Murray St., Flushing 11354 Tel
 461 3308. (Rec. D)
 Home office: Nashville, Tenn

N O P Assocs., 2 Pierrepont Pl., Brooklyn Heights 11201 Tel 875 2104
 JWP: 624 5527 Pres. William K. Klein, Sales Alan Wiener, Rich
 Abramson (Rec. I; Rec., Tape & Vid. Pgm. E—cutouts, overstocks)
 Labels imported: Beautiful Music, Black Lion, Black Tulip, Classic Jazz,
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N M C Corp., 1 Penn Plaza, Suite 1706 Zip 10119 Tel 279 5850 Bd
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National Dist'n Network Inc., 150 W 58 St Zip 10019 Tel 977 4166
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New Music Dist'n Serv (div of Jazz Composer's Orchestra Ass'n), 500
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 Mgr Oave Hunt, Sales Russ Musto, Singles & Albums Buyer Yale Eve
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 Labels: About Time, American Clave, CP Squared, CRI, Chatham Square,
 Europa, Finnadar, Frammis, Giorno Poetry, Hat Hut, India Navigation,
 JCOA, Leo, Lovely Music, Metalanguage, Moers, Music Gallery, Nessa,
 Neutral, One Ten, Opus One, Palace of Lights, Parachute, Ralph, Recom
 mended, Revelation, Rough Trade, 1750 Arch, Subterranean, Sweet
 Earth, Walt, Zoar, & others

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 Labels imported: Barclay (France), CBS Int'l, EMI Int'l, Minos Matsas
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 Mktg & Sales Jack Kiernan, VP Mktg /Project Mgmt Rick Blewess, VP
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 Labels: A&M, Angel, Arabesque, Arista, Atlantic, Audio Fidelity, Blue
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 Qualiton Imports Ltd, 39 28 Crescent St, Long Island City 11101 Tel 937
 8515 Owners Otto & Judith Quttner, Pres Otto Quttner, Sales Mgr
 George Volckening, Albums & Tape Buyer Judith Quttner (Rec. & Tape
 D & I)
 Labels imported: BIS (Sweden), Bourg (France), CRD (UK), Etcetera
 (Netherlands), Fidelio (Netherlands), Hungaroton (Hungary), Opal (UK),
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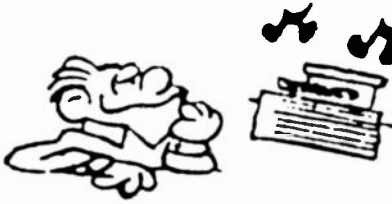
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Labels: A&M group, Arista group, Best Buy, Bluebird, Ensigr, Erato, Gold Seal, Grunt, Millennium, Pablo, Planet, RCA, Red Seal, Salsoul.

Rashid Sales Co., 191 Atlantic Ave., Brooklyn 11201. Tel: 852-3295. Owner: Albert Rashid; Mgr., Albums & Tape Buyer: Stanley Rashid; Vid. Pgm. Buyer: Raymond Rashid. (Rec., Tape & Vid. Pgm. OS, I & E)

Labels imported: Araby (Greece), Asshark (Araba), Baidaphone (Egypt), Buzardphone (Kuwait), Byblos (Lebanon), Carophone (Egypt), Columbia (Greece), Dunaphone (Lebanon), EMI (Greece), Ddeon (Greece), Partephone (Lebanon), Philips (Netherlands), Rajaphone (Araba), Regal (Greece), Sono Cairo (Egypt), Sout el Hob (Egypt), Sout el Fhan (Egypt), Sout wa Soura (Araba), Voice of Beirut (Lebanon), Voix du Liban (Lebanon)

Video Program lines: Arabian Video Entertainment, Trytell

RELEASE RECS. INC., 4257 Katonah Ave., Bronx 10470. Tel: 325-6808. Pres. Daniel J. Ryan. (Rec. & Tape I).

Labels imported: Chart, Chyme, Dolphin, Gael Linn, Hawk, Outlet, PolyGram, Release, Tara (all Ireland); Affinity, Charly, Greensteves, Trojan (all UK). (SEE ADVERTISEMENT)

Henry Rosenberg Ltd., 870 Seventh Ave., Suite 348. Zip 10019. Tel: 541-5350. Pres.: Henry Rosenberg. (Rec., Tape & Vid. Pgm. D)

Video Program line: Magic of Derek Dingle.

Distributes close-outs, surplus tape lines, cutouts, overstock.

Rounder Dist'n, 611 Broadway, Rm. 415. Zip 10012. Tel: 477-4600. Telex: 921724. Mgr.: David Nives. Promo & Sales Ken Schappe. (Rec. & Tape D, I & E)

Home office: Cambridge (Boston Metropolitan Area), Mass.

Labels: Ace (import), Alligator, Arhoolie group, Bear Family (import), Celestial Harmonies group, Charly (import), Chess, Columbia Special Prods., Delmark, El Satum/Saturn Gemmu, Everest group, Flying Fish, Gusto group, Hannibal, Heartbeat, Kicking Mule, New World, Pathe Marconi (France), Prairie Home Companion, RCA (France), Rhino, Rounder, Specialty, Spolite (import), Steeplechase, Studio One (import), Swagge (import), Timeless (import), Topic (import), Varrick, Yazoo, & others.

Seaboard World Ents., 75 Bleecker St. Zip. 10012. Tel: 674-7018. Owner: Mykel Board; Buyers: Mykel Board, David Klauber. (Rec. & Tape D, I & E)

Labels: Dschord, Fred, Gry (Denmark), Karma (Denmark) Lump, Neutral, 99, Only Label in the World, Priapismus (Germany), Propaganda (Finland), Rat Cage, Schrotthandlung (Germany), SIN, & others.

M. SLUIS CO. INC., 15 Park Row. Zip 10038. Tel: 349-0590. Telex: 233068. Pres.: Henri Elion, Mgrs. & Buyers: Mary Zylber, Thomas Cesta. (Rec. & Tape E)

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Sunshine Rec. Dists., 747 10 Ave. Zip 10019. Tel: 265-3530. WATS (800) 223-6331. Pres.: Howard Rumack, Gen. Mgr.: Pat Monaco Sales Mgr.: Pete Castagne, Promo Dir.: Bruce Marcus. (Rec. D)

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Surplus Rec. & Tape. Dist.—Tel: 695-6117—see Passaic, N.J. listing

Tape King Inc., 220 W. 19 St. Zip 10011. Tel: 675-0800. Telex: 237891. Owner: Joseph Abady; Mgr.: David Abady, Buyers: Singles, David Abady, Michael Luiz, Albums, Joseph & David Abady, David Lubin, Tape, David & Marlene Abady, Mattie Wilson. (Rec. DS & E, Tape DS)

Titan United Corp., 25 W. 43 St. Zip 10036. Tel: 354-5005. Pres.: Martin L. Roemer. (Rec. & Tape D—military sales only)

TDP TEN HITS RECS. DIST., 641 10 Ave. Zip 10036. Tel: 489-9428. Owner & Tape Buyer: Anibal Torres, Mgr. & Albums Buyer: Ana T. Torres. (Rec. D, Tape DS)

Labels: Cesta, Citation, Dino, Fonseca, Hacienda, Kim, La Cole, Lassiss, Marvela, New Generation, Rana, Suave, TR, TTH, US (SEE ADVERTISEMENT)

U S A ELECTRONICS, 125 W. 45 St. Zip. 10036. Tel. 221 1354. Contact: Jackie (SEE ADVERTISEMENT)

V P RECS., 170 21 Jamaica Ave., Jamaica 11432. Tel: 291 7059. Mng. Dir.: Vincent Chin. Sales Mgr.: Pat Chin, Buyer: Christopher Chin. (Rec. & Tape OS—calypso & reggae prod.)

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Venus Recs., PO Box 166, Cooper Sta. 10276; 61 W. Eighth St., 2nd fl. Zip: 10011. Tel: 598-4459. Mgr. Bill Shor. (Rec., Tape & Vid. Pgm. I; Rec. & Tape E—cutouts, promos.)

Vital Body Mktg. Co., PO Box 703, Fresh Meadows 11365. Tel: 969-7911. Owner: Jeffrey Charno, Mgr. Elen Estevez. (Rec. & Tape D, DS & E—new age music only)

Labels: Aquarian Media, Celestial Harmonies, Capitol, Chandri, ECM, Environments, GRD, Global Pacific, Golden Voyage, Halpern Sounds, Iasos, Joel Andrews, Nonesuch, Philo, RCA, Schawkie Roth, Self Realization Fellowship, Unity, Vanguard, Vedic Research, Windham Hill.

VITRALE (EDS), GPO Box 1913. Zip 10116. Tel: 255-4060.

Labels: Egre-m-Arieto. (SEE ADVERTISEMENT)

Warner/Elektra/Atlantic Corp., 1700 Broadway. Zip: 10019. Tel: 757-3939. Branch Mgr.: Mike Holzman, Sales Mgr.: Paul DeGennaro. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

West Side Sound Dist. Inc., 693 10 Ave. Zip 10036. Tel: 586-2710. Pres. Arturo J. Saz. (Rec. & Tape D)

Branch: North Bergen, N.J.

Labels: AS Int'l, Raiz, Seeco, Tropical, WS Latino, West Side

WIN RECS. & VIDED INC., 45 50 38 St., Long Island City 11101. Tel: 786-7667. Owner: Sam Weiss; Mgr.: George Weiss; Buyers: Albums, Jamie Klimek; 12", Marc Eiselman; Singles, Smokey Smokier; Tape, David Nida; Video, Robert Webb; Imports, Robert Webb, Jamie Klimek, Deborah Glass. (Rec., Tape & Vid. Pgm. D, OS, RI, I & E)

Labels: A&M, Azra, CBS, Capitol EMI, Contempo Vibrato, DRG, Erika, Europa, Fantasy, Fronter, Joe Gibbs, Giorno Poetry, Labor, Lovely, MCA, Mustard, Neutral, 99, Palace of Lights, PolyGram, Prelude, RCA, ROI, Rhino, SST, Sam, Shrapnel, Vanguard, WEA

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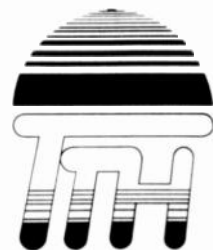
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Albums, Kim Simons—see House of Guitars Inc.
Mirror Inc. (Rec. & Tape I & E)—Owner & Mgr.: Bruce Schaubroeck—see
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Rochester One Stop, 2527 W. Henrietta Rd. Zip: 14623. Tel: 424-2002. (Rec.
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Home office: Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)

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Labels: Pickwick, RCA, Vox.
Accessories: Le-Bo, Memorex, Recoton, Scotch, Watts.
Syracuse One Stop, 333 W. Fayette St. Zip: 13202. Tel: 476-4019. Mgr.:
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Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)

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Sound, Wonderland.
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Accessories: Jackets, sleeves.

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Labels: Disneyland, Kid Stuff, MMG, Peter Pan.

Accessories: Fuji, Memorex, Recoton, TDK. Halper's One Stop, PO Box 37156. Zip: 45222. Mgr.: Saul Halper. Handleman Co., 4550 Cornell Rd., Blue Ash 45241. Tel: 489-4550. (Rec. & Tape RJ)

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 Home office: Minneapolis, Minn.
 M C A Dist'g Corp., 1435 E 17 St. Zip 44114 Tel: 621-9770 Branch Mgr. Lew Zellman (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
 Man in the Middle, 5923 Cantwell Dr., Mayfield Heights 44124, Tel: 461-3342, Owner & Mgr. Sherman Lieberman (Rec., Tape & Vid. Pgm. D)
 Label: Everest
 Video program lines: All lines.
 Video games: All lines
 Accessories: Blackbourne, Plantone, Savoy
 PKS CORP., 2140-50 Hamilton Ave Zip 44114 Tel: 696-3155 Pres. Ron Schafer; VP & Gen. Mgr. Harvey Korman; VP Sales: John Horn; Buyer Ken Antonelli (Rec. & Tape D)
 Branches: Southfield (Detroit Metropolitan Area), Mich., Buffalo, N.Y., Cincinnati, Columbus, Ohio
 Labels: Adrenalin, Aerow, Allegiance, Alligator, Applause, CTI, Calamba, D&D, Easy Street, Emerald Int'l, GRP, Highrise, Houston Connection, Jam, Jam Power, MMC, Mirus, Montage, Muse, National Network, Nationwide Sound, Passport, Peter Pan, Posse, Powerhouse, Project 3, Quality, Quicksilver, RMS, Ranwood, Rhino, Sam, Sugar Hill, Tioch, Vintage, West End, & others (SEE ADVERTISEMENT)
 PolyGram Dist'n Inc., 14600 Detroit Ave., Suite 450, Lakewood 44107 Tel: 228-6412, Mgr. Frank Peters. (Rec. & Tape D)
 Home office: New York, N.Y. (See for prod. distributed)
 Progress Rec. Dist'g Inc., 5500 Avon Park Dr., Highland Heights 44143 Tel: 461 7880 Pres. Joe Simone, Buyer Noble Clark (Rec. & Tape D)
 Branches: Detroit, Mich.—also see listing in Elk Grove Village (Chicago Metropolitan Area), Ill.
 Labels: Agora, Archive, Audiograph, Avion, Bad Brains, Becket, Brylen, Chalel, Darling, Destiny, G&P, Golden Horn, Paid, Palo Alto, Phonorama, Precision, Prelude, Prmero, Relativity, Roulette, Sounds of New York, Sunnyview, Survivor, Suflra, Tapestry, Toplight, Venture, Virgo
 R C A & A&M & Assoc'd Labels, 5000 Rockside Rd., Independence 44131 Tel: 447 1400, Mgr. Bob Bean. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)
 Warner/Elektra/Atlantic Corp., 4565 Willow Pkwy., Cuyahoga Falls 44125 Tel: 271-3900, Branch Mgr. Mike Spence; Sales Mgr. Fred Katz. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

● **COLUMBUS (Area Code 614)**
 Pks Corp., 4314 Astor Ave Zip: 43227, Tel: 237-7148 (Rec. & Tape D)
 Home office: Cleveland, Ohio (See for prod. distributed)
 Robert & Co., 1910 Lockbourne Rd Zip 43207 Tel: 444 9842 Owner & Buyer Robert M. Benjamin. (Rec. & Tape DS, including oldies)

● **DAYTON AREA (Area Code 513)**
 A & B Rec. Co. Inc., 671 Miamisburg Centerville Rd., Centerville 45459 Tel: 439-4898, Pres. Jeff Goldman, Buyer Barry Koss (Rec. & Tape RJ)
 Ohio Rec. Rack Dist's., 72 S. Main St., Miamisburg 45342, Tel: 866 3629
 Owner, Mgr. & Buyer Chris Kondoff (Rec. & Tape D, DS, RJ, I & E)
 Distributes overstocks, auction close-outs, cutouts, pre packs

● **MENTOR (Area Code 216)**
 Olympic Dist'g Inc., 7505 A Tyler Blvd. Zip 44060, Tel: 951 3733 Exec. Bob Wilcox, Buyer Wes Lowe (Rec. D)
 Labels: American Gramophone, Mobile Fidelity, Nautilus, Sheffield Lab, Telarc
 Accessories: Allsop, Audio Technica, Discwasher, Fuji, Koss, Loran, Maxell, Ortolon, Planstehel, Pickering, Savoy, Shure, Sony, Stanton, TDK

● **PORTSMOUTH (Area Code 614)**
 Dayton Rec. Serv. Inc., 1020 Seventh St. Zip: 45662 Tel: 353-2115 Pres. W.A. Carrington; VP, Mgr. & Buyer Joe Taylor (Rec. & Tape RJ)

● **SANDUSKY (Area Code 419)**
 M. R. Sand & Co., PO Box 2255, 207 209 W. Water St. Zip: 44870, Tel: 625-0028, Owner, Mgr. & Buyer: Joseph F. Yost III. (Rec. & Tape RJ)

● **TOLEDO (Area Code 419)**
 New Prospective, 3438 Bellevue, Zip: 43606, Tel: 474-1979, Exec.: Shawn Ferguson, Mgr. Kevin Ferguson. (Rec. D)
 Labels: Alpha Media, Ann Arbor, Ari, Armageddon, Bonzo, Change, DB, Eat, Europa, Mirror, Modern Method, New Age, Octev, Op Magazine, Plexus, Press, Propeller, Redbud, Red Rooster, Rumble, Sounds Interesting, Sugarhill, Transcity, Veltco.
 Northwestern Dist's Inc., PO Box 8721, Zip: 43623, Pres., Mgr. & Buyer: George A. LaCourse. (Rec. & Tape RJ)
 Video Connection, 3240 Sylvania Ave, Zip: 43613, Tel: 472-7727, Exec.: John G. Day, Mgr.: Reba Bader (Vid. Pgm. D & E)
 Video program lines: Classic Movies of the Golden Age, Contemporary & How To Programming, Golden Years of TV, Serial Scoops of the Century, Western Round-Up.

● **YOUNGSTOWN (Area Code 216)**
 Discount Recs. & Tapes, 545 Market St. Zip: 44502, Tel: 744-7787, Owner & Buyer: Tony March (Rec. OS & RJ; Tape OS)
 Handelman Co., 625 Bev Rd. Zip: 44512, Tel: 726-8121. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.

OKLAHOMA

● **BROKEN ARROW (Area Code 918)**
 Crossroads Dist'g Co., PO Box 283, 1008 N. Hickory Zip: 74012, Tel: 251-6212 Mgr. & Buyer: Jerry Lepper. (Rec. & Tape D)
 Labels: Benson, Calvary, Canaan, Dip, Good News, Greentree, Heart Warming, Image VII, Impact, Jim, Jubilation, KCP, Lamb & Lion, Light, MCA, Maranatha, Milk & Honey, Myrrh, New Life, PTL, Paragon/Newpax, Refuge, Sparrow, Starsong, Takoma, Triangle, Word.

● **NORMAN (Area Code 405)**
 Oklahoma Tapes & Recs. Inc., PO Box 946, Zip: 73070, Tel: 364-5034, Owner: Bill Bodin. (Tape D—Sparish prod. & budget lines)

● **OKLAHOMA CITY (Area Code 405)**
 Bromo Dist's Inc., PO Box: 60709, 2500 N. Walker, Zip: 73146, Tel: 521-0301 Rec. & Tape Buyer: Xuan Dao; Video Buyer: Buster Bassett. (Rec., Tape & Vid. Pgm. OS & RJ)
 Video program lines: Disney, Magnetic Video, Media, Nostalgia, Sportsworld
 Handelman Co., 4118 Will Rogers Pkwy. Zip: 73108, Tel: 946-1410. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.
 Phil's One Stop Recs., PO Box 60349, 1736 Linwood Blvd. Zip: 73106, Tel: 235-9671. (Rec. OS)

● **TULSA (Area Code 918)**
 Bill's T Recs., 19 N. Harvard, Zip: 74145, Tel: 834-6305, Owner: John Rogers. (Rec. OS)
 Doc's One Stop, 820 E. 36 St., North Tulsa 74106, Tel: 425-2643, Owner: Larry Eck; Mgr. & Buyer: Barbara Thompson. (Rec. & Tape DS)

OREGON

● **EUGENE (Area Code 503)**
 Precision Sound Mktg. Ltd., 1687 Wilhamette, Zip: 97401, Tel: 345-0377, Sales: (800) 547-7715 Mgr.: Chuck Useedom (Rec. D & E)
 Home office: Mountlake Terrace (Seattle Area), Wash. (See for prod. distributed)

● **OREGON CITY (Area Code 503)**
 Interdisc Inc., 617 Seventh St. Zip: 97045, Tel: 655-0001, Telex: 4993702 Pres.: Robb Bird; Sales Mgr.: Jack D. Lott. (Rec. & Tape I & E)

● **PORTLAND (Area Code 503)**
 Lieberman Ents Inc., 3014 N. Wygant, Zip: 97217, Tel: 283-1293, Mgr.: Ron Peterson; OS Mgr.: Joe Maita; Singles, Albums & Tape Buyer: Bob O'Neil. (Rec. & Tape OS & RJ)
 Home office: Minneapolis, Minn. (Rec. & Tape RJ)
 Sea-Port Rec. One Stop Inc., 7911 Ne 33 Dr., Suite 120, Zip: 97211, Tel: 287-0868, Owner: Tom Choate; Buyers: Singles, Gina Esmino; Albums, Marge Bond, Vicki Stephenson. (Rec. & Tape OS)
 Branch: Tukwila (Seattle Area), Wash.
 Sound/Video Unlimited, 5769 NE Columbia Blvd. Zip: 97218, Tel: 249-8397, Mgr.: Al Strutz.
 Home office: Niles (Chicago Metropolitan Area), Ill.
 Video program lines: All lines
 Accessories: Audio & video lines.

PENNSYLVANIA

● **BETHLEHEM (Area Code 215)**
 Capitol Recs., 2980 Ave. B, Lehigh Valley Ind'l Park, No. 1, Zip: 18017, Tel: 868-1401. (Rec. & Tape D—see Los Angeles, Calif., office for prod. distributed)
 Rave Rec. Dist'g, 415 Buchanan St. Zip: 18015, Tel: 865-1941, Owner & Mgr.: Joe Timmer. (Rec. & Tape D—polka & ethnic)

● **EPHRATA (Area Code 717)**
 Dutchland Dist'g, 363 Vista Dr. Zip: 17522, Tel: 733-7842, Owners: Robert & Janice Miller (Rec. & Tape RJ—gospel only)

● **HARMONY (Area Code 412)**
 Jesus Music Dist's., Box 218, RR 2, Zip: 16037, Tel: 452-5556, Owner: Louis P. Hancker. (Rec. & Tape D—contemporary Christian prod.)
 Labels: AB, Airborne, Dharma, Good News, Greentree, Lamb & Lion, Loverock, MCA Songbird, Mars Hill, Messianic, Myrrh, New Song, Solid Rock, Sonrise, Sparrow, Spirit, Star Song, White Horse.

● **HARRISBURG (Area Code 717)**
 A I M Dist's Inc., 4911 Jonestown Rd. (Rear), Zip: 17109, Tel: 652-8097, Owner & Buyer: Endo Corsetti. (Rec. & Tape RJ—budget lines, cutouts)
 D & H Dist'g Co., 2525 N. Seventh St. Zip: 17105, Tel: 236-8001, Mgr.: George De Martyn; Buyers: Singles, Rick Prayer; Albums, Tape & Accessories, Tom Paltry. (Rec., Tape & Vid Pgm. OS & RJ)

● **JOHNSTOWN (Area Code 814)**
 Page Rec'g Co., 604 Broad St. Zip: 15906, Tel: 539-8117, Owner & Mgr.: Al Page. (Rec. & Tape D)
 Labels: Bel-Aire, Chicago Polkas, Dyno, Fiesta, Greyko, Hymatone, Jay Jay, Marjon, Nashville, Page, Power-Pak, Rave, Request, Sacred, Silverbell, Sing, Skyrite, Sword, Tambura, Word.
 Playback equip.: Granada, Sharp.

● **LEHIGHTON (Area Code 717)**
 Barnes Rec. Dist's., Box 103, RD 2, Zip: 18235, Tel: 645-2321, Owner & Mgr.: William H. Barnes. (Rec. & Tape OS & RJ)

● **LEWISTOWN (Area Code 717)**
 Mobile Rec. Serv. Co., 104 Logan St. Zip: 17044, Tel: 248-6442, Mgr.: John Houser. (Rec. OS—singles only)
 Home office: Pittsburgh, Pa.

● **MILTON (Area Code 717)**
 Music Box, 205 Broadway, Zip: 17847, Tel: 742-7101, Owner: Dale L. Reedy. (Rec. & Tape D)

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

(Also see New Jersey listings)
 Em De Ce Inc., 1 Winding Dr. Zip: 19131, Tel: 878-9591 Pres.: Norman D. Cooper; Mgr.: Mick Zane; Buyers: Records, David Brown; Video: Mick Zane. (Rec., Tape & Vid. Pgm. OS)
 GOTHAM DIST'G CORP., 41 Rittenhouse Pl., Ardmore 19003, Tel: 649-7650, Execs.: Jerry & Nina Greene; Buyers: Jerry Greene, Mike Stephonic. (Rec. & Tape D—oldies)
 Labels: ABKCO, Chess, Collectables, Doolone, Fantasy, Four Seasons, Gotham, Goyden, Jamie, Laurie, LeGrand, Lost Nite, Monument, Motown, Original Sound, Roulette, Specialty, Stax, Virgo. (SEE ADVERTISEMENT)
 Heller's Rec. Buyer-Exporter, 3149 Kensington, Zip: 19134, Tel: 634-5663, Owner: Robert Heller; Mgr.: G. Heller. (Dealer in rec. & tape collections)
 Richard Kastner Co. Inc., 130 S. Easton Rd., Glenside 19038, Tel: 884-5592, Pres.: Richard Kastner; Sales Mgr.: Michael Mosko. (Rec. & Tape D & E—cutouts)
 M C A Dist'g Corp.—Tel: 922-5659—also see Collingswood, N.J., listing.
 National Rec. & Tape Co. Inc., see Serv-Rite.
 Richman Bros.—Tel: 477-1742—also see Pennsauken, N.J., listing
 A. I. Rosenthal Assocs. Inc., 1035 Lous Dr., Warmistler 18974, Tel: 441-8900, WATS: (800) 523-2472; Pres.: Alfred Rosenthal; VP Sales: Hugh Boyle; VP Dpns.: James Eldridge III.
 Accessories: Allsop, Amaray, Ampex, Audio Technica, BASF, Certron, Discwasher, Duracell, Dynasound, Eveready, Fuji, Hartzell, Innovative Concepts, Maxell, Memorex, PO Magnetics, Pickering, Recoton, Savoy, Scotch, Shure, Sony, Sound Guard, TDK, Video Specialties, Wico
 Schwartz Bros. Inc.—Tel: 923-1271—also see Cherry Hill, N.J., listing.
 SCORPID MUSIC DIST'S INC., PO Box 391, Bensalem 19020, 2933 Rver Rd., Croydon 19020, Tel: 785-1541, Telex: 843366, Pres.: Michael Adler, VP: John T. Gervasoni; Gen. Mgr.: Steve Pareiman. (Rec. D, OS, RJ & E)
 Distributes overstocks, close-outs, promotional materials. (SEE ADVERTISEMENT)
 Serv-Rite Rec. & Tape Co./National Rec. & Tape Co. Inc., 515 Andrews Rd., Trevoise 19047, Tel: 364-1370, Mgr.: Sylvan Gross; Albums & Tape Buyers: Sylvan Gross, Steve Weed. (Rec. & Tape RJ—cutouts)
 Slotkin Recs., 111 Forrest Ave., Narberth 19072, Tel: 667-1870, Owner: Sin-

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 - B He's Sure The Boy I Love Crystals
- 3203
 - A Da Doo Ron Ron Crystals
 - B All Grown Up Crystals
- 3204
 - A There's No Other Crystals
 - B Not Too Young To Get Married
Bob B. Soxx & Blue Jeans
- 3205
 - A Be My Baby Ronettes
 - B So Young Ronettes

- 3206
 - A Baby I Love You Ronettes
 - B The Best Part of Breaking Up Ronettes
- 3207
 - A Do I Love You Ronettes
 - B I Can Hear Music Ronettes
- 3208
 - A Walking In The Rain Ronettes
 - B Born To Be Together Ronettes
- 3209
 - A Why Do Lovers Break Each Others Hearts
Bob B. Soxx & Blue Jeans
 - B Zip-a-Dee-Doo-Dah Bob B. Soxx & Blue Jeans
- 3210
 - A Today I Met The Boy I'm Gonna Marry
Darlene Love
 - B A Fine Fine Boy Darlene Love
- 3211
 - A Wait Till Bobby Gets Home Darlene Love
 - B Stumble and Fall Darlene Love

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 - B Big Man In Town
- LM0002
 - A Sherry
 - B Walk Like A Man
- LM0003
 - A Rag Doll
 - B Opus 17
- LM0004
 - A Dawn
 - B Tell It To The Rain
- LM0005
 - A Big Girls Don't Cry
 - B Candy Girl
- LM0006
 - A Let's Hang On
 - B Girl Come Running
- LM0007
 - A Dec. 63 (Oh What A Nite)
 - B Who Loves You
- LM0008
 - A Can't Take My Eyes Off Of You
 - B To Give
- LM0009
 - A Working My Way Back To You
 - B Beggin
- LM0010
 - A My Eyes Adored You
 - B Swearin To God
- LM0011
 - A Ronnie
 - B Save It For Me
- LM0012
 - A I've Got You Under My Skin
 - B Don't Think Twice
- LM0013
 - A C'mon Marianne
 - B Stay

BRUNSWICK LABEL

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 - B Doggin Around
- COL 3046
 - A Lonely Teardrops Jackie Wilson
 - B Reet Petite
- COL 3047
 - A Baby Workout Jackie Wilson
 - B I'll Be Satisfied
- COL 3048
 - A Whispers Jackie Wilson
 - B Night
- COL 3049
 - A To Be Loved Jackie Wilson
 - B That's Why
- COL 3050
 - A Danny Boy Jackie Wilson
 - B All My Love
- COL 3051
 - A Talk That Talk Jackie Wilson
 - B Alone At Last
- COL 3052
 - A Oh Girl Chi Lites
 - B Have You Seen Her
- COL 3053
 - A I'm Gonna Miss You Artistes
 - B Girl I Need You
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gles, Albums & Tape Buyer Herbert Slotkin (Rec. & Tape RJ)
 Smith Rec Sales Inc., 1904 W Columbia Ave Zip 19121 Tel 232 1054
 Owner Ulysses C Smith, Mgr & Buyer Bill Scott (Rec. & Tape D & DS)
 Labels: Agape Love, August, Behina's, Bilesse, CH Special, Daystar, Oy
 nmic, GTS, Pearl, Pulpit, Rasheeba, Redeemed, Sendus, Sweet Ram,
 Tryscot, UCS.
 Third Street Jazz & Rock, 10 N. Third St Zip 19106 Tel 627-3366 Owner,
 Singles & Albums Buyer Jerry Gordon (Rec. RJ -cutout & overstock)
UNIVERSAL REC. DIST'G CORP., 919 N. Broad St. Zip: 19123 Tel: 232-3333
 Owner: Harold Lipsius, Mgr Len Rakliff, Buyers: Singles & 12". Cathy
 Walsh, Albums & Tape, Bob Perloff (Rec. & Tape D & OS)
 Labels: AVI, Abico, Ala, Antilles, Applause, Audio Fidelity, BC, CMH, Dis-
 neyland, Fantasy, Faulty, GNP Crescendo, Galaxy, Laff, Laurie, Mango,
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 Vanguard, West End, & others
 Accessories: Maxell, Memorex (SEE ADVERTISEMENT)
 V A C Dial (Rec. & Tape E), see Villanueva Asturias Corp
 Video Library Co., 2 Union Hill Industrial Park, West Conshohocken 19428
 Tel 825 7080 Exec: Homer H Hewitt III, Buyers: Connie Lessing, Glenn
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 Villanueva Asturias Corp., 401 W Girard Ave Zip 19123 Tel 236 4544
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 Dial). Local branch: Almacenes Asturias, 2331 N Front St Zip 19133
 Tel 425-4041 Mgr Carlos Villanueva (Rec. & Tape D & OS)
 Labels: Alma Hispana, Clubman Dial, VA
 Accessories: EV Game
 Vintage Recs Inc., PO Box 251, Quarry & Hamilton Sts., Darby 19023 Tel
 586-5200. Pres.: Murray Graber (Rec. & Tape D & E)
 Warner/Elektra/Atlantic Corp.—Tel 923 2700—also see Marlton, N.J., list
 ing

● **PITTSBURGH METROPOLITAN AREA**
 (Area Code 412)
 A & C Recs & Tapes Inc., 1031 Forbes Ave Zip 15219. Tel 391-4676
 Owner: John R. Hoebler; Mgr: Domenic Gentilcore; Buyers: Singles,
 Norm Kirsch, Albums & Tape, Anthony Piotrowski (Rec., Tape & Vid.
 Pgm. OS & RJ)
 Video program lines: MCA, Warner Bros
 Accessories: All lines
 East Coast Dist., 633 Liberty Ave Zip 15222 Tel 281 6344 Owner &
 Mgr Nick Lomakin (Rec. D, OS & RJ; Tape OS & RJ)
 Labels: Argos, Audiotape, Borderline, Contemporary, Oval, Octation Disc,
 Dooto, Evergreen, GNP Crescendo, GJI, Golden Crest, Humorsonic, K&H,
 Mardi Gras, Music Minus One, Russell Dance, Spotlite, Switchcraft
 Mobile Rec. Serv. Co., PO Box 2879 Zip 15230, 2716 Penn Ave Zip 15222
 Tel 391 8182 Bd Chm. Maurice F Oseroff, Pres Harvey Campbell,
 Sound Specialists, Jim Oseroff, Marianne Smith, Joseph McNally, Debbie
 Campbell, Sales Mgr Ted Howell, Sales Programming Don Bray (Rec. D
 & OS—singles only)
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 Labels: Damon, Memory Machine, Mustard
 One Stop Inc., 518 Chartiers Ave., McKees Rocks 15136 Tel 771 0700
 Pres: Bill Lawrence, VP Midge Chris Lawrence, VP William Blair (Rec.
 & Tape OS & RJ).

Record World One Stop, 1332 Fifth Ave Zip 15219 Tel 391 7429 Owner
 Barney Stein, Buyers Singles & Tape, Barney Stein, Albums, Evelyn
 Stein (Rec. & Tape OS & RJ)
 Sounds Dist'g Corp., 3701 Bigelow Blvd Zip 15213 Tel 681 7611 Pres
 Norton L. Kalinsky, VP: Richard Zimmer, Buyers Joe Sulich, Wayne Dob
 son (Rec. & Tape OS & RJ)
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 mount, Thorn/EMI, Vestron, Warners, Wizard, World Vision

● **WILKES-BARRE (Area Code 717)**
 Gallery of Sound, Wyoming Valley Mall, Zip 18702 Tel 829 3603 Pres &
 Mgr. Joe Nardone, Buyers Single & Tape, Rich Chisak, Albums, Joe Nar
 done (Rec. & Tape OS)

Labels: Cesta, Citation, Dino, Fonseca, Hacienda Kim La Cole, Lassiss,
 Marveta New Generation, Rana, Suave TR TTH US

RHODE ISLAND

- **PROVIDENCE (Area Code 401)**
 Beacon Shops Inc., 821 N Main St Zip 02904 Tel 861 7500 (Rec. & Tape
 OS)
- **SMITHFIELD (Area Code 401)**
 New England Rec. & Tape Dist Inc., 10 Industrial Dr Zip 02917 Tel 231
 0485 Owner: Angelo G Oe Pardo, Singles, Albums & Tape Buyer Robert
 Beneduce. (Rec. & Tape RJ)
- **WARWICK (Area Code 401)**
 Rhody Rec & Tape Serv Inc., 65 Meadow St Zip 02886 Tel 738 8003
 Pres: Ruben Zeidman, Buyer Joseph Agny (Rec. & Tape OS)

PUERTO RICO

- **HATO REY (Area Code 809)**
 Carrillo Dist. (Tape D & I)—Tel 763-4595—see San Francisco Dist. Inc
 San Francisco Dist. Inc., 340 Barbosa St. Zip 00919 Tel 764 3481 Cable
 SAFRA (Tape D & I), (also Tape D & I as Carrillo Dist.)
- **SAN JUAN (Area Code 809)**
 Caribe Audio Dist. Inc., PO Box 5833 Zip 00906 Tel 721 0279 Owner
 Fernando Gallardo, Mgr Jose A Benitez, Buyers Rec & Tape, Francisco
 Alonso, Equip. & Accessories, Jose A Benitez, Branch Stereo Warehouse,
 Plaza Carolina Mall, Carolina Tel 752 8982 Mgr Edwin Hernandez
 (Rec. & Tape D)
 Labels: American Gramophone, MCA, Original Master, Polydor, Sheffield,
 Telarc, Telcelunken
 Phonographs: Audio Control, Concord, Marantz, Stanton, Teac, Yamaha
 Playback equip.: Bose, JBL, Marantz, Teac, Yamaha
 Accessories: Audio-Technica, Discwasher, Fidelitone, Maxell, Monster
 Cable
 Casa Frago Soc. Inc., PO Box 2774 Zip 00903 Tel 725 8842, 723 0504 (RJ)
 Distribudora Nacional de Discos Inc., 606 Calle Cerra, Pda 15 Zip 00907
 Tel 721-4964 Pres. Gilberto Gonzalez Arenas, Gen Mgr Juan Guzon,
 Singles, Albums & Tape Buyer: Ada N Gonzalez (Rec. & Tape OS & RJ)
 Mena Ent. Inc., 606 Hipodromo Ave., Santurce 00909 Tel 723 1764/
 2300 Owner Ignacio Mena, Mgr. Singles, Albums & Tape Buyer Daniel
 Mena (Rec. & Tape D)
 Labels: Chemo, Discuba, Disneyland Vista, Fuentes, Musart, Peerless,
 Promus
 San Francisco Discount Inc., 302 San Francisco St., Old San Juan 00901
 Tel 725 4661, (Rec. & Tape OS)
 Top Ten Hits Recs Dist., 622 Calle Cerra, Pda 15, Santurce 00907 Tel
 724-6891, Mgr., Singles & Albums Buyer Pedro Merced (Rec. O)

SOUTH CAROLINA

- **MYRTLE BEACH (Area Code 803)**
 Myrtle Beach Stereo Tape Center, 6203 N Kings Hwy Zip 29577 Tel 449
 3056 (Tape RJ)
- **PIEDMONT (Area Code 803)**
 Cooper's One Stop, Rt 1, Hwy 86 Zip 29673 Tel 845 6862 Owner
 George Cooper, Mgr & Buyer George Cooper III
 Accessories: Cooper's, Ampex, Audio Magnetics

TENNESSEE

- **HENDERSONVILLE (Area Code 615)**
 New Day Christian Dist Inc., 110 Trousdale Zip 37075 Tel 822 3633
 Owners Dottie Leonard, Ray Lorrin (Rec. D & OS)
 Labels: Dawn, Jim, Skylite, Supreme Voice Box
- **JOHNSON CITY (Area Code 615)**
 Appalachian Bible Co. Inc., 604 Rolling Hills Dr Zip 37601 Tel 926 0128
 Owner H Thomas Torbett, Buyer Robbie Edgar (Rec. D)
 Labels: Dawn, Benson, Primitive Quartet, SingSprout, Sparrow Word
 Zondervan
- **KNOXVILLE AREA (Area Code 615)**
 Michael Ginsburg Dist'n, Rt 23, 4000 Old Maryville Pike Zip 37920 Tel
 573 9728 Owner Michael Ginsburg (Rec. D, OS & I)
 Labels: AYO, Alligator, Blind Pig, Cheshire, County, First American, Flying
 Fish, Front Hall, Greenhays Green Linnet, Greensteaves, June Appal
 Kaleidoscope, Kicking Mule, Music Is Medicine, Rambler, Rebel, Roun
 der, Shanachie, Sierra/Bnair, Sugar Hill, Windham Hill
 Labels imported: Gael Linn, Tara, Topic
 Tucker's Rec Shop Inc., 25 Market Square Mall Zip 37902 Tel 522 9300
 Pres: Martin Tucker Robertson, Buyer Nancy Robertson (Rec. & Tape
 OS)
- **MEMPHIS (Area Code 901)**
 Audio Rack Serv Inc., 1809 Bartlett Rd Zip 38134 Tel 372 5771 Pres
 James Hurley, Mgr. Singles, Albums & Tape Buyer Bob Hurley (Rec. &
 Tape RJ)
 Boss Ugly Bob Recs & Tapes (BC Ent's of Memphis Inc.), 726 E. McLemore
 Zip 38106 Tel 947 2553 Pres Bob Catron Jr., VP's Claude te Catron
 Nat Engleberg, Buyers Singles, Carolyn Royston, Albums & Tape, Bob
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 38114 Tel 327 2740 (Rec. & Tape OS)
 Branch: West Memphis, Ark
 Accessories: Duotone Fidelitone, Arthur Fuller, Le Bo, Planstrehl
 Hot Line Rec Dist Inc., PO Box 3351, 421 S Main St Zip 38103 Tel 525
 0756 (Rec. & Tape D & OS), (Rec. & Tape RJ as Record Dept Mdtrs.)
 Poplar Tunes One Stop, 308 Poplar Ave Zip 38103 Tel 525 6348 Exec
 John Novaresse, Mgr Frank Berretta, Buyers Singles & Albums Jim
 Burge, Tape, Greg Saino (Rec. & Tape OS)
 Record Dept Mdtrs Inc., 511 S Main St, Zip 38103 Tel 526 0567 (Rec. &
 Tape RJ), (Rec. & Tape D & OS as Hot Line Rec Dist Inc.)
 Select O Hts Inc., 605 Chelsea Ave Zip 38107 Tel 523 1190 Mgrs Sam
 W & John C. Phillips, Buyer John C Phillips (Rec. & Tape D & OS)
 Labels: AFE, Alligator, Atlanta Int'l, Becket, Beverly Glen, Chess, Church
 Door, Creed, Fantasy, Gospel Truth, Highrise, J&B, Jewel, LA Jam Light,
 Malaco, Montage, NSO group, Washboro, Pearl, Peter Pan, Philly World,
 Prelude, Prism, Profile, Rounder, SONY Sound of Gospel South Bay
 Specially, Star, Streetwise, Sugar Hill Tommy Boy, Wayto
 Accessories: Audio Magnetics, Planstrehl, Swire Magnetic
- **NASHVILLE (Area Code 615)**
 Benson Co., 365 Great Circle Rd Zip 37228 Tel 259 9111 (Rec. D)
 Labels: Alarma, Benson, Greentree, Heart Warming, Home Sweet Home,
 Hope Song, Impact, Lamb & Lion, New Birth, Newpax, Onyx Int'l, Para
 gon, Pilgrim America, Refuge, Scripture in Song
 Calvary Music Group, 142 Eighth Ave N Zip 37203 Tel 244 8800 Exec
 Nelson S Parkerson Jr., Mgr Rex W Bledsoe (Rec. & Tape D)
 Labels: Calvary, Frontline, Heart Song, Lifestream
 Capitol Recs., 29 Music Square E Zip 37203 Tel 244 7770 (Rec. & Tape
 D—see Los Angeles, Calif., office for prod distributed)
CASSETTE CONNECTIONS INC., 41 Music Square E Zip 37203 Tel
 248 3131 Pres Karen Irby
 Distributes blank tape & other accessories (SEE ADVERTISEMENT)
 Central South Music Sales Inc., 3730 Vulcan Dr Zip 37211 Tel 833 5960

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 Outside Penna. 1-800-523-0834

Nat'l WATS (800) 251 3052 Tenn WATS (800) 342-3247 Pres Ran dall Davidson. (Rec., Tape & Vid. Pgm. DS—also distributes accessories, religious prod & cutouts) (Rec., Tape & Vid. Pgm. RJ as Central South Rack)

Central South Rack (Rec., Tape & Vid. Pgm. RJ)—Pres Sidney R Melvin—see Central South Music Sales

Fischer & Lucas Inc., 50 Music Square W Zip 37203 Tel 329 2278 Owner Bobby Fischer (Rec. & Tape D)

Labels: F&L, Cervaas, Grand Prix, Progress, SCP

General Broadcasting Serv., 38 Music Square E, Suite 216 Zip 37203 Tel 242 5001 (Rec. D)

Labels: American Voices, Bivens, Chory Int'l, Flame, GBS, Golden Boots II, Homerun, Jukebox, Moody, Nashville American, Pussycat, Reo, Voice

Jimmy's One Stop, 113 17 Ave S Zip 37203 Tel 256 1604 Owner Larry Blackwell Sr (Rec. & Tape OS)

M C A Dist'g Corp., 50 Music Square W, Suite 506 Zip 37203 Tel 327 3466 Branch Mgr Barry Yarbrough (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod distributed)

Music City Rec. Dists Inc., 25 Lincoln St Zip 37202 Tel 255 7315 Pres Hutch Carlock; Mgr Ted Adams, Sales Mgr. Mike Wise, Buyers Singles, Ted Adams; Albums, Ted Adams, Hayes Carlock, Tape, Ted Adams (Rec. & Tape D, OS, RJ & E)

Labels: County, Creed, Dore, Excella, Flying Fish, Gusto, Heart Warming, Impact, Jewel, Kenwood, Malaco, Nashboro, Paula, Rebel, Ronn, Roun der, Specialty, Vanguard, Vtelco

Accessories: Allstop, Discwasher, Empire, Hagerstown, Maxell, Memorex, Peerless, Planstrehl, Savoy, TDK, Tracs

Music Town Rec. Dists & Promo Co., 62 Music Square W Zip 37203 Tel 327 4538, 361-7902 Pres Cliff Ayers Ostermeyer, Buyers Singles, Chris Ostermeyer, Albums, Clark Ostermeyer (Rec. D)

Branches: Pittsburg (San Francisco & Bay Area), Calif., Pompano Beach, Fla., Flushing (New York Metropolitan Area), N.Y.

Ernest Tubb Rec Shops Inc., 417 Broadway, Zip 37203 Tel 255-7503 Owner Ernest Tubb; Mgr, Singles & Albums Buyer David McCormick (Rec. & Tape D, I & E—country prod)

TEXAS

• AMARILLO (Area Code 806)

Western Mdrs Inc., PO Box 32270 421 E 34 St Zip 79120 Tel 376 6251

Chm Sam Marmaduke, Pres. John Marmaduke, Exec VP Bob Schneider, VP Purchasing Steve Marmaduke (Rec. & Tape DS & RJ)

Branches: Denver, Colo (Rec. & Tape DS & RJ), (Rec. & Tape D as WM Dist'g), Manhattan, Kan (Rec. & Tape RJ); Houston (Rec. & Tape DS & RJ), Irving (Dallas Area), Tex (Rec. & Tape RJ).

• ARLINGTON (Area Code 817)

Pickwick Dist'n Cos., Rack Servs Div., 2200 E Randol Mill Rd Zip 76011 Tel: 261 4281 Branch Mgr Jim Newhouse, Buyer Charlie Miller. (Rec. & Tape RJ)

Home office: Minneapolis, Minn

• AUSTIN (Area Code 512)

Austin Rec Dist., PO Box 312 Zip 78767 Tel 451 9770 Owner Susan Jarrett (Rec. & Tape D)

Labels: Amazing, Arhoo'e, Armadillo, Bandy, Bellaire, Charly imports, Crazy Cajun, DTI, Darva, Delta, Fable, Fate, Felicity, Folklync, Folkways, Jackalope, Lespedeza, Lisa, Longhorn, Longneck, MCA imports, Old Timey, Philo, Rainlight, Rat Race, Ready Go, Red Lightnin' imports, Rin conada, Roy, Shasta, Texas Re-Cord, Texas Rose, Texas Soul

House Dists., 4700 Rowena Zip 78751 Tel 451 2936 Mgr Michael Crockett (Rec. & Tape D)

Home office: Kansas City, Mo (See for prod. distributed)

Important Rec Dists Tel 454 1417 Sales Philip Page (Rec. & Tape D & I)

Home office: Jamaica (New York Metropolitan Area), N.Y (See for prod. distributed)

• CONROE (Area Code 409)

Marketing Professionals, 144 Melmont Zip 77302 Tel 273 3356 Owner & Mgr George B Reed (Rec. & Tape D)

Labels: Audio Source, Delos, RealTime, Sheffield Lab

• CORPUS CHRISTI (Area Code 512)

House of Music, PO Box 5388, 1026 S Port Zip 78405 Tel 882 2191

Owner, Mgr & Buyer John W Herrera (Rec. & Tape OS)

• DALLAS AREA (Area Code 214)

(Also see Arlington listings)

Big State Dist'g Corp., 4830 Lakawana, Suite 121 Zip 75247 Tel 631 1100 Exec. Bud Daily; Mgr. Billy Emerson, Buyers Billy & Mike Emerson. (Rec. & Tape D, OS & RJ)

Branch: Denver, Colo. Big State Denver

Labels: Alligator, Antilles, Barnbridge, Becket, Emerald Int'l, Fantasy, GRP, Jeremiah, Kik R, Kimbo, Laff, Lifesong, Living Language, Malaco, Milestone, Mirus, Montage, Muse, Palo Alto, Prelude, Prestige, Prism, Profile, Roulette, Rounder, Sam, San Francisco Sound, Savoy, Sugar Hill, Sun, Sutra, Streetwise, Tommy Boy, Total Experience, Upstart, Vanguard, Word, & others

Video game systems & accessories: Activision, Data Age, Parker Brothers, Telesys, TigerVision

Bromo Dist of Dallas Inc., 3373 Garden Brook, Zip 75234 Tel 247 7302 (Rec. OS)

C B S Recs., 8700 Stemmons Fwy., Suite 309, Zip 75247 Tel 634 1700 Branch Mgr Jack Chase, Sales Mgr Danny Yarbrough (Rec. & Tape D—see New York, N.Y., office for prod distributed)

Capitol Recs., 2540 Walnut Hill Ln., Suite 184 South Zip 75229 Tel 352 1700 (Rec. & Tape D—see Los Angeles, Calif., office for prod distributed)

Dagan Dist'g, 1174 113 St., Grand Prairie 75050 Tel 660 1976 Exec. Don Gillespie

H & W One Stop Recs Inc., 3109 Grand Ave Zip 75215 Tel 421-7396 (Rec. & Tape OS)

Handteman Co., 2931 Irving Blvd., No. 106, Zip: 75247, Tel: 631-2943. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.
JEM Recs. (Dist'n) Texas Inc., 1174 113 St., Grand Prairie 75050. Pres.: Don Gillespie, Buyer: Jim Weatherston. (Rec. & Tape D & I)

Home office: South Plainfield, N.J.

Lieberman Ents. Inc., 9801 Chartwell Dr. Zip: 75231. Tel: 349-2520. Mgr: Jim Sinclair; Opns. Mgr: Robert Smith; Sales Mgr.: Rick Underberg; Buyers: Susan Elder; Albums & Tape, Jim Coffin. (Rec. & Tape RJ)

Home office: Minneapolis, Minn

M C A Dist'g Corp., 11212 Gemini St. Zip: 75229. Tel: 241-8646. Reg'l Dir.: Rod Tremblay; Branch Mgr: Dan Purcell. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

PolyGram Dist'n Inc., 14200 Midway Rd., Suite 125. Zip: 75234. Tel: 387-2797 Reg'l VP Paul Luckas. (Rec. & Tape D)

Home office: New York, N.Y. (See for prod. distributed)

R C A & A&M & Assoc'd Labels, 4232 Spring Valley Rd. Zip: 75234. Tel: 661-3739 Reg'l Mktg. Dir.: Jim Yates; Branch Mktg. Mgr.: Jerry Sihhan; Field Mktg. Mgr. Harry Fox. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Sound City Dists., 8305 Sovereign, Zip: 75247. Tel: 630-7151. Pres.: Thomas P Sums; Exec. VP Duwane Niemeier; Opns. Mgr.: Walter Hanna. (Rec. & Tape OS—cutouts, overruns)

Sound/Video Unlimited, 1350 Manufacturing St., Suite 110. Zip: 75207. Tel 698-9300. Mgr. Jack Parker

Home office: Niles (Chicago Metropolitan Area), Ill

Video program lines: All Lines.

Accessories: Audio & video lines.

Sunbelt Music Inc., 10655 King William Dr. Zip: 75220. Tel: 556-1800. Exec. Robert A. Kalish; Buyers: Albums, Tape & Accessories, Edgar Swenck; Singles, Lynda Taylor, Tom Thompson. (Rec., Tape & Vid. Pgm. OS)

Accessories: Maxell, Planstehel, Savoy, TDK.

Warner/Elektra/Atlantic Corp., PO Box 3567, 1909 Hereford Dr., Irving 75061. Tel: 255 2141. Branch Mgr. Paul Sheffield; Sales Mgr.: Jim McAuliffe. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Western Mdrs Inc., PO Box 470286, 2200 Regency Dr., Irving 75247. Tel: 438-8112 Mgr. P. Pagiara. (Rec. & Tape RJ)

Home office: Amarillo, Tex (Rec. & Tape OS & RJ)

• EL PASO (Area Code 915)

Krupp Dist'g Co., 311 S Santa Fe St. Zip 79901. Tel: 532-4961. (Rec. & Tape OS)

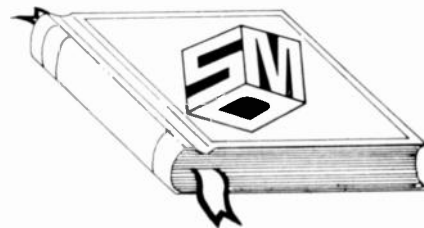
• FORT WORTH AREA (Area Code 817)

Victor Holtho & Co., PO Box 9738, Zip 76107 Tel: 335-1833. (Rec. & Tape RJ)

Richey Recs., 7121 W. Vickery, Unit 118, Zip 76116. Tel: 731-7375. Owner & Mgr. Slim Richey; Buyers: Singles, Jim Colegrove; Albums, Bob Jones. (Rec. & Tape D), (Rec. I & E as Sell 'Dem Recs.)

Labels: Alligator, American Heritage, Broadway Intermission, County, Deimark, Flying Fish, Flying High, Grass Mountain, HDS, Kaleidoscope, King, Old Homestead, Outlet, Physical, Plantation, Power Pak, Priority,

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● **HOUSTON AREA (Area Code 713)**

Alamo Rec. Dist. Inc., PO Box 9627, Zip. 77013. Tel: 453-7128 (Rec. & Tape RJ—Spanish prod.)
 Home office: San Antonio, Tex.
 Cayre Dist's of Texas Inc., 6702 Lyons Ave., Suite 4, Zip 77020 Tel. 667 2924 (Rec. & Tape D)
 Home office: New York, N.Y. (Rec. & Tape D, I & E—see for prod. distributed)
 H. W. Daily, 3409 Brinkman, Zip 77018. Tel: 861-9251. Dwners: Bud & Don Daily, Mgr.: David Bennett; Buyers: Albums, Richard Billingsley, Singles, Mary Roberts; Video, David Bennett; Accessories, David Daily, Games, Don Daily (Rec., Tape & Vid. Pgm. OS)
 Video program lines: CBS/Fox, Disney, Family Home, King of Video, Media, NFL, Nostalgia Merchants, VCI, Vestron, Wizard
 Video game systems: Coleco
 Accessories: Amaray, Amiga, BMI, Blackbourne, Discwasher, Duracell, GC, Maxell, Memorex, Pfanstiehl, Pfantone, Nortronics, Pusher, Savoy, Scotch, TDK.
 Lotasco, 1634 Wakefield Dr. Zip: 77292. Tel: 686-1155. Owner, Albums & Tape Buyer: Maxine Eckenhorst. (Rec. & Tape DS & RJ)
 Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel: 862-7077. Dwner Norman F. Merrbach; Mgr. Nadine Merrbach (Rec. D)
 Labels: Bee Sharp, Blue Star, Bogan, Dance Ranch, E-Z, Lore, Petticoat

Patter, Rockin' (A), Swinging Square. (All square dance labels)
 Music on Wheels Dist., PO Box 1621, Humble 77347. Tel: 446-0996 Exec. Randy Gobert. (Rec. D)
 Labels: AV, Alligator, Arctic, Arhoole, Astro, Bally Hoo, Blues Unlimited, Cadet, Club of Spade, Collier, Crazy Cajun, Crescendo, Demon, First Generation, Golden Ear, Gusto, Home of the Blues, Houston Connection, JRC, Jim, Joliet, Kajun, Lanor, Longhorn, Randy's Spirituals, Rebel, Sho-Me, Showtime, Specialty, Stoneway, Sugar Hill, Subbeam, Swallow, T-Main, Music Serv. Co., 5631 Old Clinton Rd. Zip: 77023. Tel. 675-7581. Owner & Mgr.: Harry Rosmarin; Buyer Tom Meyer. (Rec. & Tape RJ)
 South West Whistle Recs. & Tapes Inc., 8566 Katy Fwy., No 123 Zip: 77024 Tel. 464-6507. Mgr. & Buyer: R. G. Guillerman. (Rec., Tape & Vid. Pgm. E)
 Home office: San Antonio, Tex., South Texas Whistle
 Accessories: Discwasher, Duracell, Pfanstiehl, Savoy.
 United Rec. Dist'g, see Western Mdrs.
 VIDEA SERV. OF AMERICA INC., 1296 B N Post Oak Rd Zip 77055 Tel 957-0050. Texas WATS. (800) 392-9854. US WATS. (800) 231-1717
 Pres.: Jim Henry; Major Accounts Mgr. Bob Humphrey; Sales Mgr. Doug Donnell. (Vid. Pgm. D)
 Video program lines: CBS/Fox, Coast, Columbia, Disney, Embassy, Family Home, Full Throttle, Karl, MCA, MGM/UA Media, Nostalgia Merchants, Pacific Arts, Paramount, Sony, Thorn/EMI, VCI, Vestron, Vidcrest, Video Gems, Warner.
 Accessories: Amaray, Blackbourne, Fujy, JVC, Recoton, Scotch, Sony, TDK (SEE ADVERTISEMENT)
 Warner/Elektra/Atlantic Corp., 5750 Bentliff, Suite 200, Zip 77036. Tel 789-5920 Sales Mgr.: Alan Shapiro. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

Western Mdrs. Inc., PO Box 2384, Zip: 77001, 520 W. 38 St. Zip. 77018
 Tel: 688-7783. Mgr. John Sobeshki; OS Mgr. Jack Kirby; Buyers Pat Deckard, Jerry Wilke. (Rec. & Tape DS & RJ)
 Home office: Amarillo, Tex.

● **McALLEN (Area Code 512)**

Alamo Rec. Dist. Inc., 1412 Beaumont, Zip. 78501. Tel 687-4282 (Rec. & Tape RJ—Spanish prod.)
 Home office: San Antonio, Tex.
 House of Falcon Inc./ARV Rec. Sales, 821 N. 23. Zip 78501 Tel 686-5851
 Mgr. & Buyer Ramiro Perez. (Rec. & Tape D, DS & RJ)
 Labels: ARV Int'l, Falcon, Ric.

● **SAN ANTONIO (Area Code 512)**

Alamo Rec. Dist. Inc., 401 Isom, Zip. 78216. Tel: 344-1515. (Rec. & Tape RJ—Spanish prod.)
 Branches: Houston, McAllen, Tex.
 E & R One Stop, 119 E. Rhapsody, Zip 78216. Tel 342-6935. Owner Ethel Schram; Mgr. & Singles Buyer Rusty Schram. (Rec. DS)
 Musical Recs. Co./Musical Tapes Inc., 135 Braniff Dr Zip 78216 Tel 349 1433. Mgr. Ruben Espinosa (Rec. & Tape D, OS & RJ)
 Home office: Miami, Fla. (See for prod. distributed)
 Music Merchants Inc., 119 E. Rhapsody Dr. Zip. 78216. Tel 349-1267 Dwn ers: Bill McGehee, John Gonzalez, Albums & Tape Buyer: Janet Pogue Hans (Rec. & Tape DS)
 Rangel Music Co. Inc., PO Box 5524, 809 Fredericksburg Rd. Zip 78201
 Tel 735-6111. Mgr. Manuel E. Rangel. (Rec. D, DS & RJ; Tape D)
 Labels: Big Star, Cara, Manzana, Viva.
 South Texas Whistle Recs. & Tapes Inc., 724 Lexington, Zip 78212. Tel 224-0754 Mgr. R W Powers; Buyers: R W Powers, H.A. Casey Jr (Rec., Tape & Vid. Pgm. E)
 Branch: Houston, Tex., South West Whistle
 Accessories: Discwasher, Duracell, Maxell, Memorex, Pfanstiehl, Savoy TDK.
 U S Sound Dist. Inc., 1924 Fredericksburg Rd. Zip 78201 Tel 733-6377
 Pres. Alvaro Fajardo, Mgr. Rey Gonzales (Rec. & Tape RJ & E)

● **SAN BENITO (Area Code 512)**

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd. Zip 78586
 Tel 399-5377 Mgr. & Buyer John F. Phillips (Rec. & Tape D & DS)
 Playback equip.: Marantz, Pioneer, RCA, Sony, Zenith
 Accessories: BASF, Scotch

UTAH

● **LAYTON (Area Code 801)**

K S G Dist'g, 330 N. Main Zip 84041 Tel 544-0861 Owner: Kevin Garn.
 Mgr. Greg Sanders. Albums & Tape Buyer Kevin Garn (Rec. & Tape RJ)

● **SALT LAKE CITY (Area Code 801)**

Alta Dist'g Co., Intermountain Div., PO Box 26856, 2270 Bridger Rd. Zip 84126 Tel. 972-3800. VP & Gen. Mgr.: Joe Sasich, Sales & Mktg. Mgr. Howard Miller, Retail Div. Gen. Mgr.: Nick Sasich; OS Mgr. Gene Stevens. Buyers, Singles, Alice Hale; Albums, Layne Kresser; Tape, Ron Nicks, Accessories, Gene Stevens (Rec. & Tape D, DS & RJ)
 Distributes major labels.
 Accessories: Certron, Discwasher, Duracell, Dynasound, Fidelitone, Gould, Jasco, Le-Bo, Maxell, Memorex, Recoton, Savoy, Scotch, TDK
 Cordova's Importers & Dist's., PO Box 16065, 543 W. 400 North, Zip. 84116
 Tel: 355-1914. Owner & Mgr. Carl C. Cordova (Rec. & Tape D & I)
 Labels: ARV, Alto, Arriba, Falcon, Gas, Hurricane, Joey, Jovi, Keylock, Lorena Melody, Mercana, Musart, Nova Vox, Orfeon, Peerless, Pronto, RJG, Reyno, Rio Bravo, Roybal, Sound Mex, Viva
 Western Toy & Hobby Inc., 327 W. Second South Zip 84101 Tel 364-6593 (Rec. D & RJ)
 Rec. labels: Disneyland, Pickwick
 Phonographs: Fisher-Price

VERMONT

● **SHELBURNE (Area Code 802)**

Artec Inc., Pine Haven Shore Rd Zip 05482. Tel: 985-8401 Pres. Martin F. Gold, Sales Mgr. Colin McNull; Mktg. Coord. Bill Perrault, Buyer Matt Brown. (Rec., Tape & Vid. Pgm. DS, RJ, I & E)
 Video Program lines: CBS-Fox, Columbia Pictures, Walt Disney, Embassy



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Accessories: Fuji, Maxell, Recoton, TDK.

• WATERBURY (Area Code 802)

SILO INC., PO Box 429, Zip: 05676. Tel: 244-8657. Owner, Mgr., Albums & Tape Buyer: Joan Pelton. (Rec. D & I)
Labels: Alligator, Advent, American Gramophone, Bert & I, BetCar, CMH, CMS, Caedmon, Cassandra, Clean Cuts, County, Everest, Flying Fish, Folk Legacy, Folkways, Fretless, Freshwood, Front Hall, Green Linnet, June Apple, Kaleidoscope, Kicking Mule, Living Foli, Living Music, Loom, Mineral River, Newworld, Philo, Prairie Home Companion, Rosesshantz, Rounder, Shanachie, Sugar Hill, Titanic, & others.
Labels imported: Albion (UK), Alliance (Canada), BRG (Canada), Boot (Canada), Coyote (Canada), Dingle (UK), Elephant (Canada), Familiar (UK), Fellside (UK), Fogarty's Cove (Canada), Fuse (UK), Highway (UK), Iona (UK), Leader (UK), Plant Life (UK), Pukka (UK), Oral Tradition (Canada), Rogue (UK), Springtime (UK), Temple (UK), Topic (UK), True North (Canada), Tull (Faroe Islands), Waterfront (UK), White Bear (UK). (SEE ADVERTISEMENT)

VIRGINIA

• FERRUM (Area Code 703)

Outlet Rec. Discs., Rt. 1, Road 864, Zip: 24088. Tel: 483-1538. Owner: Rod Shirley. (Rec. & Tape D)
Labels: American Heritage, CMH, County, Goldtone, Heritage, Leather, Mount, Mountain, Old Homestead, Outlet, Power Pak, Prime Time, Rebel, Revonah, Ridge Runner, Rounder, Starday/King, Sugar Hill.

• McLEAN (Area Code 703)

TELEMARK DANCE RECS., PO Box 55, Zip: 22101. Tel: 356-9113. Owners & Mgrs.: Dick & Sheila Mason. (Rec. & Tape D, I & E)
Labels: Dance Along, Green, Hi-Hat, Hoctor, Al Pierson, Roper, Telemark. Labels imported: Ariola (Germany), Dansan, Europa (Germany), IDTA, Manbelle, Pye, Sidney Thompson, Telemark (UK), Tema. (SEE ADVERTISEMENT)

• NORFOLK (Area Code 804)

Scott Dist'g Corp., 3418 Azalea Garden Rd. Zip: 23513. Tel: 855-0188. Buyer: Robert Kruglick. (Rec. & Tape D)
Home office: Island Park, N.Y.
Accessories: Blank tape.
Tidewater One Stop, 1916 Granby St. Zip: 23517. Tel: 622-8663. Mgr.: Charles Fason. (Rec. & Tape OS)
Home office: Lanham, Md., Schwartz Bros. Inc. (Rec. & Tape D).

• RICHMOND (Area Code 804)

Dean's One Stop Ltd., PO Box 26205, Zip: 23260. Tel: 321-7515. Pres.: Dean Hogue; VP: Robert Marshall; Buyers: Dean Hogue, Robert Marshall. (Rec. & Tape OS & RJ)

• ROANOKE (Area Code 703)

Record Depot Dist., PO Box 3057, Zip: 24015. Tel: 343-5355. Owner: David Freeman; Mgr.: Chet Rhodes; Buyers: Albums, Barry Poss; Tape, David Freeman. (Rec. & Tape D)
Labels: API, Alligator, Arhoolie, CMH, Clean Cuts, County, Flying Fish, Front Hall, Gilley's, Grassound, Greenhays, Green Linnet, Heartbeat, Heritage, June Apple, Kaleidoscope, Kicking Mule, Old Homestead, Duttel, Philo, Rambler, Rebel, Ridge Runner, Rounder, Shanachie, Sierra, Skyline, Starday/King, Sugar Hill, Troubadour, Vtco, Western, Windham Hill, Yazoo.

• VIRGINIA BEACH (Area Code 804)

Eurpac East, PO Box 5686, 1421 Diamond Springs Rd. Zip: 23455. Tel: 460-1060. Music Div. Mgr.: Donn Irby.

WASHINGTON

• BELLINGHAM (Area Code 206)

Praise Inds. Corp., 1308 Meador St., Unit C5, Zip: 98225. Tel: 671-9562. (Rec. & Tape D)
Labels: Country Oak, Faith, Fisher Folk, Herald, Horizon, Little People, New Born, Praise, Starsong, Tunesmith.

• SEATTLE AREA (Area Code 206)

Rick Ballard Imports, 1519 10 W. Zip: 98109. Tel: 283-7134. Sales Rep.: Gary Bannister. (Rec. D, I & E)
Home office: Berkeley (San Francisco & Bay Area), Calif. (See for prod. distributed)
California Rec. Dist. Inc., 6011 S. Roxbury, Zip: 98118. Tel: 723-0900. Sales Mgr.: George Bigley; Promo. Mgr.: Ted Higashioka. (Rec. D)
Home office: Glendale (Los Angeles Metropolitan Area), Calif.
City Hall Recs., 46 W. Etruria, Apt. D, Zip: 98119. Tel: 282-4820. Sales Mgr.: George Romansch. (Rec. & Tape D, I & E)
Home office: San Rafael (San Francisco & Bay Area), Calif. (See for prod. distributed)
Danjay Music Inc., 1041 Industry Dr., Tukwila 98188. Tel: 575-0675. Mgr.: Mike Boyle; Buyer: Bill Green. (Rec. & Tape OS)
Home office: Denver, Colo.
Disc City One Stop, 1540 Fourth Ave. S. Zip: 98134. Tel: 622-4005. Owner: Larry Dolgoff; Mgr. & Buyer: Bill Dolgoff. (Rec. & Tape OS)
General Recs. Serv. Inc., 6565 Seventh Ave. S. Zip: 98108. Tel: 767-7444. Pres.: Paul H. Portteus; Mgr.: Singles, Albums, & Tape Buyer: Russ Portteus; RJ Sales Mgr.: John Rupnick; OS Sales Mgr.: David Minnitti. (Rec. & Tape RJ, Rec. & Tape OS as General Recs. One Stop)
Handelman Co., 22425 76 Ave. S., Kent 98031. Tel: 872-8077. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.
Kiner Ent's, PO Box 724, Redmond 98025-0724. Mgr.: L.F. Kiner; Buyers: M.E. & S.F. Kiner. (Rec. D & E)
Labels: Aircheck, Pelican, Radio Archives, Spokane, Totem, Westwood, M C A Dist'g Corp., 2633 Eastlake Ave. E., No. 301 Zip: 98102. Tel: 322-3100. Branch Mgr.: Jim Reymann. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)
Major Dist's. Inc., 18292 Andover Park W., Tukwila 98188. Tel: 575-0081. Owner: R.G. Anderson; VP Rec. Div.: Gary Clark; Buyers: Singles, Inge Wood; Albums, Jim Nickel, Monica Moore; Tape, Gary Davis; CE Mgr.: Mike Ellis. (Rec. & Tape RJ)
Branches: Livermore (San Francisco & Bay Area), Calif.; Honolulu, Hawaii.
Distributes: Commodore, Electra, Hip Pocket, Hitachi, Mitsubishi, Panasonic pre-recorded video, computer software.
Accessories: BASF, Duracell, Maxell, Memorex, Recoton, Savoy, Transcriber.

Pacific Rec. Serv., 678 Industry Dr., Tukwila 98188. Tel: 575-3110. Pres.: Jim Huffine; Sales: Denny Vaughn. (Rec. & Tape D)
Labels: Classics for Joy, Delos, Disneyland, Excelsior, Harmonia Mundi, Kid Stuff, Living Language, Mobile Fidelity, Nautilus, Parr, Peter Pan, Pro Arte, Quintessence, Rubys, Sesame Street, Sinfonia, Supraphon, Telarc, also distributes cutouts.
Accessories: Rec., tape & video lines.

Pickwick Dist'n Cos., Rack Servs. Div., 9860 40 Ave. S. Zip: 98118. Tel: 725-2500. Mgr.: Al Zangrillo; Buyer: Kathy Doolin. (Rec. & Tape RJ)

Home office: Minneapolis, Minn.
PolyGram Dist'n Inc., 1018 Industry Dr. Zip: 98188. Tel: 575-3830. Mgr.: Gerry Kopecky. (Rec. & Tape D)

Home office: New York, N.Y. (See for prod. distributed)
Precision Sound Mktg. Ltd., 21601-B 66 Ave. W., Mountlake Terrace 98043. Tel: 774-6668. Exec.: Frank Klammer; Buyer: Barbara Klammer. (Rec. D & E)

Branches: Concord (San Francisco & Bay Area), Seal Beach (Los Angeles Metropolitan Area), Calif.; Eugene, Ore.

Labels: Accent (Belgium), American Gramophone, CBS, Chalfont, Concord, Jazz, DBX, Dark Orchid, Delos, First Line, Klavier, MCA, Mark Levinson, Mobile Fidelity, Nautilus, PolyGram, Proprius, RCA, Realtime, San Francisco Sound, Setel, Starlog/Varese Sarabande, Sweet Thunder, Telarc, Trend, Waiiki.

Photographs: Record Runner.
Playback equip.: Nikko Audio.
Accessories: Decca, Jac-N, Permatat, re-sealable rec. bags, inner sleeves.

RCA & A&M & Assoc'd Labels, 925 Industry Dr. Zip: 98188. Tel: 575-1410. Mgr.: Bonnie McCassy. (Rec. & Tape D—see New York, N.Y., office for prod. distributed)

Roundup Music Dist's. Inc., PO Box 77003, Zip: 98177. 18300 Midvale Ave. N. Zip: 98133. Tel: 542-7551. Exec.: Louis Lavinthal; Mgr.: Chuck Blacksmith; Buyer: Don Jensen. (Rec. & Tape RJ)

Sea-Port Rec. One Stop Inc., 578 Industry Dr., Tukwila 98188. Tel: 575-3131. Sales: Bob Hanft, Edie Mitchell. (Rec. & Tape OS)

Home office: Portland, Ore.
Warner/Elektra/Atlantic Corp., 1156 Industry Dr., Tukwila 98188. Tel: 575-0190. Sales Mgr.: Jack Shue. (Rec., Tape & Vid. Pgm D—see Los Angeles, Calif., office for prod. distributed)

WEST VIRGINIA

• CHARLESTON (Area Code 304)

Elkins Rec. Shop, 1127 Central Ave. Zip: 25302. Tel: 343-7833. (Rec. OS)
3-D Electronics Inc., 1541 W. Washington St. Zip: 25312. Tel: 342-8707. Pres.: Dave Ferrell; Mgr.: Roger Fields; Buyers: Singles, Tanus McClanahan; Albums & Tape, Richard Fisher. (Rec. & Tape D & RJ)
Labels: A&M, CMH, Capitol, Capricorn, Casablanca, Columbia, Country, GRT, Heart Warning, Jim King Bluegrass, MCA, Mercury, Pickwick, Polygram, RCA, RSO, Rebel, Salsoul, Sire, 20th Century, WEA, Ward.
Photographs: BSR, Garrard, Marantz.
Playback equip.: Emerson, Marantz, Pioneer of America, Superscope.
Accessories: Arista, Le-Bo, Memorex, Philmore.

• HUNTINGTON (Area Code 304)

Music Man Inc., 2519 Fourth Ave. Zip: 25703. Tel: 522-7551. (Rec. & Tape OS)

WISCONSIN

• BELOIT (Area Code 608)

Midwest Women's Music Dist's. Inc., 1420 Emerson St. Tel: 362-3222. Zip:

53511. Owners: Pat Reddemann, Karen Grotzler. (Rec. D)
Labels: Affinity, Allegra, Barleo, Carolsdatter, Cassandra, Deep River, Even Keel, Fabulous, Galaxia, Gentle Wind, Honey Pie, Index, Kaleidoscope, Kuebler, Lima Bean, Divina, Open Door, Origami, Pacific Cascade, Pleiades, Queen City, Ryeberbear, Rosette, Sea Friends, Sisters Unlimited, Spangle, Sweater, Terrapin, Twin Tide, Urana, Windbag, Women's Waxworks, Yahoo

• BURLINGTON (Area Code 414)

Music Mart, 84 McHenry St. Zip: 53105. Tel: 763-3361. Owner: Nancy Bassett; Mgr.: Carol Kestell.
Video program lines: RCA
Photographs: Hitachi
Playback equip.: Hitachi, Panasonic
Accessories: Plantone.

• MADISON (Area Code 608)

Rapid Sales Co. Inc., 1019 Jonathan Dr. Zip: 53713. Tel: 271-2551. Pres.: Roll V. Voegelie; Buyers: Singles, Lowell Grass; Albums & Tape, Donald Smith; Budget Lines & Accessories, Robert Obbink; D Labels, Lois Lawrence. (Rec. & Tape D & RJ)
Labels: Disneyland, GNP Crescendo, Holland, Intersound, K-Tel, Kid Stuff, Mr. Rogers, Peter Pan, Ranwood, Sesame Street, Starland, Super-scope, Tell, Vox
Accessories: BMI, Discwasher, Fuji, Hartzell, Imperial, Maxell, Memorex, Pfanstiel.

• MILWAUKEE (Area Code 414)

Audie's One-Stop, 2204 W. North Ave. Zip: 53205. Tel: 342-4636, 931-8015. Owner & Mgr.: Aulacruga Dotson; Singles, Albums & Tape Buyer: John Reed. Local branch: Audie's Recs., 2239 W. Capitol Dr. Zip: 53206. Tel: 445-2420. Mgr. & Buyer: George Johnson. (Rec. & Tape OS)

Mean Mountain Music, 926 W. Oklahoma Ave. Zip: 53215. Tel: 483-6500. Owner: M.J. Muskovitz. (Rec. OS, I & E—50's & 60's prod.)

NARADA PRODD'NS, 1845 N. Farwell Ave., Suite 201, Zip: 53202. Tel: 272-6700. Pres.: John Morey. (Rec. & Tape D)

Labels: Awakening, Celestial Harmonies, Chandia, Continuum Montage, Environments, Fortuna, Halpern, Heavenly, Paul Horn, Inter-Dimensional, Journey, Kuckuck, Living Music, Music for an Inner Voyage, Narada, Philo, Radiance, Rising Sun, Rounder, Solitudes, Waterfall, Windham Hill, Wind Sung. (SEE ADVERTISEMENT)

Radio Doctors & Recs. Ltd., 240 W. Wells St. Zip: 53203. Tel: 276-6422. Pres.: Stuart Glassman; Mgr.: Michael Mowers; Buyers: Singles, Annette & John Jankowski; Albums, Thomas Jacobson; Tape, Randy Hauser. (Rec. & Tape OS)

• SHEBOYGAN (Area Code 414)

Euroline Communications Servs., PO Box 362, 707 Plaza 8, Suite 203, Zip: 53081. Tel: 458-2222/8880. Pres.: Dieter E. Helm. (Rec. & Tape I)
Labels: Archiv, Deutsche Grammophon, Fontana, Karussell, Philips, Polydor (all Germany).

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ACCESSORIES
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A & B Cassette Dupl'g, 1502 S. 87, West Allis, Wis. 53214. Tel: (414) 774-7250.

Product: Tape-carrying & storage cases (audio).

A L S Inds., 1942 W. Artesia Blvd., Torrance, Calif. 90504. Tel: (213) 532-9262. Telex: (910) 346-7754.

Product: Record-carrying & storage cases; Tape-carrying & storage cases (audio & video); video game storage cases.

Advance Prods. Co. Inc., PO Box 2178, Wichita, Kan. 67201. Tel: (316) 263-4231. Pres.: William D. DeVore; Sales & Adv. Mgr.: Paul Keck.

Product: Record & Tape-carrying & storage cases.

Aldshir Mfg Co. Inc., 63 E. Sandford Blvd., Mount Vernon, N.Y. 10550. Tel: (914) 668-1297. Pres. & Adv. Mgr.: Gerald Shirley; Sales Mgr.: Lindley Nichols.

Product: Record-TELEVEX 45 rpm adaptors.

Allsop Inc., PO Box 23, Bellingham, Wash. 98227. Tel: (206) 734-9090. Telex: 152101.

Product: Record-record care prods., ORBITRAC record cleaner; Tape-ALLSOP non-abrasive, "wet-type" head cleaners (audio & video).

Amaray Sales Corp., 2251 Grant Rd., Suite H, Los Altos, Calif. 94022. Tel: (415) 968-2840. Pres.: Ron Garrett; Sales Mgr.: Mark Dill.

Product: Tape-cassette storage cases (audio & video).

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Telex: 348464. Telex (910) 378-5920.

Product: Tape-head cleaners, demagnetizers, leader & splicing tape.

R. B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R.B. Annis; Sales Mgr.: H.A. Franz.

Product: Tape-HAN-D-MAG demagnetizers (audio & video), ANNIS pocket magnetometers.

Arista Entls. Inc., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 435-0200.

Product: Record-record care prods., replacement styli; Tape-head cleaners, demagnetizers, leader & splicing tape.

Aspen Ltd., 4501 E. Virginia Ave., Denver, Colo. 80219. Tel: (303) 377-2701.

Product: Record-record care prods.: anti-static cleaner & scratch remover, stylus cleaner; Tape-head cleaners, demagnetizers, test tapes.

AUDIO INDS. INC., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.

Product: Tape-head cleaners, leader tape. (SEE ADVERTISEMENT)

Audio Technica US Inc., 1221 Commerce Dr., Stow, Ohio 44224. Tel: (216) 686-2600.

Product: Record-record care prods., preservatives, record cleaners, stylus cleaners; replacement styli, tonearm lifts, phono cables.

Audiotech (div. of GC Electronics), 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Cable: GCELECT. Telex: 257318.

Product: Record-record care prods.: aerosol cleaners, anti-static fluid, stylus brush, record brush, cleaning cloth; turntable mats, stylus tracking force gauges, test records, stylus microscopes, tonearm head shells; Tape-head cleaners (audio & video), bulk erasers (audio & video), demagnetizers (audio & video), leader tape (audio), splicing tape & equip. (audio).

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa 19406. Tel: (215) 272-8500. Pres.: John Ballantyne; VP Sales: John Butlerworth.

Product: Tape-carrying & storage cases (audio & video)

B & S F Systems Corp., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000.

Product: Tape-cassette storage units

B M I (Beaux-Merzon Inc.), PO Box 56, 49-16 Maspeth Ave., Maspeth, N.Y. 11378. Tel: (212) 381-1303. Pres.: Richard Merzon; Sales Mgr.: Andy Danzico.

Product: Record-carrying & storage cases, record care prods.: inserts, sprays; Tape-carrying & storage cases (audio & video); head cleaners (audio), demagnetizers (audio).

KENNETH A. BACON ASSOCS., 24-E Commercial Blvd., Novato, Calif. 94947. Tel: (415) 883-5041. Pres. & Sales Mgr.: Kenneth A. Bacon.

Product: Tape-head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio). (SEE ADVERTISEMENT)

BALARAMA ENTS., 650 S. Bridge St., Visalia, Calif. 93277. WATS Tel: (Calif) (800) 742-1623; (outside Calif.) (800) 344-7286. Pres.: Bill Benedict. Gen. Mgr.: Rick Hawk; Sales Mgr.: Betsy Benedict.

Product: Incense & essential oils.

Bazy Electronics Corp., 3018 Ave. C, Holmes Beach, Fla. 33510. Tel: (813) 778-4442.

Product: Tape-head cleaners, demagnetizers

Beaux-Merzon, see BMI.

Bib Audio/Video Prods., 1751 Jay Ell Dr., Richardson, Tex. 75081. Tel: (214) 238-1224. Telex: 792451.

Product: Record-record care prods.: record valet, stylus brush, stroboscopic record clamp, stylus balance; Tape-head cleaners (wet or dry), bulk erasers, demagnetizers, splicing tape & equip. ("1/4", "1/2", "3/4"). head cleaning kits (all audio & video); audio cassette hand winder, video cassette title kit, video camera lens care kit, VTR maintenance kit, VTR dust cover.

Blackburn Inc., 10150 Crossstown Circle, Eden Prairie, Minn. 55344. Tel: (612) 944-7010. A/V Prods. Mktg. Mgr.: Thomas F. Sabow.

Branches: Burlingame, Calif., 819 Mitten Rd., No. 26. Zip: 94010. Tel: (415) 697-6347/6722. Reg'l Sales Mgr.: Harry Johnston; Sales Rep. James Anderson-Thousand Oaks, Calif., 2904 Sunflower Dr. Zip: 91638. Tel: (805) 492-4405. Sales Rep. Jeff Herman-Tampa, Fla., PO Box 23062. Zip: 33623. Tel: (813) 879-8601. Sales Rep.: Frank Vaiden-Morristown, N.J., 2 Lovell Ave. Zip: 07960. Tel: (201) 540-1318. Sales Rep.: Ron Silverstein-Providence, R.I., 294 Charles St. Zip: 02904. Tel: (401) 351-9450. Sales Rep.: Richard Grant-Grand Prairie, Tex., 1805 Wilderness Trail. Zip: 75052. Tel: (214) 263-2129. Southwest Reg'l Sales Mgr.: Rinda Gulley.

Product: Tape-carrying & storage cases (audio & video)

Black Magic, see Recoton

Bowers Rec Sleeve Co., 5331 N Tacoma Ave., Indianapolis, Ind. 46220. Tel: (317) 251-3918.

Product: Record-LIFETIME PROTECTORS, PROTECT YOUR RECORDS replacement record sleeves.

W. H. BRADY CO., PO Box 571, 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Cable: BRADYCD. Telex: 26677. Gen. Mgr.: John Arnold; Sales Mgr.: Mary Coccarelli.

Product: Tape-splicing tape (audio). (SEE ADVERTISEMENT)

Broadcast Electronics Inc. (a Filmways Co.), 4100 N. 24 St., Quincy, Ill. 62305 3606. Tel: (217) 224-9600. Cable: BCSTELCC.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio)

Burlington Audio Tapes Inc., 106 Mott St., Oceanside, N.Y. 11572. Tel: (516) 678-4414. Pres. & Sales Mgr.: Rudy Schwartz.

Product: Tape-head cleaners (audio & video), leader & splicing tapes (audio)

C P R, see Discwasher

Calibron Corp. (sub. of Koss Corp.), 600 Lake Emma Rd., Lake Mary, Fla. 32746. Tel: (305) 323-2400. Telex: (810) 856-0300.

Product: Record-carrying & storage cases, record care prods., 45 RPM adaptors; Tape-head cleaners, demagnetizers.

Carter Corp., PO Box 5185, Rockford, Ill. 61125. Tel: (815) 397-3200. Cable: CARTERCORP.

Product: Record-record care prods., replacement styli; Tape-head cleaners (audio & video), demagnetizers (audio), splicing tape (audio)

CERTRON CORP., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280. WATS (800) 854-3943. Telex: (910) 593-1611. Pres. Edwin Gamson; VP Mktg.: Ray Allen; Adv Mgr.: Hal Wilde, Sales Mgr.: Monica Ternli.

Product: Tape-head cleaners (audio). (SEE ADVERTISEMENT)

Clean Sound, see Recoton

Continental Electronics, 622 Venice Blvd., Marina del Rey, Calif. 90291. Tel: (213) 822-2045. Cable: CDNTELEC. Pres.: E.L. Elliman; Sales Mgr.: John Adams.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)

Custom Case Mfg Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-6111.

Product: Record & Tape-carrying & storage cases.

CUSTOM DUPLIN INC., 3404 Century Blvd., Inglewood, Calif. 90303. Tel: (213) 670-5575. Pres.: Leonard Gross; Sales Mgr.: Bob Hively.

Product: Tape-carrying & storage cases (audio & video), head cleaners (audio & video), leader & splicing tape (audio).

Dajm Corp., 1 Willow St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.

Product: Home audio furniture

Delrama Int'l, 37 Newtown Rd., Plainville, N.Y. 11803. Tel: (516) 293-8740. Telex: 4758166. Pres.: Thomas DeLaRocca; Sales Mgr.: C. LaGrega.

Product: Record-record care prods., record cleaners

Diectronics Inc., 300 Burnett Rd., Chocoma, Mass. 01020. Tel: (413) 598-8308.

Product: Record & Tape-carrying & storage cases (custom)

Disc Foot, see Discwasher.

DiscKeeper, see Discwasher

DISCKIT, see Discwasher

DISCContinued Recs., 444 S. Victory Blvd., Burbank, Calif. 91502. Tel: (213) 846-9192. Owner: Les Szarvas.

Product: Reference library of out-of-print recorded material.

Discwasher Div., Jensen Sound Labs (an Esmark Co.), 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314) 449-0941. Cable: DISCAUDHD. Telex: 447278. Pres.: Bruce R. Maer; Nat'l Sales Mgr.: James D. Hall.

Adv. Mgr.: Dale C. Beriau.

Product: Record-record care prods., DISCWASHER record cleaner, DISCKIT record cleaning kit, SC-2 stylus cleaner, ZEROSTAT anti-static gun, GDDO-ENS audio connector cables, D'STAT II anti-static turntable mat, DISCFOOT turntable isolation damping kit, SMDG: LIFTERS speaker cables, DISCKEEPER record storage system, VRP record sleeves, Tape-PERFECT-PATH head cleaners (audio & video); DISCWASHER demagnetizers, CPR capstan pinch roller cleaner (audio)

Distec Inc., 1759 Market Circle, No. 3-A, Port Charlotte, Fla. 33952. Tel: (813) 625-4321. Pres.: Fred E. Martintz.

Product: Record-TELEVISION DUSTBUSTER record care prod., Tape-head cleaners (audio & video)

DONNAN INDS., PO Box 422, Ridgefield, N.J. 07657. Tel: (201) 945-6820.

Product: Tape-head cleaners, leader tape. (SEE ADVERTISEMENT)

D'Stat, see Discwasher

DUOTONE CO. INC., PO Box 1168, Miami, Fla. 33143. Tel: (305) 665-1121. WATS: (800) 327-5808. Pres.: Stephen Gibson Nester.

Product: Record-carrying & storage cases, record care prods., replacement styli; Tape-carrying & storage cases (audio & video), bulk erasers, demagnetizers, head cleaners (all audio). (SEE ADVERTISEMENT)

Dustbuster, see Distec & Savoy.

E V G Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 378-0440. Cable: GAMINDIC FREE. Telex: 961304. Pres.: Michael Damsky; Nat'l Sales Mgr.: Michael Sussman.

Product: Record-replacement styli.

Edtall, see Xedit

Electronic Homes Co., 234 Fifth Ave., New York, N.Y. 10001. Tel: (212) 689-9332. Pres.: George T. Saddler; Sales Mgr.: Joseph E. Gaffney.

Product: Tape-head cleaners (audio).

EL MAR PLASTICS INC., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3190. Cable: ELMAR. Telex (910) 346-6940.

Product: Tape-cassette storage box, head cleaners, demagnetizers, splicing tape. (SEE ADVERTISEMENT)

Empire Scientific Corp., 1055 Stewart Ave., Garden City, N.Y. 11530. Tel: (516) 222-1400. Cable: EMPSDC. Telex: 125472. Pres.: Larry Stowe, Nat'l Sales Mgr.: Joe Greco.

Product: Record-replacement styli

ENTERTAINMENT ACCESSORIES LTD., 208 E. Second St., Mineola, N.Y. 11501. Tel: (516) 741-4664. Pres.: Peter E. Dayton.

Product: Tape-carrying & storage cases. (SEE ADVERTISEMENT)

Marvin Eppy Designer/Manufacturer, 1064 Rrner Rd., Edgewater, N.J. 07070. Tel: (201) 224-2771. Contact: Marvin Eppy.

Product: Record-HI FILE record racks

Esselte Pendaflex Corp., Quantm Rd., Garden City, N.Y. 11530. Tel: (516) 741-3200.

Product: Record & Tape-MUSIC LIBRARY carrying & storage cases.

Fidelipac Corp., PO Box 808, Moorestown, N.J. 08057. Tel: (609) 235-3900. Telex: (710) 897-0254.

Product: Tape-carrying & storage cases, head cleaners, demagnetizers, splicing tape & equip.

Fidelitone Inc., 3001 Maimo Rd., Arlington Heights, Ill. 60005. Tel: (312) 640-2450. Telex: 281050.

Product: Tape-video storage chests.

Finebit Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Cable: COEXPORT. Telex: 698393. Pres.: Alwin P. Schmid. VP: Joseph Bouzaglou, Sales Mgr.: Manuel Munoz.

Product: Tape-FINETAPE head cleaners, leader tape.

Fine Design Prods. Inc., 1830 S. Clinton, Chicago, Ill. 60616. Tel: (312) 939-5420.

Product: Record & Tape-carrying & storage cases

Finetape, see Finebit.

Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10118. Tel: (212) 736-3335. Cable: FUJIFILM. Telex: 423298.

VP & Gen. Mgr.: John Dale; Nat'l Sales Mgr.: Stan Bauer, Special Accts. Mgr.: Al Bedross, Consumer Prod. Mgr.: Jim Auer, Ind'l Prod. Mgr.: Tom Daly.

Product: Tape-1/4" videocassette head cleaning cassettes

G C Electronics, 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Cable: GCELECT. Telex: 257318. Pres.: Wayne Timpe; Sales Mgr.: Owen Jackson.

Product: Record-record care prods.: aerosol & liquid cleaners, brushes, anti-static cloths; turntable mats; Tape-head cleaners, bulk erasers (both audio & video); demagnetizers, leader & splicing tape (audio)

Gabriel Mfg Co Inc., 125 S. Liberty Dr., Stoney Point, N.Y. 10980. Tel: (914) 942-0100.

Product: Tape-head cleaners

Gold ens, see Discwasher

Gusdorf Corp., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel: (314) 647-1207. Cable: GUSDRSDN. Telex: 44821.

Product: Electronics furniture

Han-D-Mag, see R.B. Annis

Hartzell Custom Prods., Turtle Lake, Wis. 54889. Tel: (715) 986-4407.

Product: Record-TELE THE ORGANIZER carrying & storage cases

Herald Electronics (div. of Teledyne Inc.), 6611 Lincoln Ave., Lincolnwood, Ill. 60645. Tel: (312) 675-1100. Gen. Mgr.: Hank Katz.

Product: Tape-demagnetizers

Hi-File, see Marvin Eppy

I P S, see Inches Per Second

Imperial Paper Box Corp., 252 Newport St., Brooklyn, N.Y. 11212. Tel: (212) 346-6100. Telex: (710) 584-2386. Pres.: Louis Sukoff. Sales Mgr.: Ira Su koff.

Product: Record-carrying & storage cases. Tape-carrying & storage cases (audio & video)

Imperial Plastics Inc., PO Box 246, Lakeville, Minn. 55044. Tel: (612) 469-4951.

Product: Record-carrying & storage cases

Inches Per Second Inc. (IPS), PO Box 496, 1601 Ninth Ave., Bohemia, N.Y. 11716. Tel: (516) 585-9600. Telex: (510) 227-1585. Pres.: William Prechtel; Sales Mgr.: Douglas Scott.

Product: Tape-head cleaners (audio & video)

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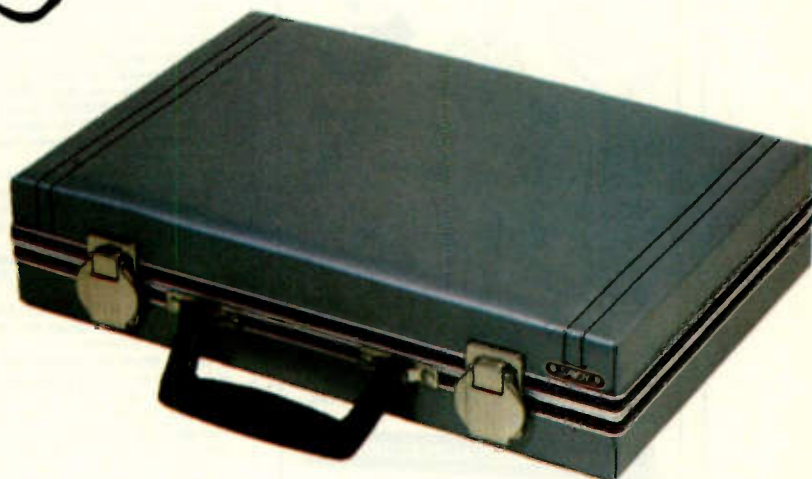


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International Rec'g Co., 1649 W. Evergreen Ave., Chicago, Ill. 60622 Tel. (312) 227-2000
 Product: Record—record care prods., turntable mats, replacement styli, Tape—head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Irish Magnetic Inds Inc., 270-78 Newtown Rd., Plainville, N.Y. 11803 Tel. (516) 293 5582 Cable MORHANEX Telex 967880
 Product: Tape—head cleaners

Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710 Tel. (516) 785 6480
 Product: Record—replacement styli, Tape—cassette storage library, tape carousels & storage centers, demagnetizers

Jacksonville Ginter Box Co. Inc., 2527 Walnut St., Jacksonville, Fla. 32206 Tel. (904) 355 8341
 Product: Record—PACK RACK LP storage rack, Tape—8 tr cases

Joyce Molding Corp., 501 Divison St., Boonton, N.J. 07005 Tel. (201) 334 2020 Pres. E.F. Joyce; Sales Mgr. E.F. Joyce Jr
 Product: Tape—carrying & storage cases (audio & video)

Kinetic Audio, 6628 W. Irving Park Rd., Chicago, Ill. 60634 Tel. (312) 685 6434/6609 Pres. Ted R. Karson, Sales Mgr. Jeanne K. Held
 Product: Record—carrying & storage cases, record dividers, audio cable, Tape—carrying & storage cases (audio & video), tape storage dividers

KING INSTRUMENT CORP., 80 Turnpike Rd., Westboro, Mass. 01581, Tel. (617) 366-9141 Cable: KINGINST Telex: 948485
 Product: Tape—splicing tape (SEE ADVERTISEMENT)

Kustum Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324 Tel. (213) 886-8383
 Product: Tape—carrying & storage cases

LE-BO/PEERLESS CO., 60 West St., Bloomfield, N.J. 07003, Tel. (201) 429-8600, Pres.: Patrick Mastroianni; Nat'l Sales Mgr.: Larry Jacobson
 Product: Record—carrying & storage cases, record care prods., turntable mats; Tape—carrying & storage cases (audio & video), head cleaners (audio & video), bulk erasers (audio), demagnetizers (audio), splicing tape & equip (SEE ADVERTISEMENT)

Lifetime Protectors, see Bowers

Linear Sound Rec'g, 211 Glenridge Ave., Montclair, N.J. 07042 Tel. (201) 744-0686
 Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape

M.J.S., 2514 Seaboard Ave., San Jose, Calif. 95131 Tel. (408) 262 5544
 Product: Tape—head cleaners

Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735 Tel. (516) 293 1010, Telex. 143223, Pres. Aaron Wasserstrom, Sales Mgr. Paul Mastroianni
 Product: Tape—head cleaners (audio), leader tape (audio)

Mallory Dist'l Prods. Co., 3029 E. Washington Ave., Indianapolis, Ind. 46201, Tel. (317) 636 5353
 Product: Tape—head cleaners

Mann Endless Cassette Inds. Corp., PO Box 1347, San Francisco, Calif. 94101 Tel. (415) 221 2000
 Product: Tape—head cleaners (audio), splicing tape & equip (audio & video)

Marsand Inds Inc., 5150 W. Jefferson Blvd., Los Angeles, Calif. 90016 Tel. (213) 938-2755
 Product: Tape—carrying & storage cases (audio & video)

Marshall Electronics Inc., PO Box 2027, Culver City, Calif. 90230, Tel. (213) 836-4288, Pres.: H. Shultz; Sales Mgr.: L. Marshall; Adv. Mgr.: W. Rex Branch: Tuckahoe, N.Y., LCA Sales Co., 76 Main St. Zip 10707 Tel. (914) 961-4700, Sales Mgr.: Bob Sherwood
 Product: Wire, cable & connectors (audio & video)

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel. (212) 547-5600
 Product: Tape—head cleaners, 8-tr dust caps

Maxell Corp. of America, 60 Dilor Dr., Moonachie, N.J. 07074 Tel. (201) 440-8020, Pres.: T. Dhada; Nat'l Sales Mgrs. (consumer audio) M. Standley, (consumer video) D. Patrician, (professional/industrial prods.) J. Ringwood; Mktg. Coord. Mgr.: Michael Golacinski; Adv. Mgr.: Chris Mangapane
 Product: Record—record care prods., automatic self-rotating record cleaner; Tape—storage cases (audio), demagnetizers (audio—illuminated wand & electronic cassette types), tape recorder care kit, takeup reels (7" plastic; 7" & 10 1/2" metal)

Media Int'l Inc., 247 E. Ontario St., Chicago, Ill. 60611, Tel. (312) 467-5430, Pres. Duane Lundeen; VP: Al Masters, Treas. Margaret Lundeen
 Product: Tape—carrying & storage cases, bulk erasers, leader tape, splicing & equip (all audio)

Memtek Prods., PO Box 988, Santa Clara, Calif. 95052, Tel. (408) 987-1752, VP & Gen. Mgr.: John R. Humphreys; Nat'l Sales Mgr.: Jack C. Battaglia; Mktg. Mgrs.: Alan F. Davis, Joseph M. Petle
 Branches: Fullerton, Calif., 1408 E. Orangethorpe, Suite D, Zip 92631—Lombard, Ill., 335 Eisenhower Ln. S. Zip 60148—Troy, Mich., 3221 W. Big Beaver Rd., Suite 106, Zip 48064—King of Prussia, Pa., 741 Fifth Ave. Zip: 19406—Springfield, Va., 5803 Rolling Rd., Suite 215 A Zip: 22152—Lynchwood, Wash., 4208 198 SW, Suite 110, Zip: 98036
 Product: Record—record care prods.: cleaning & care kits; Tape—demagnetizers (audio)

Microtron Inc., PO Box 1529, San Marcos, Tex. 78666 Tel. (512) 268-5631, WATS (outside Tex.) (800) 531-5137 (in Tex.) (800) 252-8005 Telex: (910) 870-1542
 Product: Record—SCRATCH FIXER record care prod.

Micro Trak Corp., 620 Race St., Holyoke, Mass. 01040, Tel. (413) 536-3551
 Product: Tape—carrying & storage cases (audio)

Microtran Co. Inc., PO Box 236, 145 E. Mineola Ave., Valley Stream, N.Y. 11582, Tel. (516) 561-6050, Telex: (510) 225-8412
 Product: Tape—bulk erasers (audio & video), demagnetizers (audio & video)

Mid America Plastics Corp., 6900 Canby, Reseda, Calif. 91335, Tel. (213) 705-1024
 Product: Tape—carrying & storage cases (audio & video)

Monster Cable Co., 101 Townsend St., San Francisco, Calif. 94107, Tel. (415) 777 1355, Telex 470584
 Product: Record—ORSDNIC disk stabilizers, head shells; MONSTER CABLE, POWERLINE speaker cables & connectors.

Music Library, see Esselle Pendaflex

Namiki Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652, Tel. (201) 368-8310, Telex: (710) 990-1273
 Home office: Japan
 Product: Record—disk stabilizer

National Audio Co. Inc., 1911 S. Stewart Ave., Springfield, Mo. 65804, Tel. (417) 883-5377
 Product: Tape—bulk erasers, splicing tape & equip. (audio & video); leader tape (audio)

North American Tape Dupl'g Co., 15414 Cabrillo Rd., Van Nuys, Calif. 91406, Tel. (213) 781-7650, VP & Gen. Mgr.: Larry Slagano
 Product: Record—carrying & storage cases; Tape—carrying & storage cases (audio), head cleaners (audio)

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427, Tel. (612) 545-0401, Telex: 290304, Pres.: John Yngve, Sales Mgr.: Ken Lubitz
 Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video); splicing tape (audio)

Nuclear Prods. Co., PO Box 5178, El Monte, Calif. 91734, Tel. (213) 283-2603, Pres. & Gen. Mgr.: Richard M. Evieth
 Product: Record—record care prods.: STATICMASTER static/dust brush.

Orbitrac, see Alsop

The Organizer, see Hartzell

Orsonic, see Monster Cable

Pack Rack, see Jacksonville

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803, Tel. (213) 570-1601, Pres. Joseph D. Winston; Sales & Adv. Mgr. Charles W. Holmes
 Product: Record—display racks (audio).

Perfect Path, see Discwasher

Permatap Prods. Co. Inc., 105 Quail Valley Rd., Social Circle, Ga. 30279, Tel. (404) 787-1910, Pres.: W.B. Thompson
 Product: Tape—splicing tape & equip.

Pianstehel Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085, Tel. (312) 623 1360, Pres.: Merle R. Nelson; Mktg. Dir.: Bob Wright
 Product: Record—PFANSTIEHL record care prods.: cloths, liquids, hand held brushes; PFANSTIEHL replacement styli; Tape—PFANSTIEHL storage cases (video), head cleaners (audio & video).

Piantone, see Pianstehel

Phyco Audio, 4709 Brooks St., Montclair, Calif. 91763, Tel. (714) 621-9561, Gen. Mgr. Robert Deates; Prod'n Mgr.: Rick Deates
 Product: Tape—carrying & storage cases (audio & video); head cleaners, bulk erasers, leader & splicing tape (all audio).

Pixoff, see Sonic Research

Plastic Reel Corp. of America, 475 Boulevard, Elmwood Park, N.J. 07407, Tel. (201) 796 6600 Telex: 133552, Pres.: Frank P. Giglio; VP Sales: Pat Baccarella
 Product: Tape—carrying & storage cases. (audio & video)

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich. 48064, Tel. (313) 589-1771, Pres.: J. Stanton
 Product: Record—storage cases; Tape—storage cases (audio & video)

Port-A-Tune (div. of Action Leathercraft Inc.), 12717 Bonaparte, Los Angeles, Calif. 90066, Tel. (213) 306-2083
 Product: Record & Tape—carrying & storage cases.

Powerline, see Monster Cable

Preferred Sounds Inc., 135 Ludlow Ave., Northvale, N.J. 07647, Tel. (201) 768-8007
 Product: Tape—carrying & storage cases (audio & video)

Protect Your Records, see Bowers

Q-A-I Inc., 640 Dell Rd., Carlstadt, N.J. 07072 Tel. (201) 460-0060; NYC (212) 964-1714 Pres. Steve Dauman, Sales Mgr. George Ralowsky
 Product: Tape—cueing tape (audio)

R C S, see Stanton

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462 Tel. (212) 892 6700 Pres. Donald Edelman, Sales Mgr. Seymour Goldberg
 Product: Tape—carrying & storage cases (audio)

R. P. Prods., PO Box 54, Highland Park, Ill. 60035 Tel. (312) 433-4575, Pres.: Roy Pink; Sales Mgr. D. Pink
 Product: Record—Tape—carrying & storage cases (Bulk orders only)

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102, Tel. (817) 390-3011
 Product: Record—REALISTIC record care prods., anti-static, cleaners; turntable mats, replacement styli, patch cords; Tape—REALISTIC carrying & storage cases (audio & video), head cleaners (audio & video), bulk erasers (audio & video), demagnetizers (audio), leader tape (audio), splicing tape & equip

Raynor Sales Co. Inc., 1803 S. Hope St., Los Angeles, Calif. 90015 Tel. (213) 742-0888, Pres. & Adv. Mgr.: Ray Abrams; Sales Mgr.: Norri Abrams
 Product: Record—carrying & storage cases, replacement styli; Tape—carrying & storage cases, head cleaners, demagnetizers (audio & video), Realistic, see Radio Shack

RECOTON CORP., 46-23 Crane St., Long Island City, N.Y. 11101, Tel. (212) 392-6442, Cable: RECOTON NEW YORK, Telex: 236047 Pres. Robert L. Borchardt; Sales Mgr. George Calvi
 Product: Record—RECOTON carrying & storage cases, replacement styli; BLACK MAGIC, CLEAN SOUND record care products; Tape—RECOTON carrying & storage cases (audio & video), leader & splicing tape; BLACK MAGIC head cleaners (audio & video); RECOTON demagnetizers, video cables & connectors, splitters & switching boxes. (SEE ADVERTISEMENT)

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 225 Bellville Ave., Bloomfield, N.J. 07003, Tel. (201) 748-2222
 Product: Tape—vinyl storage cases (audio & video)

Riverton Corp., Dillon Rd., Monticello, N.Y. 12701 Tel. (914) 794-8888
 Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—head cleaners

Robins (div. of Benjamin Electroprods Inc.), 75 Austin Blvd., Commack, N.Y. 11725, Tel. (516) 543-5200, Telex: 127908, Pres.: Joseph N. Benjamin; VP Sales: Stuart Carne
 Product: Record—carrying & storage cases, record care prods., wet & dry cleaning systems, turntable mats; Tape—carrying & storage cases, leader & splicing tape (all audio), head cleaners, bulk erasers, demagnetizers (audio & video)

Rotel of America Inc., 13528 S Normandie Ave., Gardena, Calif. 90249 Tel. (213) 327-0600
 Product: Record—record care prods.

S C 2, see Discwasher

SAVORY LEATHER MFG. CORP., Ward Hill Ind'l Park, 260 Neck Rd., Haverhill, Mass. 01830 Tel. (617) 374-0351 Telex: (710) 347-1121
 Product: Record—carrying & storage cases, record care prods. DUST BUSTER record cleaning device; Tape—carrying & storage cases (audio & video). (SEE ADVERTISEMENT)

Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920 Tel. (914) 268 6846
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Scotch, see 3M

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Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616 Tel. (312) 842-8221, Pres. I. Segal; Sales Mgr. R. Segal
 Product: Record—carrying & storage cases, turntable mats; Tape—carrying & storage cases (audio)

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550, Tel. (914) 664-2909, Cable: SENTIND
 Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio & video)

Service Mfg. Co. Inc., River St., Hastings-on-Hudson, N.Y. 10706 Tel. (914) 478-4000
 Product: Record—carrying & storage cases; Tape—carrying & storage cases (audio & video), videocassette storage cabinets.

SHAPE INC., PO Box 366, Biddford Ind'l Park, Biddford, Me. 04005 Tel. (207) 282-6155, Telex: 944325, Pres.: Tony Gelardi; VP: Paul Gelardi; VP Sales, Ribbon Cartridge Div.: Lloyd R. Pomber; Audio Prods.: Michael Tremblay
 Product: Tape—head cleaners (audio & video) (SEE ADVERTISEMENT)

Smog-Lifters, see Discwasher

Sonar Radio Corp., 3000 Stirling Rd., Hollywood, Fla. 33021, Tel. (305) 981-8800
 Product: Tape—bulk erasers (audio & video)

Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810, Tel. (203) 792-8822, Pres. David Whitney; Sales Mgr. Cass Vanni
 Product: Record—PIXOFF record care prods.; SONUS replacement styli; Sonrise Audio Systems, 13622 NE 20 St., Bellevue, Wash. 98005, Tel. (206) 641 1900, Pres.: Doug Anderson
 Product: Audio & video cabinetry

Sonus, see Sonic Research

Sound Guard Corp. (div. of Audio Technica US Inc.), 348 SW 13 Ave., Pompano Beach, Fla. 33060 Tel. (305) 782-1041 WATS: (800) 327-1144 Telex: (510) 956 9531 Pres. Joseph Kotowski
 Product: Record—record care prods., preservatives & cleaners.

SoundPro Inds Inc., 7529 Trask Ave., Playa del Rey, Calif. 90291, Tel. (213) 822-0510 Pres. Donald K.M. Rothgerg; Exec. VP: JoAnne Auld Rothgerg; VP Mktg. Don Millard; Sales Mgr.: Tom Reed, Mktg. Dir.: Donald J. Sgaly
 Product: Record—carrying & storage cases

Sound Saver, see Transcriber

Speaker Uppers, 1019 Via Sorella, Walnut, Calif. 91789, Tel. (714) 598-1906
 Product: Speaker stands

Spin-Clean, PO Box 150, Allison Park, Pa. 15101-0150, Tel. (412) 486-2100 Pres. Paul C. Mawhinney; Sales Mgr.: Mark D. Mawhinney
 Product: Record—record care prods. record washer system

Stanford Int'l, 569 Laurel St., San Carlos, Calif. 94070, Tel. (415) 592-5958
 Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape

Stanton Magnetics Inc., 200 Terminal Rd., Plainville, N.Y. 11803, Tel. (516) 445-0063, Telex: (510) 221-1845, Pres.: Walter D. Stanton; Prof. Prods. Nat'l Sales Mgr. Peter Bidwell
 Product: Record—record care prods.: RC5 all-in-one cleaner; STANTON stylus cleaner; STANTON replacement styli

Staticmaster, see Nuclear Prods

Sterling Prods. Co. Inc., 1689 Dakdale Ave., West St. Paul, Minn. 55118 Tel. (612) 455-6691
 Product: Tape—carrying & storage cases.

Studio Magnetics Co. Inc., 12 Long Island Ave., Holtville, N.Y. 11742, Tel. (516) 289 3400 Pres. George Clahane, VP Craig M. Balaban, Sales Mgr.: Paul Glantzman
 Product: Record—carrying & storage cases.

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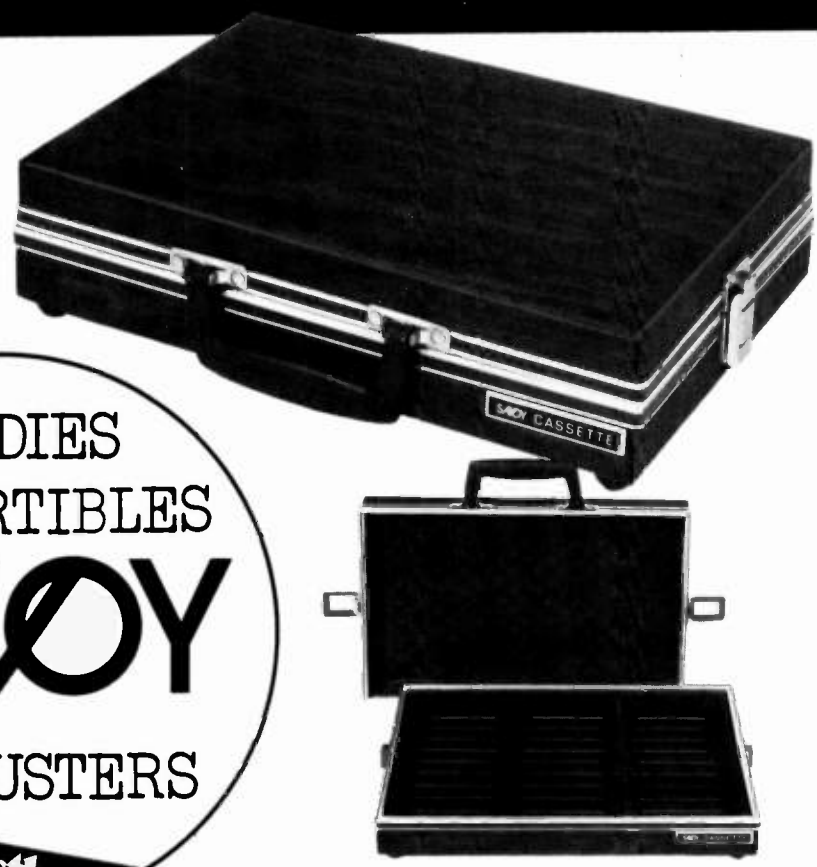
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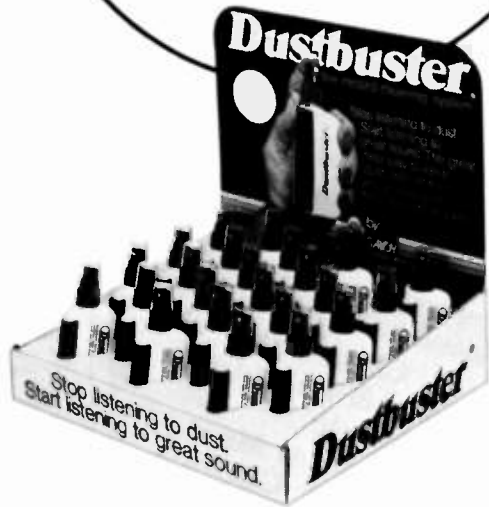


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Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Western Reg'l Sales Mgr.: Gene Dunham; Southwestern Reg'l Sales Mgr.: John Jezsik-Marietta, Ga., 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Southeastern Reg'l Sales Mgr.: Kevin Young; Mid-American Reg'l Sales Mgr.: Mark Carpenter-Bensenville, Ill., 1065 Thorndale Ave. Zip: 60106. Tel: (312) 595-3490. Midwestern Reg'l Sales Mgr.: Lynn Kiff, Midwestern Reg'l Sales Mgr.: Chuck Roth.

Product: Tape—Carrying & storage cases, demagnetizers (both audio); head cleaners (audio & video).

Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831.

Product: Tape—TABERASER demagnetizers.
TAPECOM INC., 45 Jefferson St., Stamford, Conn. 06902. Tel: (203) 325-1541. Telex: (710) 474-3334. Pres.: Gene Tornatore; VP: Fred Lummoso. Product: Tape—carrying & storage cases (audio & video), head cleaners (audio). (SEE ADVERTISEMENT)

Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700. Pres.: Art Brandwein; Sales Mgr.: Matt Polakoff. Product: Tape—head cleaners (audio & video); leader, splicing & head cleaning tapes (audio).

Tapemasters Inc., PO Box 38651, Dallas, Tex. 75238. Tel: (214) 349-0081. Product: Record & Tape—carrying & storage cases (audio).

Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-9450. Sales Mgr.: Michael T. Mulcahy. Product: Record—record care prods.: velvet cleaners & fluids; Tape—head cleaners (audio & video), demagnetizers (audio).

Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: N. Tamura; Sales Mgr.: Barry Goldman. Product: Tape—carrying & storage cases (audio & video), head cleaners (audio & video), bulk erasers (audio), demagnetizers (audio).

Telex, see Aldshr.
Tempo (div. of Hagerstown Leather Goods Co.), 858 Willow Circle, Hagerstown, Md. 21740. Tel: (301) 797-6600. Pres.: Dr. Harold N. Taylor; VP Mktg.: David L. Handler.

Product: Record & Tape—"custom made" carrying & storage cases (audio & video).

3 M Co., Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110. Product: Tape—SCOTCH carrying & storage cases, head cleaners, leader & splicing tape.

Transcriber Co. Inc., PO Box 478, Attleboro, Mass. 02703. Tel: (617) 222-3525.

Product: Record—record care prods.: SOUND SAVER record preservatives; TRANSCRIBER turntable mats; Tape—TRANSCRIBER head cleaners, demagnetizers (audio), bulk erasers (audio).

U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 288-7731. Telex: 963510. Pres.: J.C. Lev; Nat'l Sales Mgr.: A.Z. Sawala.

Product: Tape—bulk erasers (audio), splicing tape & equip (audio). Ultra Specialty Inc., 20700 S. Beishaw Ave., Carson, Calif. 90746. Tel: (213) 537-8850. WATS: (800) 421-2245. Cable: ULTRASPEC. Telex: 194566. Pres.: Don Wong; Sales Mgr.: Yolanda Middleton.

Product: Tape—carrying & storage cases (audio & video), head cleaners (audio & video), leader tape (audio).

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward D. Praeger.

Product: Tape—head cleaners, demagnetizers, leader & splicing tape.

V R P, see Discwasher.
Videna, see Pyramid.

Vinylweld, 2011 W. Hastings, Chicago, Ill. 60608. Tel: (312) 243-0606.

Product: Tape—carrying & storage cases (audio & video)

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241.

Product: Tape—carrying & storage cases.

Walco Linck Corp., 1234 Hwy. 46, Clifton, N.J. 07015. Tel: (201) 471-1070.

Product: Record—replacement stylus.

Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Telex: 442560. Pres.: Otto Rauhut.

Product: Tape—head cleaners, bulk erasers, demagnetizers.

Xedit Corp., 133 S. Terrace Ave., Mount Vernon, N.Y. 10550. Tel: (914) 668-0388.

Product: Tape—EDITALL splicing & editing equip. (audio & video).

Zerostat, see Discwasher.

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Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-5030. Telex: 422062. Pres.: Walter Hofer; VP & Admin. Dir.: Jeri R. Spencer; Int'l Dir.: Lucille C. Santarelli. (Mechanical rights only)

Harry Fox Agency Inc., 110 E. 59 St., New York, N.Y. 10022. Tel: (212) 751-1930. Cable: HAFDX. Telex: 237441. Pres.: Albert Berman. (Mechanical rights only)

Italian Book Corp., 1119 Shore Pkwy., Brooklyn, N.Y. 11214. Tel: (212) 236-5803. Pres.: Frank Tudisco; VP & Gen. Mgr.: Lynda DeMartino. (Performing & mechanical rights)

L A F C A P (Latin American Federation of Composers, Authors & Publ'n's), 345 W. 58 St., New York, N.Y. 10019. Tel: (212) 582-5705. Pres.: Rogelio Brambila; Mng. Dir.: Gerard de La Chapelle. (Mechanical rights only)

Mietus Copyright Mgmt., PO Box 432, 2351 Laurana Rd., Union, N.J. 07083. Tel: (201) 964-1080. Pres.: Leonard S. Mietus. (Mechanical rights only)

Music Royalties Ltd., 10 Columbus Circle, New York, N.Y. 10019. Tel: (212) 752-2345. Pres.: A.H. Prager; VP's: George L. Drescher, Clive M. Fox, Elaine Guber, Norman Dillman, Charles Scully. (Mechanical rights only)

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S E S A C Inc., 10 Columbus Circle, New York, N.Y. 10019. Tel: (212) 586-3450. Chm. & Pres.: Alice H. Prager; VP Adv. & PR: Charles Scully; VP & Affiliation Dir.: Vincent Candiora. (Mechanical & performing rights)

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American Sound Recs./Emerald Recs., 62 Music Square W., Nashville, Tenn. 37203. Tel: (615) 327-4538, 361-7902. Pres.: Cliff Ayers Ostermeyer; Sales Mgr.: Billy Joe Burnett; Promo: Bob Mitchell, A&R: Broadway Stapler.

Apon Rec. Co., PO Box 3082, Stenway Sta., 44-16 Broadway, Long Island City, N.Y. 11103. Tel: (212) 721-5599. Pres.: Andrew M. Poncic; Sales Mgr.: Roman Krawicz; Adv. Mgr.: Don Zemans. (Classical music only)

Apple Juice Prod'n Inc., 6769 Lexington, Los Angeles, Calif. 90038. Tel: (213) 464-2482.

BESTWAY PRODS. INC., 1105 Globe Ave., Mountainside, N.J. 07092. Tel: (201) 232-8383. Pres. & Sales Mgr.: Howard Massier. (SEE ADVERTISEMENT)

Cadet Recs. Inc./Custom Recs., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121.

Covenant Rec's Inc., PO Box 26817, 1345 Major St., Salt Lake City, Utah 84126. Tel: (801) 487-1096. Pres.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund.

Curless Universal Rec. Master Lease & Sales, PO Box 4740, Nashville, Tenn. 37216. Tel: (615) 865-4740. Pres.: Wade Curtiss; VP: Carl Edwards.

D R C Recs. Inc., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) 265-4000. Cable: STETRECS. Telex: 237860. Pres.: Hugh Fordin; Sales Mgr.: Ted Wolf.

Door Knob Recs., 2125 Eighth Ave. S., Nashville, Tenn. 37204. Tel: (615) 383-6002. Pres. & Sales Mgr.: Gene Kennedy.

Emerald Recs., see American Sound Recs.

Endless Music Promos/Prod'n's, 12854 Landale St., Studio City, Calif. 91604. Tel: (213) 760-1979. Pres.: Rusty Garner

Branch: New York, N.Y., 1220 Broadway, No. 605. Zip: 10002. Tel: (212) 947-1853. East Coast Promo Dir.: Jerry Lembo.

Fleetwood Rec'g Studios Inc., 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800.

GEORGE GUESS LTD., 2250 Bryn Mawr Ave., Philadelphia, Pa. 19131. Tel: (215) 477-7122. Pres.: George Guess; Exec. VP: Charles Jenkins; Sales Mgr.: Jacquelyn Greene. (SEE ADVERTISEMENT)

Italian Book Corp., 1119 Shore Pkwy., Brooklyn, N.Y. 11214. Tel: (212) 236-5803. Pres.: Frank Tudisco; VP & Gen. Mgr.: Lynda DeMartino

Jewel Rec'g Co., 1594 Kinney Ave., Cincinnati, Ohio 45231. Tel: (513) 522-9336. Pres.: Rusty York; Gen. Mgr.: Linda York; Sales Mgr.: Rollin Bennett Jr.

Gene Kennedy Ent's., 2125 Eighth Ave. S., Nashville, Tenn. 37204. Tel: (615) 383-6002.

Master Digital Inc., 202 Main St., Venice, Calif. 90291. Tel: (213) 399-7764.

Michele Audio Corp., Andrew Street Rd., Massena, N.Y. 13662. Tel: (315) 769-2448. Pres.: GINETTE CORMIER; Sales Mgr.: Harold Friedman; Adv. Mgr.: Jack Daniels.

Music Resources Int'l Corp., 21 W. 39 St., 5th fl., New York, N.Y. 10018. Tel: (212) 869-2299. Pres.: Andy Hussakowsky; Sales Mgr.: Gene D'Brien.

Nostalgia Lane Inc., 230 Fifth Ave., New York, N.Y. 10001. Tel: (212) 696-0760. Owners: Lee Halpern, Nina Mattikow.

One World of Music/Dne World of Video, 17208 Braxton St., Granada Hills, Calif. 91344. Tel: (213) 360-8088. Cable: WEISSWDRLD. Telex: 698370. Pres.: Robert B. Weiss; VP: Marjorie J. Weiss

Paradiso Inc., PO Box X, Wilton, Conn. 06897. Tel: (203) 762-5188. Cable: INTERPARADISO. Telex: 965940.

Peter Pan Inds., 145 Komorn St., Newark, N.J. 07105. Tel: (201) 344-4214. Tel: (710) 273-8380. Pres.: Martin Kaszen; Sr. VP: Donald Posen; Nat'l Sales Mgr.: James Monaghan; Sales Admin'r: Dee Stempler. Local branch: 88 St. Francis St. Zip: 07105.

Ready To Rock Recs., 6253 Hollywood Blvd., No. 1010, Hollywood, Calif. 90028. Tel: (213) 461-1153. Pres.: P.J. Buroski

Record Masters Inc., PO Box 4740, Nashville, Tenn. 37216. Tel: (615) 865-4740. Pres.: Wade Curtiss; Sales Mgr.: S. Neal.

SAN JUAN MUSIC GROUP, 1637 Ultras Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Cable: MUSICLEASE NY. Telex: 668550. Pres.: David Last. Sales Mgr.: J. Chernow. (SEE ADVERTISEMENT)

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Sonic Arts Corp., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka; Gen. Mgr.: Herbert P. Haas

V M C (Vatmel Music Consultants), 17305 SW 88 Ave., Miami, Fla. 33157. Tel: (305) 251-0980. Cable: VATWEL. Telex: 808983. Pres.: George Tavares; Gen. Mgr.: Roberto Wells

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- **TEMPE (Area Code 602)**
Superior Rec. Pressing Corp. West, 802 W. 24 St. Zip: 85282. Tel: 894-1687. Pres.: J.H. Dunn.

CALIFORNIA

- **ANAHEIM (Area Code 714)**
Chateau East Mfg., 1040-R N. Grove St. Zip: 92806. Tel: 630-0145. Pres.: Joe Truxaw; VP Sales: Steve Hager. (Pressing only)
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- **CAMARILLO (Area Code 805)**
Record Technology Inc., 486 Dawson Dr. Zip: 93010. Tel: 484-2747. Pres.: W.D. Bauer.
- **IRVINE (Area Code 714)**
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Alco Research & Eng'g Inc., 6201 Santa Monica Blvd., Hollywood 90038. Tel: 461-2484. (Pressing only)
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Columbia Rec. Prod'ns, 1801 Century Park W., Century City 90067. Tel: 556-4700. (Sales office only)
Plant: Pitman, N.J., CBS Recs. Inc.
Compact Disc Packaging, PO Box 148, Glendale 91209. Tel: 654-7160. Contact: Dub Taylor. (Packaging services for Compact Disc product)
Custom Recs., see Cadet Recs.
Finebit Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood 90038. Tel: 466-9511. Cable: COEXPORT. Telex: 698393. Pres.: Alwin P. Schmid; VP & Tape Sales Mgr.: Joseph Bouzaglou; Sales Mgr.: Manuel Munoz. (Plating & pressing only)
FUTURE DISC, 3475 Cahuenga Blvd. Zip: 90068. Tel: 876-8733. Pres.: Gary Rice. (Disk Mastering) (SEE ADVERTISEMENT)
K M RECS. INC., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade Merkle; Exec. VP & Gen. Mgr.: Samuel M. Broadhead; VP: Jim Auchtlerionie; Customer Serv. Mgr.: Karen Stone. (SEE ADVERTISEMENT)
KDISC (SUB. OF KEYSOR CENTURY CORP.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323. Pres.: Howard Hill; VP: Bill Lightner.
Plant: Saugus, Calif. (SEE ADVERTISEMENT)
Koretech Eng'g & Mfg. Co., 6331 Santa Monica Blvd., Hollywood 90038. Tel: 462-2545. (Pressing only)
Pressing capacity: 45-5,000 units/day; LP-2,000 units/day
James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena 90247. Tel: 321-2187. (Plating & processing only.)
Macola Rec. Co., 6209 Santa Monica Blvd., Hollywood 90038. Tel: 469-5821. Pres.: Donald Macmillan. (45, LP & picture disks)
Monarch Rec. Mfg. Corp. (sub. of ElectroSound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352. Tel: 767-8833. Pres.: Bob Barone.
Home office: Holbrook, N.Y., ElectroSound Group Inc.
Pressing capacity: 45-600,000 units/month; LP-1,000,000 units/month.
P. R. C. Rec'g Co. (div. of Richmond Rec'g Corp.), 18700 Laurel Park Rd., Compton 90220. Tel: 979-8545. Pres.: Hugh Landy; VP Sales: David Grant.
Home office: New York, N.Y.
Pressing capacity: 45-50,000 units/day; LP-60,000 units/day.
P. W. Rec. Mfg. Corp., 12848 Weber Way, Hawthorne 90250. Tel: 678-4346. Pres. & Sales Mgr.: Jim Doyle.
Pressing capacity: 45-4000 units/day; LP-20,000 units/day.
Pioneer Video Inc., 915 E. 230 St., Carson 90745. Tel: 518-0710. (Manufacture/replication of LaserVision optical videodisks)
Home office: Montvale, N.J.
R C A Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4039. (Sales office only)
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
RAINBO REC. MFG. CORP., 1738 Berkeley St., Santa Monica 90404. Tel: 829-3476/0355. Pres.: Jack G. Brown; Prod'n Supervisor: Steve Sheldon.
Pressing capacity: 45-10,000 units/8 hr. shift, LP-15,000 units/8 hr. shift. (SEE ADVERTISEMENT)
Virco Rec'g Inc., 700 S. Date Ave., Alhambra 91803. Tel: 283-1888

• SAUGUS (Area Code 805)

KDISC (SUB. OF KEYSOR CENTURY CORP.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Cable: KEYCENT. Pres.: Howard Hill; VP: Bill Lightner. (45 & LP)
Office: Hollywood (Los Angeles Metropolitan Area), Calif. (SEE ADVERTISEMENT)

CONNECTICUT

- **NORWALK AREA (Area Code 203)**
Cook Labs. Inc., 375 Ely Ave., South Norwalk 06854. Tel: 853-3641. Pres. Emory Cook. (45 & LP)

DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
DIGITAL IMAGES INC., PO Box 17229, Dulles Int'l Airport. Zip: 20041. Va. Tel: (703) 448-0265. Contacts: Anne-Marie Barker, David Drake. (Mastering/Replication of Laser Optical Videodisks & audio Compact Discs)
Note: Facility to be completed during 1983. Call for details. (SEE ADVERTISEMENT)

FLORIDA

- **CLEARWATER (Area Code 813)**
EVA-TONE SOUNDSHEETS INC., PO Box 7020. Zip: 33518. Tel: 577-7000. Pres.: Dick Evans; Sales Mgr.: Jack Miller; Adv. Mgr.: Paul S. Cooper.

(Flexible disk pressing only). (SEE ADVERTISEMENT)

• FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011. Pres.: Dick Smith; Sales Mgrs.: Ruth Gamba, Mike Mulier.
Pressing capacity: 45-2000 units/day; LP-6000 units/day.

• MIAMI METROPOLITAN AREA (Area Code 305)

Allison-Alhambra Recs. Inc., 4380 NW 128 St., Opa-Locka 33054. Tel: 685-8396. Telex: 522178.
Caribbean Recs. Mfg. Corp., 3081 NW 24 St. Zip: 33142. Tel: 633-4322/9963. Telex: 441453. (Pressing only)
Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. Pres.: Carlos O. Garcia. (Plating & processing only)
Prosound Inc., 8194 NW 103 St., Hialeah Gardens 33016. Tel: 558-0152. Pres.: Carlos O. Garcia; Sales Mgr.: Cesar Lopez. (Pressing only)
Pressing capacity: 45 & LP-4000 units/8-hr. shift.

• ORLANDO (Area Code 305)

Magnetix Disc Corp., 700 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory. (Standard & flexible disks)

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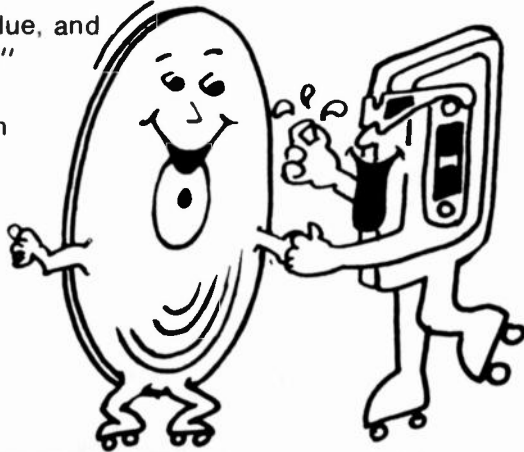
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The Diskwerks, 1244 Remington Rd., Schaumburg 60195. Tel: 885-1330.
Contacts: Michael Freeman, Iain Burgess, John Peluso.
Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.

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• INDIANAPOLIS (Area Code 317)

R C A Recs, 6550 E. 30 St. Zip: 46219. Tel: 267-5000. (45 & LP)
Home office: New York, N.Y.

• RICHMOND (Area Code 317)

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511. Pres.: Hugh Landy; VP Sales: David Grant.
Home office: New York, N.Y.
Pressing capacity: 45-150,000 units/day; LP-110,000 units/day.

• SHELBYVILLE (Area Code 317)

ElectroSound Midwest Inc. (sub. of ElectroSound Group Inc.), PO Box 476, 1805 W. Rt. 44. Zip: 46176. Tel: 392-4161. Pres.: Jeff Melentine.
Home office: Holbrook, N.Y., ElectroSound Group Inc.

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• DETROIT (Area Code 313)

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All South Rec. Pressing Co., 502 Flowood Dr. Zip: 39118.

• JACKSON (Area Code 601)

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522. Pres.: Tom Couch; Sales Mgr.: S. Madison. (Pressing only)

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• ST. LOUIS METROPOLITAN AREA (Area Code 314)

MIDWEST CUSTOM REC. PRESSING CO. INC., PO Box 92, 6 Grandview Park Dr., Arnold 63010. Tel: 464-3013. Pres.: Richard Schaumberger; Sales Mgr.: Lisa T. Weske.
Pressing capacity: 45-70,000 units/week; LP-60,000 units/week. (SEE ADVERTISEMENT)

Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055. (LP only)

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Pressing capacity: 45-20,000 units/day; LP-60,000 units/day.

• CRANBURY (Area Code 609)

Hub Servall Rec. Mfg. Corp., Cranbury Rd. Zip: 08512. Tel: 655-2166. (Pressing only)

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Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Telex: 138767.

• HAWORTH (Area Code 201)

TRUTONE RECS., 163 Terrace St. Zip: 07641. Tel: 385-0940. Owners: Carl, Adrienne & Lou Rowatt. (SEE ADVERTISEMENT)

• MONTVALE (Area Code 201)

Pioneer Video Inc., 200 W. Grand Ave. Zip: 07645. Tel: 573-1122. Pres.: Ken Kai. (Manufacture/replication of LaserVision optical videodisks)
Plant: Carson (Los Angeles Metro Area), Calif.

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BESTWAY PRODS. INC., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres. & Sales Mgr.: Howard Massler. (Pressing only)
Pressing capacity: 45-85,000 units/day; LP-45,000 units/day. (SEE ADVERTISEMENT)

• NEWARK (Area Code 201)

Peter Pan Inds., 145 Komorn St. Zip: 07105. Tel: 344-4214. Telex: (710) 723-8380. Pres.: Martin Kasen; Sr. VP: Donald Kasen; Nat'l Sales Mgr.: James Monaghan; Sales Admin.: Dee Stempier. Local Branch: 88 St. Francis St. Zip: 07105. Tel: 344-4214. (Pressing only)

SUN PLASTICS CO. INC., 900 Passaic Ave., East Newark 07029. Tel: 482-6749; NYC (212) 349-0977. (SEE ADVERTISEMENT)

• NORTH PLAINFIELD (Area Code 201)

Peerless Audiophile Rec. Corp. (div. of the Bestway Group), 333 North Dr. Zip: 07060. Tel: 755-7000. (Audiophile Rec. Mfg.)
Home office: Mountainside, N.J., Bestway Prods. Inc.
Pressing capacity: LP-14,000 units/day.

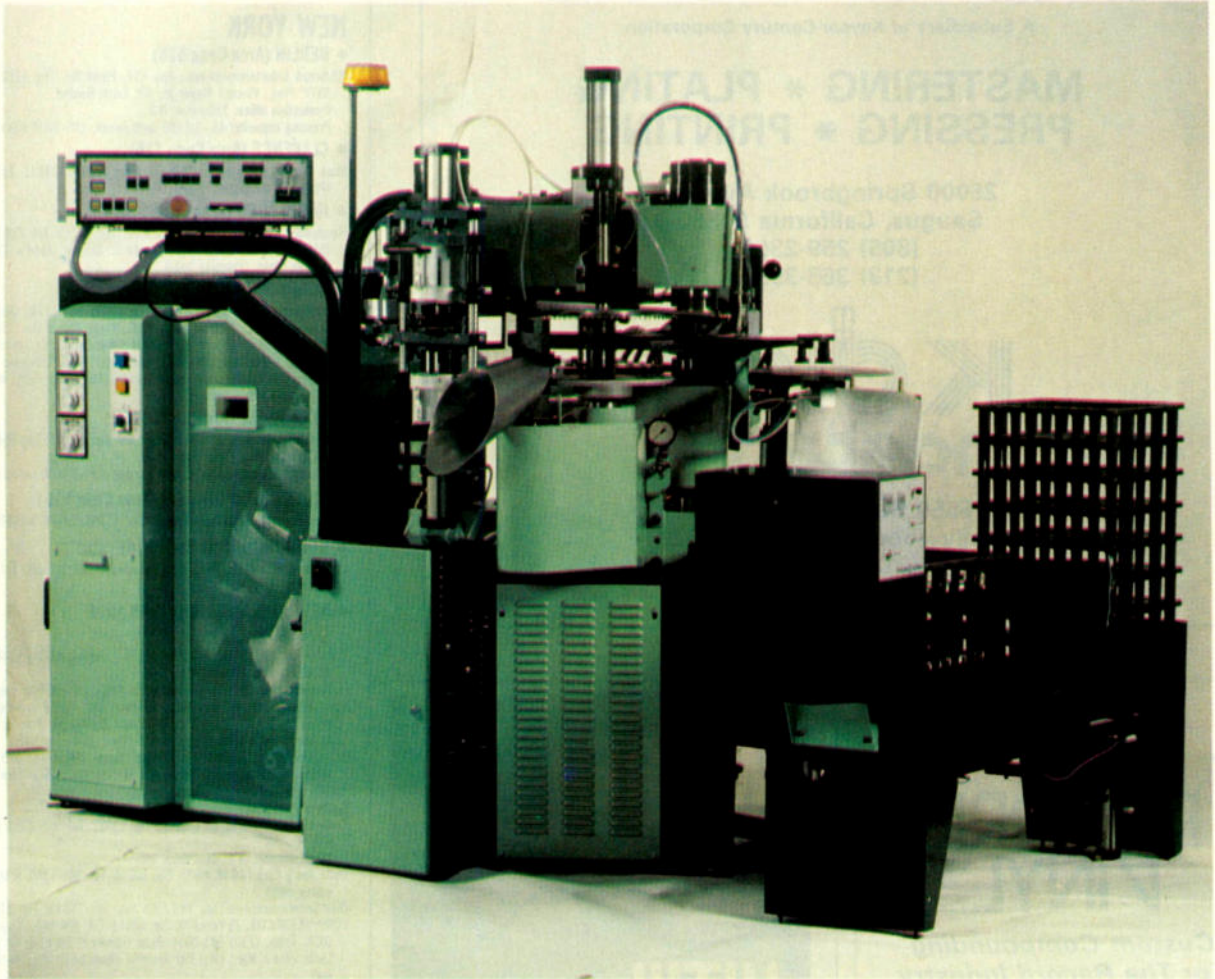
• PARK RIDGE (Area Code 201)

Sony Corp. of America, Sony Dr. Zip: 07656. Tel: 930-1000. Telex: 147212. (Manufacture of Laser Optical videodisks)

• PITMAN (Area Code 609)

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ing only)

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Production office: Stillwater, N.Y.

Pressing capacity: 45—10,000 units/week; LP—5000 units/week.

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Hauptauge Rec. Mfg. Ltd., 15 Gilpin Ave. Zip: 11788. Tel: 234-0200. Telex:
(510) 227-8553. Exec. VP: Donald L. Olesen; Prod'n Control Mgr.:
Charles Stein. (Pressing only)

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ElectroSound Group Inc., 725 Broadway Ave. Zip: 11741. Tel: 567-3700.
Corporate Pres.: Richard H. Burkett; Pres., Music Div.: Dick Meixner;
Nat'l Sales Mgr.: Ron Roberto. Local plant: Goldisc Rec'g's Inc., 1 Goldisc
Rd. Zip: 11741. Tel: 589-0462. Gen. Mgr.: John Finnegan.
Plants: Sun Valley (Los Angeles Metropolitan Area), Calif., Monarch Rec.
Mfg. Co.; Shelbyville, Ind.

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Pressing capacity: 45—5000 units/day; LP—10,000 units/day.

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Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Is-
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Roman Krawcw; Adv. Mgr.: Don Zemann. (Pressing only)

Audio Matrix Inc., 915 Westchester Ave., Bronx 10459. Tel: 589-3500. Local
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Bestway Prods., see listing under Mountainside, N.J.

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Plant: Pitman, N.J., CBS Recs. Inc.

Delta Rec'g Corp., 16 W. 46 St. Zip: 10036. Tel: 840-1350. (Plating & proc-
essing only)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390.

EUROPADISK LTD., 75 Varick St. Zip: 10013. Tel: 226 4401. Cable: j UROPA-
DISK. Telex: (710) 581-2034. Pres.: James P. Shelton; VP: Christian S.
Lach; Prod'n Mgr.: (Ms) Pat Rosiello. (Audiophile Rec. Plating & Press-
ing)

Pressing capacity: LP—7500 units/day. (SEE ADVERTISEMENT)

Mastercraft Rec. Plating Inc., 609 W. 51 St. Zip: 10019. Tel: 265-6040.
(Plating & processing only)

The Music Connection, 166 Madison Ave. Zip: 10016. Tel: 686-9595. Pres.:
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P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 422 Madison Ave. Zip:
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Plants: Compton (Los Angeles Metropolitan Area), Calif.; Richmond, Ind.

QUINTOLE INC., 40 W. 27 St. Zip: 10001. Tel: 689-9100. Pres.: Michael Hal-
pern, Sales Mgr.: Sonja Chromiak. (SEE ADVERTISEMENT)

R C A Recs., 1133 Ave. of the Americas. Zip: 10036. Tel: 930-4000. Pres.:
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(45 & LP)

Plant: Indianapolis, Ind.

R G H REC. MFG. CORP., 750 Eighth Ave. Zip: 10036. Tel: 354-4336. (45 &
LP) (SEE ADVERTISEMENT)

Romaba Rec. Pressing Corp., 33-34 St., Brooklyn 11232. Tel: 499-3060.

Pres.: Theodore Kolsky. (Standard & Picture Disk Pressing)

Pressing capacity: 45—10,000 units/day; LP—15,000 units/day.

Sound Technique Inc., 130 W. 42 St., Zip: 10036. Tel: 869-1323. Pres.: Gla-
dys Hopkowitz

Video Disc Tech. Labs Inc., 750 Eighth Ave., Suite 205. Zip: 10036. Tel: 997-
0063. Pres.: David Moldauer.

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Home office: Berlin, N.Y.

Pressing capacity: 45—10,000 units/week; LP—5000 units/week.

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Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel:
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Studio Pressing Serv., 320 Mill St Zip 45215 Tel: 761 8294. Pres. B. Hyrne

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Allentown Rec. Co. Inc., 1002 10 Walnut St Zip 18102 Tel 433 7405

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Rio Piedras Recs., c/o Discos Borrinquen, GPO Box 4785 Zip 00936 Tel 790 2188/3726 Pres. Dario Gonzalez, Gen & Sales Mgr. Benito Valdes (Pressing only)

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Pressing capacity: LP-30,000 units/week

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CHUMLEY PROD'NS INC., PO Box 100823, 2802 Foster Ave Zip 37210 Tel 833 6184 Pres. P E Chumley

Columbia Rec. Prod'ns, 34 Music Square E Zip 37203 Tel 742 4321 (Sales office only) (Pressing only)
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DIXIE REC. PRESSING INC., 631 Hamilton Ave Zip 37203 Tel 256 0922 (Pressing only)

Pressing capacity: LP-35,000 units/day (SEE ADVERTISEMENT)

M F P Inc., 453 Chestnut Zip 37203 Tel 256 6161 (Plating & processing only)

Nashville Phono Matrix Inc., 310 Chestnut St Zip 37210 Tel 244 2405 Pres. Betty J. Kemp, Gen Mgr. Michael Kemp, Sales Mgr. Thomas E. Kemp (Plating & processing only-45 & LP)

NASHVILLE REC. PROD'NS, 469 Chestnut St Zip 37203. Tel 259-4200 (Disk Mastering) (SEE ADVERTISEMENT)

Precision Rec. Pressing Inc., 70 Visco Court, Zip 37210 Tel 256 8978 VP Ronnie Yearwood (Pressing only)

Pressing capacity: LP-30,000 units/day

R C A Recs., 30 Music Square W Zip 37203 Tel 244 9880

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Plant: Indianapolis, Ind

Sound of Nashville Inc., 305 11 Ave S Zip 37203 Tel 244-1124 Pres. John Ivanits, Sales Mgr. Martha Ivanits.

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Southern American Rec. Pressing Co. Inc. -Tel 256 2521-see Sound of Nashville

Joe Talbot & Assocs., 2 Music Circle S., Zip 37203 Tel 244 7954

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Rue Barclay Ent's., 7436 Genesta Ave., Van Nuys 91406. Tel: 342 2636
Fred Benson Promo., PO Box 14856, Long Beach 90803. Tel: 433-5735 Pres.: Fred Benson
Blue Island Entertainment, 1446 N. Martel, Suite 3 Zip 90C46 Tel: 851 3733. Pres.: Bob Gilbert; Sales Mgr.: Fleming Colgate (Rec. Promo & Public Relations)
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Carter (Rec. Promo. & Public Relations)
Silco Prod'ns, PO Box 4096. Zip: 32315. Tel: 385-1302. Contact: Lou Miller.
(Rec. Promo. & Public Relations)

GEORGIA

● **ATLANTA (Area Code 404)**
Nationwide Black Radio, 6065 Roswell Rd., Suite 1120. Zip: 30328. Tel:
256-3113. Pres.: Charles Edwards.
Wade Pepper Promos., 1195 Mount Paran Rd. NW. Zip: 30327. Tel: 233-
5167

Pro-Talent Consultants, PO Box 29543. Zip: 30359. Tel: 424-1684. Pres.: J.
Richard Eckert; Sales Mgr.: Glenn Elliott. (Rec. Promo. & Public Rela-
tions)
Rescue Prod'ns Inc., PO Box 514, Marietta 30061. Tel: 427-1200. Contact:
James A. Hodges.

ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area code 312)**
Ad Yertising Unlimited, PO Box 8135. Zip: 60680. Tel: 224-5612. Pres.: R.C.
Hillsman; Sales Mgr.: Frank Howard Jr.; Adv. Mgr.: Howard Pittman.
Howard Bedno & Assocs. Inc., 549 W. Fullerton Pkwy. Zip: 60614. Tel: 883-
0100.
M. M. Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip:
60611. Tel: 787-0804. Cable: M/MCOLE. Pres.: Shepard Stern; Sales
Mgr.: Mike Stern. (Rec. Promo. & Public Relations)
Tony Gideon Promos., PO Box 21460, 1024 W. 87 St. Zip: 60620. Tel: 874-
5619. Pres.: Tony Gideon.
Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117
National Radiophone, PO Box 235, Highland Park 60035. Tel: 831-5810.
Pres.: David J. Dahl.
Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346. Zip:
60620. Tel: 778-8760. Pres. & Gen. Mgr.: Vytautas Beleskas; Sales Mgr.:
Rudy Markus, Special Projects Mgr.: D. Jaras.
PolyCom Prod'ns, 201 E. Erie St. Zip: 60611. Tel: 337-6000 (Rec. Promo. &
Public Relations).
Press Relations Inc., 3612 N. Janssen Ave. Zip: 60613. Tel: 975-0205. Pres:
Cary Baker. (Rec. Promo. & Publicity)
Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel:
362-4060. Studio Mgr.: Ron Schwartz.
Granville White & Assocs. Ltd., 8 E. Chestnut. Zip: 60611. Tel: 664-7458.
Pres.: Granville White.
● **COLLINSVILLE (Area Code 618)**
Mar Kay Rec. Co., 1 Scotch Pine Dr. Zip: 62234. Tel: 344-4443. Pres. Hu
bert Joyce, VP & Sales Mgr.: Ron Allen, Gen. Mgr.: Phyllis Neely. (Rec.
Promo. & Public Relations)

INDIANA

● **SOUTH BEND (Area Code 219)**
Disco Party Prod'ns (div. of Dispar Corp.), PO Box 905. Zip: 46624. Tel: 234-
9104. Pres.: Jim Van Zant; Adv. Mgr.: Drew Leach

IOWA

● **CARLISLE (Area Code 515)**
Harold Luck & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact:
Harold L. Luck (Rec. Promo. & Public Relations)
● **OTTUMWA (Area Code 515)**
Operation Music Ents., 233 W. Woodland Ave. Zip: 52501. Tel: 682-8283.
Pres.: Nada C. Jones (Rec. Promo. & Public Relations)

KANSAS

● **KANSAS CITY AREA (Area Code 913)**
Comstock Rec. Ltd., PO Box 3247, Shawnee 66203. Tel: 631-6060. Pres.:
Frank Fara.

KENTUCKY

● **LEXINGTON (Area Code 606)**
Joe Middleton, 2212 Clays Mill Rd. Zip: 40503. Tel: 278-4194.

LOUISIANA

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● **NEW ORLEANS (Area Code 504)**
Sea Cruise Prod'ns, PO Box 1801, Gretna 70053. Tel: 392-4615. Pres. Ken
Keene; Sales Mgr.: Wayne Kaye. (Rec. Promo. & Public Relations)
● **SHREVEPORT (Area Code 318)**
Rooster Advertising Inc., Commercial Nat'l Bank, Suite 1011. Zip: 71101.
Tel: 226-1890.
Stan's Rec. Dists., 728 Texas St. Zip: 71163. Tel: 222-7182. Pres. Stanley J.
Lewis; VP & Sales Mgr.: Ronnie Lewis, Adv. Mgr.: Audrey Morgan.

MARYLAND

● **BALTIMORE (Area Code 301)**
AUSTRI MKTG. ENTREPRENEURS CORP., 3791 Twin Lakes Court, Suite 108.
Zip: 21207. WATS Tel: (800) 638-5700. Contact: Edward Astr. Jr.
● **KENSINGTON (Area Code 301)**
Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686.
Owner & Chief Eng.: W. Robert Yesbek.
● **MOUNT AIRY (Area Code 301)**
Lone Star Talent Inc., 2138 Flag Marsh Rd. Zip: 21771. Tel: 795-6434. Pres:
Jeffrey Hyman.

MASSACHUSETTS

● **ATTLEBORO (Area Code 617)**
Park Ave. Prod'ns, 90 Thatcher Brook Circle, Suite 10. Zip: 02703. Tel: 222-
4837. Exec. Dir.: Richard Perez Jr. (Rec. Promo. & Public Relations)
Branch: Eastchester, N.Y.
● **BOSTON METROPOLITAN AREA (Area Code 617)**
Sue Auclair Publicity!, 111 Perkins St., Jamaica Plain 02130. Tel: 522-1394.
Pres.: Sue Auclair. (Rec. Promo. & Public Relations)
Fleethow Rec'g Studios Inc., 321 Revere St., Revere 02151. Tel: 289-6800.
Ed Hurwitz Music Promos., 129 Bishop St., Brockton 02402. Tel: 588-6348.
Pres. & Adv. Mgr.: Edward M. Hurwitz; Sales Mgr.: Linda Berman.
Charles Martignette Mgmt., PO Box 9295. Zip: 02114. Tel: 734-5400. Pres:
Charles Martignette Jr.; Adv. Mgr.: Dudley Winchester. (Rec. Promo. &
Public Relations)
Rik Tinory Prod'ns, 180 Pond St., Cohasset 02025. Tel: 383-9494. Pres:
Richard F. Tinory, Artist Relations: Claire L. Babcock.
V S Promo, PO Box 2392, Woburn 01888. Tel: 935-5386, 242-0751. Pres:
Joe Viglione, VP: Julianne Fiore

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N E R T (New England Rec. & Tape) (div. of PBM Survey), PO Box 268, Zip:
01842; 641 Haverhill St. Zip: 01841. Tel: (617) 686-4293. Pres.: Jerry P.
Marcus. VP Int'l Sales: P.H. Kankey; Gen. Mgr.: Melvin L. Marcus, Sales
Mgr.: B.J. Kankey

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Carl Strube, 100 Main St. Zip: 01867. Tel: 944-0423

MICHIGAN

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Leo Cheslak, 25315 Lyndon Ave., Redford Township 48239. Tel: 548-3171.
Pres.: Leo Cheslak.
Dr. Jazz Operations, 17247 Alta Vista, Southfield 48075. Tel: 557-4386.
Pres.: Robert Cohen. (Jazz & Urban Contemporary)
Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. (Rec.
Promo. & Public Relations)
P S Prod'ns Inc., 3001 W. Big Beaver, Suite 606, Troy 48084. Tel: 543-7200.
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chael Farley.
R M S Trnd Prod'ns, 6227 Potomac Circle, West Bloomfield 48033. Tel: 661-
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lic Relations)
Star Promos. Unlimited, 6940 Carriage Hills Dr., Canton 48187. Tel: 981-
6692. Pres.: Saul Star (Rec. Promo. & Public Relations)
Kelvyn Ventur Promos. Inc., 14234 Grandmont. Zip: 48227. Tel: 493-0210.
Pres.: Kelvyn Ventur

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Tel: 927-4487
Edwin Neuger & Assocs. Inc., 800 Baker Bldg. Zip: 55402. Tel: 333-6621.
Pres.: Edwin Neuger (Rec. Promo. & Public Relations)

MISSOURI

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Kathy Ganwusch & Assocs. Inc., 207 Westport Rd. Zip: 64111. Tel: 931-
8000. Pres.: Kathy Ganwusch (Public Relations)
Recording Studios 55 (div. of JG Inds.), 5500 Troost. Zip: 64110. Tel: 361-
8455. Gen. Mgr.: Eugene Gold (Rec. Promo. & Public Relations)
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Big M Promo & Dist'g, 5137 Aursville, Hazelwood 63042. Tel: 739-5150.
Pres.: Benny Griffith, VP: Mary Nelson

NEVADA

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Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way. Zip: 89701. Tel: 882-9333. WATS: (800) 648-0958. Pres.: Warren Perkins
● **LAS VEGAS (Area Code 702)**
International SpotLife Promos Inc., PO Box 1059. Zip: 89125. Tel: 796-6146.
457-4366. Pres.: Lonnie Lee, Sales Mgr.: Tommy Graham.
Branch: Nashville, Tenn.
Music Artist Promos., S Maryland Pkwy. Suite 102. Zip: 89104. Tel: 733-
3909

NEW JERSEY

● CHERRY HILL (Area Code 609)

Disipio Promos., Marlton Pike. Zip: 08034. Tel: 424-2929.
● **FAIRVIEW (Area Code 201)**
Platinum Promos. Inc., PO Box 276. Zip: 07022. Tel: 943-6438. Pres.: Jerry
Lembo.
● **FARMINGDALE (Area Code 201)**
Charlie Roberts Advertising & Promo. Inc., Vat 69. Zip: 07727-0069. Tel: 938-
2662. Pres.: Charlie Roberts; Sales Mgr.: Brian Townsend. (Rec. Promo. &
Public Relations)
● **GLENORA (Area Code 609)**
Record Room, 308 E. Evesham Rd. Zip: 08029. Tel: 939-0034
● **MONTCLAIR (Area Code 201)**
Linear Sound Rec'g, 211 Glenridge Ave. Zip: 07042. Tel: 744-0666
● **NEWARK (Area Code 201)**
E Mc Rhythm Ltd. Inc., PO Box 10167. Zip: 07101. Tel: 676-1375. Pres. &
Sales Mgr.: Eric R. McPherson Jr.
● **NEW MILFORD (Area Code 201)**
Sol Abrams Assocs. Inc., 331 Webster Dr. Zip: 07646. Tel: 262-4111. Pres:
Sol Abrams. (Publicity, Public Relations)

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Bill Hunter's Rec'g Serv., 118 Alcazar NE. Zip: 87108. Tel: 268-8442
● **BELEN (Area Code 505)**
Little Richie Johnson Agency, 1700 Plunket. Zip: 87002. Tel: 864-7441.
Pres.: Little Richie Johnson, Sales Mgr.: Fred Brown

NEW YORK

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Wildwood Entertainment Inc., PO Box 114, Planck Rd. Zip: 12022. Tel: 664-
3377. Pres.: Vincent E. Meyer Jr., VP: Erich Borden. (Rec. Promo. & Public
Relations)
Branch: Stillwater, N.Y.

● BINGHAMTON (Area Code 607)

American Renaissance Music Int'l (ARM), PO Box 1124. Zip: 13902. Tel: 754-
5748. Pres.: A.R. Moss (Rec. Promo. & Public Relations)
● **CLARENCE (Area Code 716)**
Mark Custom Rec'g Inc., 10815 Badine Rd. Zip: 14031. Tel: 759-2600
● **ELMSFORD (Area Code 914)**
R C I Communications, PO Box 126. Zip: 10523. Tel: 592-7983. Nat'l Promo
Dir.: Ray Roberts

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THE CUTTING EDGE, PO Box 217. Zip: 12734. Tel: 292-5965. (Promotional Video Producer)
- **LE ROY (Area Code 716)**
Aro Recs. Inc., 7635 Telephone Rd. Zip: 14482. Tel: 584-3040. Pres.: Kenneth Bearce; Gen. Mgr.: James Bearce; Sales Mgr.: Jim Welzel.
- **MELVILLE (Area Code 516)**
Sound by Blachly, 69 Old East Neck Rd. Zip: 11747. Tel: 673-0330.
- **MERRICK (Area Code 516)**
Paul Brown, 3038 Clubhouse Rd. Zip: 11566. Tel: 623-7603. (College only)
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Sol Abrams Assoc. Inc., see listing under New Milford, N.J.
A. D. Adams Advertising Inc., 9 E. 38 St. Zip: 10016. Tel: 685-9060. Pres.: A. D. Adams. (Rec. Promo. & Public Relations)
Apon Rec. Co. Inc., PO Box 3082, Steiway Sta., 44-16 Broadway, Long Island City 11103. Tel: 721-5599. Pres.: Andrew M. Poncic; Sales Mgr.: Roman Krawciz; Adv. Mgr.: Don Zemann. (Classical music only)
Atwater Press Litho Corp., 207 W. 25 St. Zip: 10001. Tel: 675-2710
B B Publicity, 3025 Ocean Ave., Brooklyn 11235. Tel: 646-0352, 332-5563.
Pres.: Bob Bank; Sales Mgr.: Ellen Lerner; Promo Dir.: Ron Michaels.
Beats Workin', 529 W. 42 St., No. 6-U. Zip: 10036. Tel: 563-7255. Co-Pres.: Jane Brinton, Dennis Wheeler
James Bell Graphic Design Inc., 521 W. 141 St. Zip: 10031. Tel: 283-5538. (Rec. Promo. & Public Relations)
J. Bingo Prod'ns Inc., 1456 Dhm Ave., Bronx 10465. Tel: 829-9117. Pres.: Joe Bingo; Sales Mgr.: Claire Franko. (Rec. Promo. & Public Relations)
Bert Bogash & Assocs., 322 W. 57 St. Zip: 10019. Tel: 397-0989. (Rec. Promo. & Public Relations)
Budd Prod'ns, 157 W. 57 St. Zip: 10019. Tel: 247-4896. Pres.: Budd Hellawell. (Public Relations, Rec. Promo. & Publicity)
Lee Canaan Assoc. Ltd., 310 E. 44 St. Zip: 10017. Tel: 682-4155. Pres.: Lee Canaan. (Public Relations)
Copy-Art Photographers (div. of James J. Kriegsmann Inc.), 165 W. 46 St. Zip: 10036. Tel: 382-0190.
Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 371-0390. Cable: DISCOM. Telex: 666669. Pres.: Jerome Boxer; Sales Mgr.: Jerry Rendich. Earwaves, 5 E. 67 St. Zip: 10021. Tel: 772-2750. Pres.: Sanford Fagin. Endless Music Promos/Prod'ns, 1220 Broadway, Suite 605. Zip: 10001. Tel: 947-1853. East Coast Promo Dir.: Jerry Lembo.
Home office: Studio City (Los Angeles Metro Area), Calif.
Juggy Gayles Inc., 67-45 E. 190 Ln., Fresh Meadows 11365. Tel: 454-6593. Pres.: Juggy Gayles.
Richard Gersh Assocs. Inc., 311 W. 57 St. Zip: 10019. Tel: 757-1101. Pres.: Richard Gersh. (Public Relations)
Glenn Prod'ns & Promos., 157 W. 57 St. Zip: 10019. Tel: 265-6585. Pres.: Ben Arrigo. (Rec. Promo. & Public Relations)
Ren Grevatt Assocs. Ltd., 200 W. 57 St., Suite 907. Zip: 10019. Tel: 582-0252. Pres.: Ren Grevatt. (Rec. Promo. & Public Relations)
Bernie Ilson Inc., 65 W. 55 St. Zip: 10019. Tel: 245-7950. (Public Relations)
Levinson Assocs. Inc., PO Box 595, Murray Hill Sta. Zip: 10016. Tel: 595-3336. Pres.: Robert Levinson. (Public Relations)
Home office: Los Angeles, Calif.
Lippin & Grant Inc., 501 Madison Ave., 23rd fl. Zip: 10022. Tel: 838-6140. VP & Gen. Mgr.: Evelyn Shirner. (Rec. Promo. & Public Relations)
Home office: Los Angeles, Calif.
Mahoney/Wasserman & Assocs. Inc., 110 E. 59 St. Zip: 10022. Tel: 751-2060. (Public Relations)
Home office: Los Angeles, Calif.
Music Mktg. Systems Co., 150 W. 58 St. Zip: 10019. Tel: 977-4166. Telex: (domestic) 968003. (int'l) 238790. Pres.: Roy A. Norman; Mktg. Dir.: Marcia W. Bitterman.
Musico Inc., 21 W. 58 St., No. 5-E. Zip: 10019. Tel: 980-0097. Pres.: J.G. Knapp.
Music Resources Int'l Corp., 21 W. 39 St., 5th fl. Zip: 10018. Tel: 869-2299. Pres.: Andy Hussakowsky; Sales Mgr.: Gene O'Brien. (Rec. Promo. & Public Relations)
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Daniel H. Price Inc., 420 Lexington Ave. Zip: 10170. Tel: 986-1092. Acct. Exec.: Mitchell Price. (Public Relations)
Programming Aids for Progressive Radio, 80-24 257 St., Floral Park 11004. Tel: 347-1208. Pres.: Jay Rosen. Adv. Mgr.: Jim Cohn.
Promedeus Arts Inc., 1776 Broadway. Zip: 10019. Tel: 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present.
Raleigh Group Ltd., 250 W. 57 St., Suite 2507. Zip: 10019. Tel: 265-4160. (Public Relations)

- Rockbill Inc., 130 W. 57 St. Zip: 10019. Tel: 977-9680. Pres.: Jay I. Coleman; Exec. Dir.: Joshua C. Simons.
Richard H. Roffman Prod'ns, 697 West End Ave. Zip: 10025. Tel: 749-3647. Bd. Chm.: Richard Roffman; Gen. Mgr.: John Bowman; Sales Mgr.: Malvina Cohn; Ass't Sales Mgr.: Louise Sanders. (Rec. Promo. & Public Relations)
Ben Rosner Rec. Promo., 888 Eighth Ave. Zip: 10019. Tel: 765-2342. Owner: Ben Rosner.
Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. (Rec. Promo. & Public Relations)
Howard Sherman Public Relations, 682 Broadway. Zip: 10012. Tel: 777-4711. Pres.: Howard Sherman. (Public Relations)
Mike Sigman Enters., 14 Horatio St., No. 6-H. Zip: 10014. Tel: 929-5155. Pres.: Mike Sigman. (Public Relations)
Billy Smith Public Relations, PO Box 130. Zip: 10024. Tel: 787-8111. Pres.: Billy Smith. (Rec. Promo. & Public Relations)
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OHIO

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Roosevelt Lee Int'l Recs./Key Recs., 3966 Standish Ave. Zip: 45213. Tel: 793-8191. Pres.: Roosevelt Lee; Sales Mgr.: Ronald Lee. (Rec. Promo. & Public Relations)
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Dave Segel Promos. of Ohio, 1304 Cranwood Square S. Zip: 43229. Tel: 885-2789. Owner: Dave Segel.
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Moseka Promos., 110 N. Main St. Zip: 44830. Tel: 435-1789. Pres.: Ron Hanson.

OKLAHOMA

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PENNSYLVANIA

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Pres.: Phil Ladd.

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Ron Blackwood. (Rec. Promo & Public Relations).
Sight & Sound Mktg. & Public Relations (div. of Rocken Music Corp.), 1037
E. Parkway S., Suite 102. Zip: 38104. Tel: 276-2113. Pres.: Joe Boswell
Jr.; Sales Mgrs.: Bill Lusk, Mike Noland. (Rec. Promo & Public Relations).
Startown Ent's of Memphis, 1037 E. Parkway S. Zip: 38104. Tel: 725-7019.
Pres. Allen White; Sales Mgr.: Aldean Clemons. (Rec. Promo & Public
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6786. Pres. Michael R. Radford.
Album Globe Dist'n Co. Inc., PO Box 1569, Hendersonville 37075 Tel 824
9100. Pres.: Mike Shepherd, Adv. Mgr.: Keith Stewart. (Rec. Promo &
Public Relations)
American Sound Recs./Emerald Recs., 62 Music Square W. Zip 37203. Tel
327-4538, 361-7902. Pres.: Cliff Ayers Ostermeyer; Sales Mgr.: Billy Joe
Burnett, Promo: Bob Mitchell, A&R: Bobby Stapler. (Rec. Promo & Public
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Arsto Music Assocs. Inc., PO Box 22765. Zip: 37202. Tel: 320-5491. Pres.
Jeff Walker; Sales Mgr.: Terr Walker. (Public Relations & Media Mgmt.)
Mike Borchetta Rec. Promos., PO Box 23308. Zip: 37138. Tel: 758 2995
Pres.: Mike Borchetta; Sales Mgr.: Scott Borchetta.
Celebrity Concepts, Public Relations Div., United Artist Tower, Suite 101, 50
Music Square W. Zip: 37203. Tel: 320-0707. Pres.: Doris Lynch.
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297 5245. Pres. Stan Byrd.
Chuck Chellman Co. Inc., 1201 16 Ave. S. Zip: 37212. Tel: 320-7287
Cooke Crumbles Promos. & Prod'n, PO Box 120891. Zip: 37212. Tel: 244
7443. Pres.: Johnny Koval Sr.
Johnny Dollar Promos, PO Box 4690. Zip: 37216. Tel: 244-4898.
Door Knob Recs., 2125 Eighth Ave. S. Zip: 37204. Tel: 383-6002 Pres. &
Sales Mgr.: Gene Kennedy.
Fischer & Lucas Inc. Rec. Promo & Dist'n, United Artists Tower, Suite 902.
50 Music Square W. Zip: 37203. Tel: 320-2278. Pres. & Nat'l Promo Dir
Bobby Fischer; Mktg. & Sales Dir. Gayle Baldwin.
Fish-Man Ent's., 1104 18 Ave. S. Zip: 37212 Tel: 329-9155. Pres.: John
Fisher
G B S (General Broadcasting Serv.), 38 Music Square E., Suite 216. Zip:
37203. Tel 242-5001. Pres. Ernie Bivens.
Horseshoe Dist. & Promos, 2937 Harlin Dr. Zip: 37211. Tel: 331 1125.
Pres.: R.L. Brown; Sales Mgr.: Webb Foley. (Rec. Promo & Public Rela-
tions).
Branch: Long Beach (Los Angeles Metro Area), Calif.
Don Howser Promos., 119 Maureen Dr., Hendersonville 37075. Tel 824
5275. Pres. Don Howser.
International Spotlite Promos Inc., 6406 Thunderbird Dr. Zip: 37209 Tel
352-8701. Branch Mgr.: (Ms.) Waverly DeMers.
Home office: Las Vegas, Nev.
Kathy's Kountry Promos., PO Box 24407. Zip: 37202. Tel: 320-0721.
Ed Keeley Promo & Mktg., 7420 Dunaway Dr. Zip: 37221. Tel: 646-9999.
Pres. & Sales Mgr.: Edward L. Keeley. (Rec. Promo & Public Relations)
Barbara Kelly Promos, 1217 16 Ave. S. Zip: 37212 Tel: 320-5908. Pres.
Barbara P. Kelly.
Mike Kelly Org., 44 Music Square E. Zip: 37203 Tel: 256-6453
Gene Kennedy Ent's., 2125 Eighth Ave. S. Zip: 37204. Tel: 383-6002
L S Recs., 120 Hickory St., Madison 37115. Tel: 868-7172. Pres.: Harold
Hodges.
Tom McBee Promos, 50 Music Square W., Suite 802. Zip: 37203. Tel: 327-
3744. Owner: Tom McBee.
Melodee Ent's. Inc., PO Box 1010, Hendersonville 37075. Tel 329 9492.
Pres. & Sales Mgr.: Dee Mullins. (Rec. Promo & Public Relations)
Ann J Morton Promos., PO Box 40364. Zip: 37204. Tel: 297 8076 Pres.
Ann J. Morton.
Multi-T Hit Promos, 50 Music Square W., Suite 604. Zip: 37203. Tel: 329-
4487 Pres.: Frank Mull.
Music City Mktg. Co., PO Box 40483. Zip: 37204. Tel: 292-5555. Owner: W
Lee Trimble.
Nationwide Sound Dist., PO Box 23262. Zip: 37202. Tel: 385-2704
Jack Pride Promo, 50 Music Square W., No. 305. Zip: 37203. Tel: 320-0878.
Bonnie Rasmussen Public Relations, PO Box 121032. Zip: 37212. Tel: 352-
6122. (Public Relations)
The Rhee's Co., 900 Division, Zip: 37203. Tel: 255-5455. Pres., Gen. & Sales
Mgr.: Jan Rhee.
S O S Agency, 1300 Division St., Suite 106. Zip: 37203. Tel: 259-3790. (Pub-
lic Relations).
Bob Saporiti Promos, 780 W Meade Dr. Zip: 37205. Tel: 352 6630. Pres.
Bob Saporiti; Sales Mgr. Jacqueline Saporiti.
Stargem Recs. Inc., 43 Music Square E., Suite 200. Zip: 37203 Tel: 244-
1025 Pres. Wayne Hodges; Sales Mgr.: Chuck Dixon.
Sarah Stein Publicity & Mgmt., 3312 Long Blvd., Suite 4-C. Zip: 37203. Tel:
269-5296.
Skip Stevens Promo., 803 18 Ave S. Zip: 37203. Tel: 329-4499
Harrison Tyner Int'l Inc., PO Box 25083 Zip: 37202. Tel: 833-6693. Owner &
Pres. Harrison Tyner; VP: Sue Tyner, Adv. Mgr. Bristow Hopper. (Rec
Promo & Public Relations)
Mary Vaughan, PO Box 472. Zip: 37217 0472. Tel: 366-4051.
Home office: Yuma, Ariz.
Bill Wence Promos, 615 Durrett Dr Zip 37211. Tel: 833-1457
Curtis Wood Rec. Promos., 4416 Eaton's Creek. Zip 37218 Tel: 876-1729
Pres. Curtis Wood
Ken Woods Mktg., 3600 Hillsboro Rd., No. G-13. Zip: 37215. Tel: 298-3751.
Bobby Young Promos, 315 W. Main St., 3rd fl., Hendersonville 37075 Tel:
824-0834. Pres.: Bobby Young.

TEXAS

• AUSTIN (Area Code 512)

Cross Country Coverage Ltd., 105 Buhan Ln. Zip: 78746. Tel: 327-4207
Pres.: Katy Bee. (Rec. Promo & Public Relations).

• CLEBURNE (Area Code 817)

Hinton-Svendsen Co., PO Box 297, 822 N. Main. Zip: 76031. Tel: 641-7875.
Pres.: Peter Svendsen.
Branch: Hollywood (Los Angeles Metro Area), Calif.

• DALLAS (Area Code 214)

PROFESSIONAL ADVERTISING CONSULTANTS, PO Box 38362 Zip: 75238.
Tel: 349-9415. Pres.: Bill Reardon; Staff Arranger/Composer: Mike Love-
less. (Rec. Promo & Publicity) (SEE ADVERTISEMENT)
The Spack Co., 9903 Silver Creek. Zip: 75243. Tel: 680-9500. Pres.: Ed
Spack

• GAINESVILLE (Area Code 817)

TanDen Prod'n, PO Box 382. Zip: 76240. Tel: 665-6756. Pres.: Bobby Den-
ses; Sales Mgr.: Bill Foshee. (Rec. Promo & Public Relations)

• HOUSTON (Area Code 713)

Entertainment Promos Ltd., 7255 Corporate Dr., No. 715. Zip: 77036. Pres.
& Sales Mgr.: Mark Nakla. (Rec. Promo & Public Relations).
Joe P. Etridge Promos., 10100 E. Fwy., Suite 104. Zip: 77029. Tel: 671-
0770. Pres.: Joe P. Etridge.
Shick Norris Artists & Promos, PO Box 653, Highlands 77562. Tel: 424-4235.
Pres. Shick Norris. (Rec. Promo & Public Relations)

• SAN ANTONIO (Area Code 512)

Joey Recs. Inc., 6703 W. Commerce. Zip: 78227. Tel: 432-7893. Pres.: Joey
Lopez; Sales Mgr.: Javier Benavidez. (Rec. Promo & Public Relations)

• SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377.
Sales Mgr.: John F. Phillips. (Rec. Promo & Public Relations)

• WACO (Area Code 817)

Chartes Wallis Inc., 4708 W. Waco Dr. Zip: 76710. Tel: 772-5350.

UTAH

• SALT LAKE CITY (Area Code 801)

Covenant Rec's Inc., PO Box 26817, 1345 Major St. Zip: 84126. Tel: 487-
1096. Pres.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund.

VERMONT

• SPRINGFIELD (Area Code 802)

Gregorie Nelson Ficara Ent's., 40 Clinton St. Zip: 05156. Tel: 885-3820. Pres.
& Gen. Mgr.: G.N. Ficara; Sales Mgr.: Patty de Greena; Adv. Mgr.: Greg
Ficara. (Rec. Promo & Public Relations)

WEST VIRGINIA

• BERKELEY SPRINGS (Area Code 304)

Ruppenthal Ent's., PO Box 235. Zip: 25411. Tel: 258-2627. Pres. & Music
Dir.: Virgil H. Ruppenthal.

TAPE CUSTOM
DUPLICATORS/TAPE
PACKAGING &
LABELING

Audio and Video lines indicate which configurations the firms duplicate.
Companies which offer packaging and labeling of tape product are indi-
cated by "(PKG)" which appears after the main body of their listings.

ALABAMA

• BIRMINGHAM (Area Code 205)

CHARLIE & CO. INC., 5500-B Crestwood Blvd. Zip: 35212. Tel: 870-0247.
592-3601. Pres.: Charles Colvin; Mgr.: Mark Colvin. (PKG)
Audio: Cassette, 8-tr.

• MUSCLE SHOALS (Area Code 205)

Fame Rec'g Studios Inc., 603 E. Avalon Ave. Zip 35660. Tel: 381-0801.
Audio: Cassette, open reel.

ARIZONA

• PHOENIX (Area Code 602)

Audio Video Rec'rs of Arizona Inc., 3830 N. Seventh St. Zip 85014. Tel: 277-
4723
Audio: Cassette, open reel.

Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
General Cassette Corp., 2311 N. 35 Ave. Zip: 85009. Tel: 269-3111 (PKG-
audio & video)
Audio: 8-tr., cassette.

MOONWALLEY CASSETTE (div. of Wintersun Inc.), 10802 N. 23 Ave. Zip:
85029. Tel: 864-1980. Mgr.: Mark Bruno (PKG)
Audio: Cassette (SEE ADVERTISEMENT)

Universal Audio Rec'g Co., 7117 E. Camelback Rd., Scottsdale 85251. Tel:
949-7577.
Audio: 8-tr., cassette, open reel.

• TUCSON (Area Code 602)

Kyric Corp., 2111 E. 20 St. Zip: 85719. Tel: 624-2408. WATS (800) 528-
4840. Pres. & Sales Mgr. Keyvan Mokhtarian. (PKG)
Audio: 8-tr., cassette, open reel.

CALIFORNIA

• ANAHEIM (Area Code 714)

CERTRON CORP., 1701 S. State College Blvd. Zip: 92806 Tel: 634-4280.
WATS: (800) 854-3943. Telex: (910) 593-1611. Pres.: Edwin Gamson; VP
Mktg. Ray Allen; Sales Mgr. Monica Terrill; Adv. Mgr. Hal Wide.
Audio: Cassette. (SEE ADVERTISEMENT)

McCune Sound Serv. Inc., 1562 Embassy St. Zip 92802. Tel: 533-7650.
Pres. Harry McCune. (Sales office only)
Home office: San Francisco, Calif.

Audio: Cassette, open reel.
Video: 1/2" U-matic cassette; 1/2" Beta & VHS cassette.

• CAMARILLO (Area Code 805)

Record Technology Inc., 486 Dawson Dr. Zip: 93010. Tel: 484-2747. Pres.:
W.D. Bauer.
Audio: Cassette.

• CAMPBELL (Area Code 408)

California Westape Inc., 504-E Vandell Way. Zip: 95008. Tel: 379-0870.
Telex: 172230. Pres.: Robert Kratt; Sales Rep.: Kimberly R. Rhoades.
Audio: Cassette.

• HUNTINGTON BEACH (Area Code 714)

Tapette Corp., 15702 Producer Ln. Zip: 92649. Tel: 638-7960. LA: (213)
594-4454. Pres.: Jim Neiger II; Sales Mgrs. (audio) Stewart Schlosberg,
(video) Les Sechler, (A/V cartridges) Mary Deery.
Audio: Cassette, open reel, Audiscan & LaBelle cartridges.
Video: 1" helical, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
V C A Dupl'g, 5102 Argosy Dr. Zip: 92649. Tel: 895-2225.
Home office: New York, N.Y., Video Corp. of America.
Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette, 1/2" CVC cassette.

• LOS ANGELES METROPOLITAN AREA
(Area Code 213)

A G I (Album Graphics Inc.), 424 N. Larchmont Blvd. Zip: 90004. Tel: 462-
0821. Telex: (910) 321-2327. (Sales office only) (PKG only-audio &
video)
Home office: Melrose Park (Chicago Metro Area), Ill.

A S R REC'G SERVS. INC., 8960 Eton Ave., Canoga Park 91304. Tel: 341-
1124. Telex: (910) 494-5973. VP Sales: Bill Dawson. (PKG)
Home office: Glen Rock, N.J.

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

A T & T (Able Turntable & Tape) Rec'g Inc., 725 N. Highland Ave. Hollywood
90038. Tel: 933-5701. Pres.: Ted Gardner; Sales Mgr.: Carol Obeg.
(PKG-audio only)

Audio: Cassette, open reel.
Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette.

Abbey Tape Dupl'g Inc., 5358 Cartwright Ave., North Hollywood 91601. Tel:
985-3136. Pres. Norman C. Cooke.
Audio: Cassette, open reel.

Able Turntable & Tape, see AT&T
Album Graphics Inc., see AGI.

ALLIED REC. CO. (Div. of WEA Mfg. Inc.), 6110 Peachtree St. Zip: 90040.
Tel: 725-6900. Telex: (910) 580-4731.
Audio: Cassette. (SEE ADVERTISEMENT)

Alshire Int'l Inc., PO Box 7107, 1015 Isabel St., Burbank 91510. Tel: 849-
4671. Cable: BUSSOUND Telex: (910) 498-2759. Pres.: Al Sherman;
Sales Mgr.: Ricardo Cepa.
Audio: Cassette.

Audio Encounter, 9614 Cozycroft Ave. Unit H, Chatsworth 91311. Tel: 998-
7455.
Audio: Open reel.

Audio Plus Video Int'l., 1438 N. Gower St., Hollywood 90028. Tel: 856-0152.
West Coast Dir.: Shellie Yaseen. (Video Duplication & Standards Con-
version-All formats & all standards)
Home office: Northvale, N.J.

Video: all formats.
Bell & Howell/Columbia Pictures Video Servs. West, 354 Coral Circle, El Se-
gundo 90245. Tel: 640-3430 (PKG)
Home office: Northbrook (Chicago Metro Area), Ill.

Video: 2" quad, 1" open reel, 1/2" U-matic cassette, 1/2" Beta & VHS cas-
sette, IVC 9000.

Bert-Co. Ent's Inc., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.:
Sheldon Gunsberg; Sales Mgrs.: Hubie Marshall, Leslie Grundy. (PKG
only-audio & video)

CABALLERO VIDEO SYSTEMS (div. of Caballero Control Corp.), 7920 Ala-
bama Ave., Canoga Park 91304. Tel: 888-3040. (Video Duplication &
Standards Conversion) (SEE ADVERTISEMENT)

Calet Recs. Inc./Custom Recs., 5810 S. Normandie Ave. Zip: 90044. Tel:
753-5121. (PKG-cassette only)
Audio: 8-tr., cassette.

CASSETTE PROD'NS UNLIMITED INC., 46 S. Delacey St., Suite 24, Pasadena
91105. Tel: 449-0893. Pres.: William R. Guthy; VP: Jeffrey E. Baker; Sales
Mgr.: Susan L. Dickinson; Eng.: Joel Brooks. (PKG)
Audio: Cassette (chrome).

Columbia Rec. Prod'n's, 1801 Century Park West, Century City 90067. Tel:
556-4700. (Sales office only)
Plant: PkMan, N.J.
Audio: 8-tr., cassette.

Continental Electronics, 622 Venice Blvd., Marina del Rey 90291. Tel: 822-
2045. Cable: CONTELEC. Pres.: E.L. Eilman; Sales Mgr.: John Adams.
Audio: Cassette.

Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
CUSTOM DUPL'N INC., 3404 Century Blvd., Inglewood 90303. Tel: 670-
5575. Pres. Leonard Gross; Sales Mgr. Bob Hively (PKG)
Audio: Cassette (standard & computer), 8-tr.
Video: 1/2" Beta & VHS cassette.

Custom Recs., see Calet Recs.
E M C Corp., 6855 Santa Monica Blvd., Hollywood 90038. Tel: 463-3282.
(Sales office only) (PKG)
Home office: St. Paul (Minneapolis-St. Paul Metro Area), Minn.
Audio: Cassette, open reel.

Excaltur Video Systems Inc., 4015 Wilshire Blvd. Zip 90010. Tel: 384-
5175. Pres. Maron Mills; VP Sales: Jack Mauk. (PKG only-video)

H I Ent's. Inc., 9537 Telstar Ave., Suite 121, El Monte 91731. Tel: 444-9224.
Pres.: Malcolm Morrett. (PKG)
Audio: Cassette, open reel, airline cartridge.


The High End, PO Box 3117, Manhattan Beach 90266. Tel: 374-2709. (PKG)
Audio: Real-time audiophile cassette & open reel dupl'g

Hy Hill Graphics & Packaging (div. of Hy Hill Communications Inc.), 4800 S.
Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen.
Mgr. Del Eaton; Sales Mgr. Arthur Kern. (PKG only)

J & I CASSETTE, 23947 Ventura Blvd., Calabasas 91302. Tel: 992-6200.
Pres. John F. Brennan; Sales Mgr. Ivy Brennan
Audio: Cassette. (SEE ADVERTISEMENT)

K M RECS. INC., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.:
Glade Merkle; Exec. VP & Gen. Mgr. Samuel Broadhead; VP: James
Auchterlonie. (PKG)
Audio: Cassette, open reel.

M C A Whitney Rec'g Studios Inc., 1516 W. Glendale Blvd., Glendale 91201.
Tel: 507-1052, 245-6801. Gen. Mgr. Frank Kejmar; Tape Dupl'g Mgr.:
Ted Glover.
Audio: Cassette, open reel.



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M L Tape Dupl'g, 6935 Valjean, Van Nuys 91406. Tel: 988-2737. Pres.: Bill Bah; VP: Carol Ball; Gen. Mgrs.: Mike Hathaway, Nancy Parrish. (PKG)
 Audio: Cassette, 8-tr.
 Master Digital Inc., 202 Main St., Venice 90291. Tel: 399-7764. Pres.: Roger Pryor; Nat'l Sales Mgr.: Paul Addis. (PKG)
 Audio: Cassette (Realtime audiophile dupl'g).
 Video: 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Mirror Image Cassette Copies, 6605 Sunset Blvd., Hollywood 90028. Tel: 466-1630. Office Mgr.: Janis Schifter. (PKG)
 Audio: Cassette.
 MODERN ALBUM OF CALIFORNIA (div. of Pointille Inc.), 3116 Vanowen St., Burbank 91505. Tel: 841-8683. Telex: (910) 498-2714. Pres.: William S. Pine. (PKG only—audio & video)
 Monarch Rec. Mfg. Corp. (sub. of ElectroSound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352. Tel: 767-8833. Pres.: Bob Barone.
 Home office: Holbrook, N.Y., ElectroSound Group Inc.
 Audio: Cassette.
 Montclair Studios, 13755 Bayliss Rd. Zip: 90049. Owner & Pres.: Wallace Todd; Studio Mgr. & Chief Eng.: Miriam Todd. (PKG)
 Audio: 8-tr., cassette, open reel.
 Video: 1/2" Beta & VHS cassette.
 NORTH AMERICAN TAPE DUPL'G CO., 15414 Cabrito Rd., Van Nuys 91406. Tel: 781-7650. VP & Gen. Mgr.: Larry Stagnaro. (PKG)
 Audio: Cassette, 8-tr.
 Pickering Audiographics, 535 N. Alexandria, Unit 104. Zip: 90004. Tel: 669-8243. Owner: Edward F. Pickering.
 Audio: Cassette.

R C A Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4039. (Sales office only)
 Home office: New York, N.Y.
 Plant: Indianapolis, Ind.
 Audio: 8-tr., cassette.
 Radio Central Recorders & Tape Dupl'g, 548 S. Spring St., No. 815. Zip: 90013. Tel: 626-9891, 623-7589. Pres.: David Sigler; Sales Mgr.: C. Hampson. (PKG)
 Audio: Cassette, open reel.
 Martin Roberts & Assocs. Inc., 270 N. Canon Dr., Suite 103, Beverly Hills 90210. Tel: 273-0381. (PKG)
 Audio: Cassette.
 Video: 1/2" Beta & VHS cassette.
 Ruggles-Reber & Assocs., 4324 Promenade Way, Suite 311, Marina del Rey 90291. Tel: 822-3189, 545-9591. Partners: Wesley Ruggles Jr., Gary Reber.
 Video: 1/2" Beta & VHS cassette (stereo audio available)
 See Hear Inds. (div. of RJA Inc.), PO Box 4529, 717 E. Artesia Blvd., Carson 90741. Tel: 516-0315. Pres.: Ray Jacobs. (PKG)
 Audio: Cassette.
 Video: 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. VP Sales: Jim Palmer. (PKG only—audio & video).
 Home office: New York, N.Y.
 SoundPro Inds. Inc., 7529 Trask Ave., Playa del Rey 90291. Tel: 822-0510. Pres.: Donald K.M. Rothger; Exec. VP: JoAnne Auld Rothger; VP Mktg.: Don Millard; Sales Mgr.: Tom Reed; Mktg. Dir.: Donald J. Sigaly. (PKG)
 Audio: Cassette.

Studer Revox America Inc., 14046 Burbank Blvd., Van Nuys 91401. Tel: 780-4234. Sales Mgr.: Thomas Jenny.
 Home office: Nashville, Tenn.
 Audio: Open reel.
 Superscope Inc., 20525 Nordhoff St., Chatsworth 91311. Tel: 998-9333. (PKG)
 Audio: Cassette.
 Tape-A-Thon Corp./Cavox Stereo Prod'ns, 502 S. Isis Ave., Inglewood 90301. Tel: 776-6933. WATS: (800) 421-1029. Pres.: Lee Tate; Sales Dir.: Robert Mayfield. (PKG)
 Audio: Cassette, open reel.
 TAPE SPECIALTY INC., 13411 Satocoy St., North Hollywood 91605. Tel: 786-6111. Telex: (910) 499-1474. Pres.: Al Singer; VP: Len Feldman; Sales Mgr.: Steve Feldman. (PKG)
 Audio: Cassette.
 Video: 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028. Tel: 466-2141. Pres.: Murray Schwartz; VP Sales: Jeff Ross.
 Video: 1" open reel, 1/2" U-matic cassette, 1/4" VHS cassette.
 U S Video, 1136 N. Highland Ave., Hollywood 90038. Tel: 466-5461.
 Video: 2" quad & 1" type C open reel, 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Valley Video, 4209 W. Burbank Blvd., Burbank 91505. Tel: 841-2387.
 Video: 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Video Record Albums of America, Number 8471, Universal City 91608. Tel: 462-1099. Pres.: Troy Cory; Sales Mgr.: Lynn Mann. (PKG—audio & video)
 Video: 1" helical open reel, 1/2" U-matic cassette, 1/4" V-2000 cassette.
 Vidtronics, Video Cassette Div., 855 N. Cahuenga Blvd., Hollywood 90038. Tel: 856-8200.
 Video: 1/2" U-matic cassette, 1/4" Beta & VHS cassette, 1/4" CVC cassette.
 Virco Rec'g Inc., 700 S. Date Ave., Alhambra 91803. Tel: 283-1888.
 Audio: Cassette, open reel.
 West American Sound, 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: Frank Day; Exec. VP: Paul Hayes; VP: Darrell Zielke; Sales Mgr.: Howard Shapiro. (PKG)
 Home office: Warren (Detroit Metropolitan Area), Mich., American Sound Corp.
 Audio: Cassette (audio & computer), open reel, 8-tr.
 ● **MONTCLAIR (Area Code 714)**
 Phylco Audio, 4709 Brooks St. Zip: 91763. Tel: 621-9561. Gen. Mgr.: Robert Deates; Prod'n Mgr.: Rick Deates.
 Audio: Cassette.
 ● **OCEANSIDE (Area Code 619)**
 Exxel Co., 1907 Apple St. Zip: 92054. Tel: 722-8284. (PKG)
 Audio: Cassette, open reel.
 ● **SACRAMENTO (Area Code 916)**
 Bill Rase Prod'ns Inc., 955 Venture Court. Zip: 95825. Tel: 929-9181. Owner & Pres.: Bill Rase. (PKG)
 Audio: Cassette, open reel.
 Video: 1" helical, 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 ● **SAN DIEGO (Area Code 619)**
 Studio West, 5042 Ruffner St. Zip: 92111. Tel: 277-4714. Pres.: LeRoy Carroll; Sales Mgr.: Dan Milner.
 Audio: Cassette.
 ● **SAN FRANCISCO & BAY AREA (Area Code 415)**
 KENNETH A. BACON ASSOCS., 24-E Commercial Blvd., Novato 94947. Tel: 883-5041. Pres. & Sales Mgr.: Kenneth A. Bacon. (PKG)
 Audio: Cassette. (SEE ADVERTISEMENT)
 Coast Rec's, 1340 Mission St. Zip: 94103. Tel: 864-5200. (PKG)
 Audio: Cassette, open reel.
 Command Prod'ns, PO Box 26348. Zip: 94126. Tel: 332-3161. Pres.: Warren Weagant; VP: Kitt Weagant; Sales Mgr.: John Edwards.
 Audio: Cassette, open reel.
 Cory Sound Co., 1255 Howard St. Zip: 94103. Tel: 861-4004. Pres.: Phillip Markinson. (PKG)
 Audio: Cassette (standard & digital), open reel.
 The Gale, 351 G St., San Rafael 94901. Tel: 885-2852.
 Audio: Open reel.
 Highland Labs., 840 Battery St. Zip: 94111. Tel: 981-5010. Pres.: Barry Brose. (PKG)
 Video: 2" quad & 1" helical open reel, 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 Mann Endless Cassette Inds. Corp., PO Box 1347. Zip: 94101. Tel: 221-2000.
 Audio: Cassette (endless type)
 McCune Sound Serv. Inc., 951 Howard St. Zip: 94103. Tel: 777-2700. (PKG—audio only)
 Branch: Anaheim, Calif.
 Audio: Cassette, open reel.
 Video: 1/2" U-matic cassette; 1/4" Beta & VHS cassette.
 Recortec Inc., 475 Ellis St., Mountain View 94043. Tel: 962-0220. Telex: (910) 379-5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxell. (PKG—audio & video)
 Audio: Cassette.
 Sonic Arts Corp., 665 Harrison St. Zip: 94107. Tel: 781-6306. Pres.: Leo de Gar Kulkja; Gen. Mgr.: Herbert P. Haas. (PKG—audio & video)
 Video: 1" helical, 1/2" U-matic, 1/4" Beta cassette.
 Mark Starr Corp., 1609 64 St., Emeryville 94608. Tel: 658-0109. Pres.: Gary W. Wood. (PKG)
 Audio: Cassette.
 Television Assocs. Inc., 2410 Charleston Rd., Mountain View 94043-1683. Tel: 543-2717. (PKG)
 Video: 2" quad, 1" type C open reel, 1/2" U-matic cassette, 1/4" Beta & VHS cassette.
 ● **SAN JOSE (Area Code 408)**
 Audiodyne Co., PO Box 825. Zip: 95106. Tel: 287-3520. Pres.: Louis R. Chiaramonte.
 Audio: Cassette, open reel, 8-tr.
 M J S, 2514 Seaboard Ave. Zip: 95131. Tel: 262-5544.
 Audio: Cassette.
 ● **SANTA CLARA (Area Code 408)**
 Shur-Sound & Sight Inc., 3350 Scott Blvd., Bldg. No. 5. Zip: 95051. Tel: 727-7620. VP & Gen. Mgr.: Glenn Cardon; VP Sales: Lonnie Cory. (PKG)
 Audio: Cassette, open reel, 8-tr.
 ● **SANTA CRUZ (Area Code 408)**
 Batish Rec'g Ent's., 1310 Mission St. Zip: 95060. Tel: 423-1699. Pres.: S.D.



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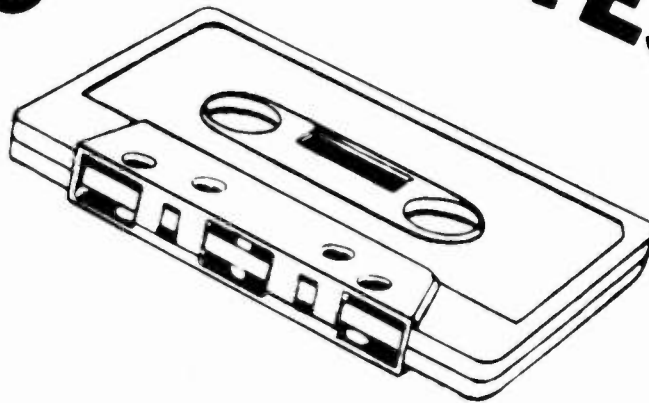
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 Audio: Cassette.
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• **SUNNYVALE (Area Code 408)**

Respond Int'l Recs. Inc., 1190 Miraloma Way, Suite Y, Zip: 94086 Tel: 245-1351. Cable: RESPOND. Telex: (910) 339-9584. Pres.: Ronald L. Akin. (PKG)

Audio: Cassette, open reel
 Video: 1/4" Beta & VHS cassette.

COLORADO

• **DENVER (Area Code 303)**

Aspen Ltd., 8030 E. Girard, No. 917 Zip: 80231 Tel: 337-7776

Audio: 8 tr.
 Soundmark Ltd., 4950 C Nome St. Zip: 80239. Tel: 371-3076. Pres.: David C. Howard; Sales Mgr.: Ray Pryor (PKG)
 Audio: Cassette, open reel.

CONNECTICUT

• **NORWALK AREA (Area Code 203)**

Cook Labs, Inc., 375 Ely Ave., South Norwalk 06854. Tel: 853-3641. Pres. Emory Cook (PKG)
 Audio: Cassette.

• **STAMFORD (Area Code 203)**

P & P Studios Inc., 17 Viaduct Rd. Zip: 06907. Tel: 327-9204 Bd. Chm Terry L. Puffer; Pres.: John R. Fishback (PKG)
 Audio: Cassette, open reel

TAPECOM INC., 45 Jefferson St. Zip: 06902. Tel: 325-1541. Telex: (710) 474-3334. Pres.: Gene Tornatore, VP: Fred Luminoso. (PKG)
 Audio: Cassette, open reel, 8-tr. (SEE ADVERTISEMENT)

• **UNION CITY (Area Code 203)**

A. C. Hampson Printing Co. Inc., PO Box 97, 168 City Hill St. Zip: 06770 Tel: 729-2294. Pres.: Augustus O. Hampson. Sales Mgr.: Ron Gallant. (PKG)
 Audio: Cassette, open reel, 8-tr.

Video: 1/4" Beta, VHS & V-2000 cassette.

DELAWARE

• **WILMINGTON AREA (Area Code 302)**

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. (PKG)
 Audio: 8-tr., cassette, open reel.
 Video: 1/4" U-matic cassette, 1/4" Beta & VHS cassette.

DISTRICT OF COLUMBIA

• **WASHINGTON (Area Code 202)**

Leon Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002 Tel: 832-7883 Pres.: Harold H. Leon; Sales Mgr.: Richard Leon. (PKG)
 Audio: Cassette, open reel.

FLORIDA

• **HOLMES BEACH (Area Code 813)**

Bazzy Electronics Corp., 3018 Ave. C. Zip: 33510. Tel: 778-4442 (PKG)
 Audio: 8-tr., cassette

• **MIAMI METROPOLITAN AREA (Area Code 305)**

Allison-Alhambra Tapes Inc., 4380 NW 128 St., Opa Locka 33054 Tel: 658-8396. Telex: 522178.
 Audio: 8-tr., cassette, open reel.

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33016. Tel: 558-9211. Pres.: Carlos O. Garcia.
 Audio: 8-tr., cassette.

Musical Tapes Inc., 780 W. 27 St., Hialeah 33010 Tel: 887-2638.
 Audio: 8-tr., cassette

Tape Dupl'rs of Florida Inc., 785 W 83 St., Hialeah 33014 Tel: 822-7585 (PKG)
 Audio: 8-tr., cassette

• **ORLANDO AREA (Area Code 305)**

Christian Dupl'ns Inc., 1710 Lee Rd. Zip: 32810. Tel: 299-7363 (PKG)
 Audio: Cassette.

Magnetix Corp., 770 W. Bay St., Wmter Garden 32787. Tel: 656-4494. Pres. John Lory. (PKG)
 Audio: Cassette, open reel, 8-tr.

• **POMPANO BEACH (Area Code 305)**

Trackmaster Inc., 1310 S. Dixie Hwy. W. Zip: 33060. Tel: 943-2334. Pres. Roy Parsons, Sales Mgr.: Lupe Parsons. (PKG)
 Audio: Cassette, open reel, 8-tr.

• **TAMPA (Area Code 813)**

Progressive Music/Mirror Image Magnetics, 1904 S. MacDill Ave. Zip: 33629. Tel: 251-8093. Pres. & Sales Mgr.: Ken Veenstra II. (PKG)
 Audio: Cassette, open reel.

GEORGIA

• **ATLANTA (Area Code 404)**

American Sound-Atlanta Corp., 2091 Faulkner Rd. NE. Zip: 30324. Tel: 633-4577. Gen. Mgr.: Peter Thomason; Sales Mgr.: Ion Diamond.
 Home office: Warren (Detroit Metro Area), Mich.; American Sound Corp
 Audio: Cassette, open reel.

Doppler Studios Inc., 1922 Piedmont Circle NE. Zip: 30324. Tel: 873-6941.
 Audio: Open reel.

Falcone Int'l Inc., 404 Clay St., Marietta 30060 Tel: 427-9496.
 Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.

Project 70 Audio Servs. Inc., 777 Lambert Dr. NE. Zip: 30324. Tel: 875-7000. Pres.: Jerry L. Connell. (PKG)
 Audio: Cassette, open reel.

The Sound Investment Co., Peachtree-Dekalb Airport, Bldg. 34-A, Chamblee 30341. Tel: 458-1679.
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 Video: 2" quad, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.

• **LA GRANGE (Area Code 404)**

Shorewood Packaging of Georgia, 1707 Shorewood Dr. Zip: 30240. Tel: 884-3036. WATS (800) 241-2325. Gen. Mgr.: Ken McCabe. (PKG only-audio & video)
 Home office: New York, N.Y.

• **LA GRANGE (Area Code 404)**

Shorewood Packaging of Georgia, 1707 Shorewood Dr. Zip: 30240. Tel: 884-3036. WATS (800) 241-2325. Gen. Mgr.: Ken McCabe. (PKG only-audio & video)
 Home office: New York, N.Y.

ILLINOIS

• **CHICAGO METROPOLITAN AREA (Area Code 312)**

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Telex: (910) 226-0417. Pres.: Donald W. Kosterka; Sales Mgr.: Richard Oppenheimer. (PKG only-audio & video)
 Sales offices: Hollywood (Los Angeles Metro Area), Calif., New York, N.Y.
 Album Graphics Inc., see AGI

Audico Inc., 219 Crossen Ave., Elk Grove Village 60007 Tel: 640-1030. Telex: 4992690. Pres.: W.R. Hinkle; VP Mktg.: Norman Deletzke. (PKG only-video only).

Audio Artists Ltd., PO Box 7, Wheaton 60187; 429 St. Charles Rd., Carol Stream 60187. Tel: 668-6682 (PKG)
 Audio: Cassette, open reel

Audio/Video Accessories Co., 38 W 515 Deerpath Rd., Batavia 60510 Tel: 879-5998. Sales Mgr.: John S. Maloney (PKG-audio only)
 Audio: Cassette, open reel, 8-tr.

Bell & Howell/Columbia Pictures Video Servs., 720 Landwehr Rd., Northbrook 60062 Tel: 291-1150. Pres.: T.J. Wheeler. VP Mktg.: Oane F. Hahn Jr. (PKG)
 Branch: El Segundo (Los Angeles Metro Area) Calif.
 Video: 2" quad, 1" open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette, IVC 9000

Boulevard Rec'g Studios Inc., 641 Madison St., Oak Park 60302 Tel: 386-5388. Pres.: Eleanor Kitchcock
 Audio: Cassette, open reel

Cassette Servs., 815 N. Douglas St., Arlington Heights 60004 Tel: 398-8403. Pres.: Willis Connor, Sales Mgr.: Michael Connor. (PKG)
 Audio: Cassette

Century Sound & Slide, 1018 Busse Hwy., Park Ridge 60068 Tel: 696-0675 (PKG)
 Audio: Cassette, open reel

Columbia Rec. Prod'ns, 630 N. McClurg Court, Zip: 60611 Tel: 944-6000 (Sales office only)
 Plant: Pitman, N.J.
 Audio: 8-tr., cassette, open reel

Industrial Audio-Film Servs. Inc., 6228 Oakton St., Morton Grove 60053 Tel: 965-8400 (PKG)
 Audio: 8-tr., cassette, open reel, data & digital

International Audio Inc., 2934 Malmo Dr., Arlington Heights 60005. Tel: 956-6030 (PKG)
 Audio: 8-tr., cassette, open reel.

International Rec'g Co., 2526 W. Armitage Ave. Zip: 60647. Tel: 227-2000.
 Audio: Cassette, open reel

M B S Rec'g Studio, 232 E. Ohio, Zip: 60611 Tel: 828-0225.
 Audio: 8-tr., cassette, open reel.

Media Int'l Inc., 247 E. Ontario, Zip: 60611 Tel: 467-5430. Pres.: Duane Lundeen, VP: Al Masters; Treas.: Margaret Lundeen. (PKG-audio only)
 Audio: Cassette, open reel, 8-tr. & all cart formats
 Video: 1/4" U-matic cassette, 1/4" VHS cassette

Musical Prods. Inc., 521 W 26 St. Zip: 60616 Tel: 225-9117 (PKG)

Audio: 8-tr., cassette, open reel.
 Poly Com Prod'ns, 201 E. Erie St. Zip: 60611 Tel: 337-6000. (PKG)
 Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.

Programming Technologies Inc., 6666 N. Lincoln Ave., Lincolnwood 60465. Tel: 676-9400. (PKG)
 Audio: Cassette, open reel.

Quantitape Dupl'g Inc., 311 W. Superior St. Zip: 60610. Tel: 951-7270. Pres.: Dan Tynus. (PKG)
 Audio: Cassette, open reel.

R. P. Prods. Inc., PO Box 54, Highland Park 60035. Tel: 433-4575. Pres.: Roy Pink, Sales Mgr.: D. Pink. (PKG only-audio & video)

Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Ron Schwartz.
 Audio: Cassette.

Tono-Tapes Inc., 5932 N. Northwest Hwy. Zip: 60631. Tel: 763-0980. Pres.: Murray Allen; VP & Gen. Mgr.: James Duncan; Sales Mgr.: George Weymer. (PKG)
 Audio: Cassette, open reel.

V C A Dupl'g Corp., PO Box 2416, 2440 S. Wolf Rd., Des Plaines 60018. Tel: 298-7700. Telex: 910230157. VP: Robert J. Vavra; Sales Mgr.: Carl Birns. (PKG)
 Home office: New York, N.Y. Video Corp. of America
 Video: 1" helical open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette, 1/4" CVC cassette.

Video Accessories Co., see Audio/Video Accessories Co.
 Vinylweld, 2011 W. Hastings, Zip: 60608. Tel: 243-0606. (PKG only-audio & video)

• **KANKAKEE (Area Code 815)**

Imperial Int'l Learning Corp., PO Box 548. Zip: 60901. Tel: 933-7735.
 Audio: Cassette, open reel

• **INDIANA**

• **BRISTOL (Area Code 219)**

Precision Audio Inc., 18582 US 20 Zip: 46057-9599. Tel: 295-7493. Pres.: Sanford Swartzendruber, Sales Mgr.: Roger Golden. (PKG)
 Audio: Cassette, open reel

• **GARY (Area Code 219)**

Bud Pressner Rec'g Serv., 4839 S. Broadway, Zip: 46409. Te: 884-5214.
 Audio: 8-tr., cassette.

• **INDIANAPOLIS (Area Code 317)**

Commercial Features Inc., 3650 Washington Blvd. Zip: 46205. Tel: 926-5570
 Audio: Cassette, open reel.

R C A Recs., 6550 E. 30 St., Zip: 46219. Tel: 267-5000 (PKG)
 Home office: New York, N.Y.
 Audio: Cassette

• **MICHIGAN CITY (Area Code 219)**

INFONICS INC., PO Box 1111, 238 Hwy. 212, Zip: 46360. Tel: 879-3381. Cable: INFONICS. Telex: 233111. Pres. & Sales Mgr.: P. Lloyd.
 Audio: Cassette, open reel. (SEE ADVERTISEMENT)

• **RICHMOND (Area Code 317)**

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511. Pres.: Hugh Landy; VP Sales: David Grant. (PKG)
 Home office: New York, N.Y.
 Audio: Cassette: 8-tr.

• **TERRE HAUTE (Area Code 812)**

Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001. (PKG only-audio & video)
 Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc

• **IOWA**

• **CARLISLE (Area Code 515)**

Harold Lunck & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact: Harold L. Lunck
 Audio: Cassette.

• **COUNCIL BLUFFS (Area Code 712)**

ElectroSound Tape Servs. Inc. (sub. of ElectroSound Group Inc.), 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Pres.: Marvin King. (PKG)
 Home office: Holbrook, N.Y., ElectroSound Group Inc.
 Audio: Cassette, 8-tr.

• **DES MOINES (Area Code 515)**

Trad. Prod'ns Inc., 1910 Ingersoll, Zip: 50309. Tel: 243-2125. Pres.: Richard Trump; Sales Eng.: William Synhorst.
 Audio: Cassette, open reel

• **KANSAS**

• **WICHITA (Area Code 316)**

High Fidelity Rec'g Inc., 1059 Porter. Zip: 67203. Tel: 262-6456. (PKG-audio only)
 Audio: Cassette, open reel, 8-tr.
 Video: 1/4" U-matic cassette, 1/4" Beta & VHS cassette

• **KENTUCKY**

• **LOUISVILLE (Area Code 502)**

Allen Martin Audio, 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658.
 Audio: Cassette.

• **MAINE**

• **BIDDEFORD (Area Code 207)**

SHAPE INC., PO Box 366, Biddeford Ind'l Park. Zip: 04005. Tel: 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; VP Sales: Ribbon Cartridge Div. Lloyd Pomeroy; Audio Prods.: Michael Tremblay. (PKG only-audio & video) (SEE ADVERTISEMENT)

• **MARYLAND**

• **KENSINGTON (Area Code 301)**

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Owner & Chief Eng.: W. Robert Yesbek. (PKG)
 Audio: Cassette, open reel.

• **TIMONIUM (Area Code 301)**

Bradley Ent's. Inc., 108 Gatewood Rd. Zip: 21093. Tel: 252-8520
 Audio: Cassette

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Ian Cassette Dupl'rs, 76 Bellevue Rd. Zip: 01810. Tel: 475-4056.
Audio: Cassette.

• BOSTON METROPOLITAN AREA (Area Code 617)

Continental Rec'g Inc., 210 South St. Zip: 02111. Tel: 426-3131. Pres. L. Daniel Flynn. (PKG)

Audio: Cassette, open reel.
DATA PACKAGING CORP., 205 Broadway, Cambridge 02139. Tel: 868-6200.
Pres.: Richard Morningstar; VP Sales: Gene Hull. (PKG only—audio) (SEE ADVERTISEMENT)

Fleetwood Rec'g Studios Inc., 321 Revere St., Revere 02151. Tel: 289-6800. (PKG)

Audio: 8-tr., cassette, open reel.
Rik Tinory Prod'ns, 180 Pond Rd., Cohasset 02025. Tel: 383-9494. Pres.: Richard F. Tinory, Artist Relations: Claire L. Babcock.

• CHICOPEE (Area Code 413)

Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308. (PKG only)

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

American Sound Corp., 25133 Thomas Dr., Warren 48091. Tel: 539-2900.
Pres.: Frank Day; VP & Gen. Mgr.: Paul M. Hayes, Sales Mgr.: Donald Armstrong. (PKG)

Branches: North Hollywood (Los Angeles Metropolitan Area), Calif., West American Sound; Atlanta, Ga., American Sound-Atlanta Corp.
Audio: Cassette, open reel, 8-tr.

Artie Fields Prod'ns, 9430 Woodward Ave. Zip: 48202. Tel: 873-8900. (PKG)

Audio: Open reel.
General Television Network, 13225 Capital Ave., Oak Park 48237. Tel: 548-2500. Pres.: R. Randolph Hippler. (PKG)

Video: 1" helical, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.
Producers Color Serv., 16210 Meyers Rd. Zip: 48235. Tel: 345-4868.

Video: 1" helical open reel.
Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48071. Tel: 588-8281. Telex: (810) 232-1524.

Audio: 8-tr., cassette.
20th Century Fox Video, 23705 Industrial Park Dr., Farmington Hills 48024. Tel: 477-6066. (PKG)
Video: 2" quad, 1" helical, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.

• GRAND RAPIDS (Area Code 616)

Northcoast Rec'g (div. of ARC Electronic Servs. Inc.), 2557 Knapp NE. Zip: 49505. Tel: 364-0022. Pres.: Ron Harkar.
Audio: Cassette.

MINNESOTA

• MINNEAPOLIS-ST. PAUL METROPOLITAN AREA (Area Code 612)

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis 55438. Tel: 944-2121. Cable: BETHANY. (PKG)

Audio: Cassette.
Communication Arts Inc., 2526 27 Ave. S., Minneapolis 55406. Tel: 721-5357.

Audio: Cassette.
E M C Corp., 300 York Ave., St. Paul 55101. Tel: 771-1555. Pres.: David E. Feinberg; VP: Richard T. Stevens, Custom Sales Dir.: C. Carter. (PKG)

Sales office: Hollywood (Los Angeles Metropolitan Area), Calif.
Audio: Cassette, open reel.
Metacom Inc., 1401-B W. River Rd. N., Minneapolis 55411. Tel: 588-2781.
Pres.: James I. McCann, Nat'l Sales Mgr.: Tom O'Leary. (PKG)

MISSISSIPPI

• JACKSON (Area Code 601)

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522. Pres.: Tom Couch; Sales Mgr.: S. Madison.
Audio: Cassette, open reel, 8-tr.

MISSOURI

• KANSAS CITY (Area Code 816)

Acme Dist's., PO Box 8123, 5644 Holmes. Zip: 64112. Tel: 444-8123. Pres.: Shirley Black; Sales Mgr.: Ward Black.
Audio: Cassette.

Video: 1/2" Beta & VHS cassette.
AudioGraphics (div. of Herald Publ'g House), 3225 S. Noland Rd., Independence 64055. Tel: 252-5010. AudioGraphics Div. Dir.: Gerald W. Riegler. (PKG)

Audio: Cassette (standard & computer).
Recording Studios 55 (div. of 3'G Inds.), 5500 Troost. Zip: 64110. Tel: 361-8455. Chief Eng.: Mike Green, Gen. Mgr.: Eugene Gold; Sales Mgr.: C. King.

Audio: Cassette, open reel.
Stage 3 Sound Prod'ns Inc., 1901 W. 43 St. Zip: 66103. Tel: 384-9111. Pres.: Don Warnock; Sales Mgr.: Clara Warnock. (PKG)

Audio: Cassette, open reel.
Video: 1/2" U-matic cassette, 1/2" Beta & VHS cassette.

• ST. LOUIS METROPOLITAN AREA (Area Code 314)

MIDWEST CUSTOM REC. PRESSING CO. INC., PO Box 92, 6 Grandview Park Dr., Arnold 63010. Tel: 464-3013. Pres.: Richard Schaumberger; Sales Mgr.: Lisa T. Weske.

Audio: Cassette (SEE ADVERTISEMENT).
Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055.

• SPRINGFIELD (Area Code 417)

Aard-Vark Rec'g Inc., 335 S. Jefferson. Zip: 65806. Tel: 866-4104.
Audio: Cassette.
National Audio Co. Inc., 1911 S. Stewart Ave. Zip: 65804. Tel: 883-5377.
Audio: Cassette, open reel.

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 Telex: (910) 975 1905 Pres.: Margaret W Kochman; Sales Mgr.: Tim Redden
 Audio: Cassette.
 Video: 1" helical, 1/4" cassette, 1/4" Beta & VHS cassette.

● **HELENA (Area Code 406)**

Valtron Rec'g Studio, 305 Allen St Zip 59601 Tel 442-0734 Pres & Adv
 Mgr. Lester Liedle, Sales Mgr. Sandy Liedle. (PKG)
 Audio: Cassette, open reel.

NEW JERSEY● **ASBURY PARK (Area Code 201)**

Sound-Arts Co. Inc., 5 Cindy Ln. Zip 07712. Tel: 493-8666 Pres. Charles J
 Gspann, VP Sales: Frank M. Gspann (PKG)
 Audio: Cassette, open reel.

● **CAMDEN (Area Code 609)**

Recorded Publ'ns Labs (div of Recorded Publ'ns Mfg. Co. Inc.), 1100 State
 St. Zip 08105. Tel: 963-3000; Phla.: (215) 922-8558
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 tridges.

● **CARLSTADT (Area Code 201)**

Studio 38 Rec'g Inc./Video Assocs. Ltd., 245 Broad St Zip 07072 Tel 939
 0732 Pres. & Sales Mgr.: Kurt Herrmann (PKG)
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● **CHERRY HILL (Area Code 609)**

Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave Zip 08003 Tel
 424-9450. Sales Mgr. Michael T. Mulcahy. (PKG only—audio only)

● **GLEN ROCK (Area Code 201)**

A S R REC'G SERVS. INC., 21 Harristown Rd Zip 07452. Tel 652 5600
 Telex (710) 988 5625 Sales Dir Larry Block. (PKG)
 Branch: Canoga Park (Los Angeles Metropolitan Area), Calif
 Audio: Cassette, open reel, 8-tr. (SEE ADVERTISEMENT)

● **HILLSDALE (Area Code 201)**

CASSETTE PROD'NS INC., 109 Prospect Pl Zip 07642 Tel 666 3300 Pres
 Julius A Konins, Sales Mgr. Kevin Yatarola (PKG)
 Audio: Cassette. (SEE ADVERTISEMENT)

● **LEONIA (Area Code 201)**

S/T Videocassette Dupli Corp., 500 Willow Tree Rd Zip 07605 Tel 947
 6450; NYC (212) 239-4653. VP & Gen Mgr. Lynne M. Kook. Sales Mgr
 Robert Grassi (PKG)
 Home office: New York, N.Y., Video Corp. of America

Video: 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cassette

● **MAPLE SHADE (Area Code 609)**

A M P Rec'gs (div of Intensive Programs Int'l), PO Box 14, 307 W Main St

Zip 08052 Tel. 667 1667 Pres D.R. Marsh, VP Sales. Gerald Tyson.
 Audio: Cassette, open reel

● **MONTCLAIR (Area Code 201)**

Linear Sound Rec'g, 211 Glenridge Ave Zip 07042. Tel: 744-0686. (PKG)
 Audio: 8-tr., cassette, open reel.
 Video: Open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.

● **NORTHVALE (Area Code 201)**

Audio Plus Video Int'l, 100 Stonehurst Court Zip 07647 Tel: 767 3800
 Telex 130582 Dwner Irvin Panaman; Gen Mgr John Franche, Nat'l
 Sales Dir Kathryn DeMerit. (Video Duplication & Standards Conver-
 sion—all formats & all standards)
 Branch: Hollywood (Los Angeles Metro Area), Calif.
 Video: All formats.

Preferred Sounds Inc., 135 Ludlow Ave. Zip 07647. Tel: 768-8007 (PKG—
 audio & video)

Audio: 8 tr., cassette, open reel.

● **PITMAN (Area Code 609)**

C B S Recs Inc., Woodbury-Glassboro Rds. Zip 08071 Tel: 589-8000
 Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif., Chicago,
 Ill., New York, N.Y., Nashville, Tenn.

● **RIDGEFIELD (Area Code 201)**

American Tape Corp. (div. of VideoVision Inc.), 1116 Edgewater Ave. Zip.
 07657 Tel: 943 7860. Pres.: Gerald Gottlieb. VP Admin., Kathelyn Ma-
 rani-Mendenhall, Plant Mgr.: Francis A. Dermody. (PKG)
 Audio: 8-tr., cassette

Dmni Tape Corp., 11 Teaneck Rd. Zip 07660 Tel: 440-8846 (PKG)

Audio: Cassette, open reel.

● **WEST CALDWELL (Area Code 201)**

R K O Tape Corp., 3 Fairfield Crescent. Zip 07006 Tel 575-8484. (PKG—
 audio & video)
 Audio: Cassette, open reel.

● **WEST ORANGE (Area Code 201)**

House of Music Inc., 1400 Pleasant Valley Way Zip 07052 Tel 736-3062.
 NYC (212) 964 7444.
 Audio: 8-tr., cassette, open reel

NEW MEXICO● **ALBUQUERQUE (Area Code 505)**

Bill Hunter's Rec'g Serv., 118 Alcazar NE Zip 87108 Tel: 268 8442
 Audio: 8-tr., cassette, open reel.

● **TAOS (Area Code 505)**

RAINBOW CASSETTE STUDIOS, PO Box 472 Zip 87571. Tel: 776-2268.
 Prod'n Mgr. Tony Isaacs (PKG)

NEW YORK● **ALBANY (Area Code 518)**

PAK-WIK CORP., 128 Tivoli St Zip 12207 Tel 465 4556 Pres. Samuel A.
 Strasser, Sales Mgr. Myron S. Strasser Jr. (PKG only—audio & video)
 (SEE ADVERTISEMENT)

● **BERLIN (Area Code 518)**

Wildwood Entertainment Inc., Box 114, Plank Rd. Zip 12022. Tel: 664-
 3377. Pres.: Vincent Meyer Jr., VP: Erich Borden. (PKG only—audio)
 Production office: Stillwater, N.Y.

● **BETHPAGE (Area Code 516)**

Audio-Tech Labs., 1158 Stewart Ave. Zip 11714. Tel: 433-0171 Pres.: Jo-
 seph Giovannelli.
 Audio: Cassette.

● **CLARENCE (Area Code 716)**

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip 14031. Tel: 759-2600.
 Audio: Cassette.

● **DIX HILLS (Area Code 516)**

Thalco Audio Inc., 2 Dickens Ave. Zip 11746. Tel: 667-1616. Chief Exec.:
 Michael Thaler. (PKG only—audio & video)

● **FARMINGDALE (Area Code 516)**

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel:
 293-7300 Pres.: Dan Cooper; Sales Mgr.: Todd Cooper. (PKG only—audio
 & video)

Shorewood Packaging Corp., 55 Engineers Ln. Zip: 11735. Tel: 694-8230.
 (PKG only—audio & video)
 Home office: New York, N.Y.

● **FRANKLIN SQUARE (Area Code 516)**

Master Sound Prod'n Inc., 921 Hempstead Tpkh. Zip 11010. Tel: 354-
 3374. Pres.: Ben Rizzi.
 Audio: Cassette.

Video: 1/4" U-matic cassette, 1/4" VHS cassette

● **HAUAPPAUGE (Area Code 516)**

Allison Tape Servs., 1290 Motor Pkwy. Zip 11747. Tel: 234 2010 NYC (212)
 581-5641 Div. Pres.: Abe Chayel; Gen. Mgr.: John Martin. (PKG)
 Home office: Holbrook, N.Y., ElectroSound Group Inc.

Audio: Cassette, 8-tr.
 Hauppauge Tape Mfg. Ltd., 15 Gilpin Ave. Zip: 11788. Tel: 234-6200. Telex:
 (510) 227-8553. Exec. VP: Donald L. Dlesen; Prod'n Control Mgr.:
 Charles Stein
 Audio: Cassette

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, 9 Gilpin Ave. Zip
 11787. Tel: 234 1100. NYC: (212) 291-7600. Pres.: G.D. Thomas; Corp.
 VP R.A. Froehlig. (PKG only—audio & video)
 Branches: Terre Haute, Ind., Modern Album of Indiana Inc.: Nashville,
 Tenn., Modern Album of Tennessee Inc.
 Prestige Label Corp., 255 Oser Ave. Zip 11787. Tel: 273-0020. (PKG—audio
 only)

● **HOLBROOK (Area Code 516)**

ElectroSound Group Inc., 725 Broadway Ave. Zip: 11741. Tel: 567-3700.
 Corp. Pres. Richard H. Burkett; Pres., Music Div.: Dick Maxner; Nat'l
 Sales Mgr.: Ron Roberto. (PKG)
 Plants: Council Bluffs, Iowa, ElectroSound Tape Servs.; Hauppauge, N.Y.,
 Allison Tape Servs.
 Audio: Cassette, 8-tr.

● **HOLTSVILLE (Area Code 516)**

Studio Magnetics Co. Inc., 12 Long Island Ave. Zip 11742. Tel: 289-3400.
 Pres.: George Clahane; VP: Craig M. Balaban; Sales Mgr.: Paul Glantz-
 man.

● **HUNTINGTON (Area Code 516)**

Crystal City Tape Dupl'rs Inc., 48 Stewart Ave. Zip 11743. Tel: 421-0222.
 Pres. Frank L. Russo.
 Audio: Cassette (standard & computer).

● **HUNTINGTON STATION (Area Code 516)**

Shelley Prods Ltd., 220 Broadway Zip 11746. Tel: 423-7090.
 Audio: 8-tr., cassette, open reel.

● **MAMARONECK (Area Code 914)**

Cine Magnetics Video, 650 Halstead Ave. Zip. 10543. Tel: 696-3434; NYC
 (212) 542-0700. WATS: (800) 431-1102. Cable: CINEMAG. Telex: 66150.
 Pres.: Joseph T. Barber Jr., Sales Mgr.: Robert Orzook. (PKG)
 Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta & VHS cas-
 sette, 1/4" CVC cassette

● **MASSENA (Area Code 315)**

Michele Audio Corp., Andrew Street Rd. Zip. 13662. Tel: 769-2448. Pres.:
 Gnette Cormier, Sales Mgr.: Harold Friedman; Adv. Mgr.: Jack Daniels.
 (PKG)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**

A G I (Album Graphics Inc.), 115 W. 55 St. Zip: 10019. Tel: 489-0793. Telex:
 (710) 581-5597. (Sales office only) (PKG only—audio & video).

Adwar Video Corp., 100 Fifth Ave. Zip: 10011. Tel: 691-0976. Telex: 420801.
 Sales Mgr.: Fred Fondeur.
 Video: 1/4" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette.

Album Graphics Inc., see AGI.
 Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn 11219. Tel: 435-7322.
 WATS: (800) 221-6578. Pres.: Anthony A. Maniere; Gen. & Sales Mgr.:
 Greg Cacace; Prod. Mgr.: Rocco Salvatore.

Audio: Cassette, open reel, 8-tr.
 Video: 1/4" U-matic & 1/4" VHS cassette.

Broadcasting Foundation of America, 404 Park Ave. S., Suite 1204, Zip:
 10016. Tel: 679-3388. Chm.: George E. Probst; Sales Mgr.: Barbara Case.
 (PKG)

Audio: Cassette, open reel.
 Columbia Rec. Prod'ns, 51 E. 52 St. Zip: 10022. Tel: 975-4321. (Sales office
 only)

Plant: Pitman, N.J., CBS Recs. Inc.
 Audio: 8-tr., cassette, open reel.
 Cue Rec'gs, 1156 Ave. of the Americas. Zip: 10036. Tel: 921-9221 (PKG).

Audio: Cassette, open reel, 8-tr.
 Delta Rec'g Corp., 16 W. 46 St. Zip: 10036. Tel: 840-1350.
 Audio: 8-tr., cassette, open reel.

Devlin Prod'ns, 150 W. 55 St. Zip: 10019. Tel: 582-5572. Pres.: Sandra Dev-
 lin; Sales Mgr.: Tom McCormick. (PKG)
 Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/4" Beta, VHS & V-2000
 cassette; 1/4" EIAJ open reel, 1/4" CVC cassette

Note: V-2000 cassette available in PAL broadcast mode.
 Direct Rec'gs Inc., 1501 Broadway. Zip: 10036. Tel: 719-9850. Pres.: Marcia
 Wolf. (PKG)

Audio: Cassette, open reel.
 Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. (PKG)
 Audio: 8-tr., open reel.

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 Bill Dawson—V. P. Sales
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Du Art Video, 245 W. 55 St. Zip: 10019. Tel: 757-3681. Telex: 640253.
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Editel New York, 222 E. 44 St. Zip: 10017. Tel: 867-4030. Exec. VP & Gen. Mgr.: Dan Rosen; Sales Mgr.: Shirley Danko.
Video: 2" quad, 1" helical, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212. Tel: 346-6100. Tel: (710) 584-2386. Pres.: Louis Sukoff; Sales Mgr.: Ira Sukoff. (PKG only-audio & video)

Intercontinental Televideo Inc., 13 W. 36 St. Zip: 10018. Tel: 947-9097. Tel: 425-262. Pres.: Gerald Citron; VP: Nigel Toovey. (Video Duplication & Standards Conversion)
Video: 1/4" U-matic, 1/2" Beta, VHS & V-2000 cassette.

LEE-MYLES ASSOCS., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Cable: LEEMYLES.
Audio: Cassette. (SEE ADVERTISEMENT)

M T I, see Modern Telecommunications Inc.

Marvel Packaging Co., 230 W. 17 St. Zip: 10011. Tel: 929-8435. Pres.: Richard Teich; Sales Mgr.: Scott Teich. (PKG only-audio & video)

Modern Telecommunications Inc. (MTI), 885 Second Ave. Zip: 10017. Tel: 355-0510.
Video: 2" quad, 1" helical, 1/4" cassette, 1/2" Beta & VHS cassette.

The Music Connection Inc., 166 Madison Ave. Zip: 10016. Tel: 686-9595. Pres.: Rich Ralton; VP Sales: Fred Levy. (PKG)
Audio: Cassette.

National Rec'g Studios Inc./National Video Center, 460 W. 42 St. Zip: 10036. Tel: 279-2000.
Audio: 8-tr., cassette, open reel.
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

National Video Center, see National Rec'g Studios.

Nostalgia Lane Inc., 230 Fifth Ave. Zip: 10001. Tel: 696-0760.
Owners: Lee Halpern, Nina Mattikow; Sales Mgr.: Wally Russel.
Audio: Cassette, 8-tr.

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 422 Madison Ave. Zip: 10017. Tel: 308-2300. Pres.: Hugh Landy; VP Sales: David Grant. (Executive & Sales Offices only) (PKG)
Plant: Richmond, Ind.
Audio: Cassette.

QUEENS LITHOGRAPHING CORP., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Chief Exec. Officer: Eric Kaltman; Pres.: Leonard Verebay; Sr. VP Sales: Richard Roth. (PKG only-audio & video)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp. (SEE ADVERTISEMENT)

QUINTOLE INC., 40 W. 27 St. Zip: 10001. Tel: 689-9100. Pres.: Michael Halpern; Sales Mgr.: Sonja Chromiak. (PKG)
Audio: 8-tr., cassette, open reel. (SEE ADVERTISEMENT)

R C A Recs., 1133 Ave. of the Americas. Zip: 10036. Tel: 930-4000. Pres.: Robert Summer; Sales Mgr.: Brian Wilson. (Sales & Executive offices)
Plant: Indianapolis, Ind.
Audio: Cassette.

Recorded Publ's Labs. (div. of Recorded Publ's Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. Eastern Reg'l Sales Mgr.: Lee Kalleit. (Sales office only)
Home office: Camden, N.J.
Audio: 8-tr., cassette, open reel, A/V cartridges, digital cassettes

Reel Dupl'rs Inc., 723 Seventh Ave. Zip: 10019. Tel: 944-8977.
Audio: Cassette, open reel.

Regent Sound Studios Inc., 25 W. 56 St. Zip: 10019. Tel: 245-2630. Pres.: Robert Lufin; Gen. & Sales Mgr.: Sandi Morof; Studio Mgr.: Elissa Kline.
Video: 1" type C open reel, 1/4" U-matic cassette.

Reliance Audio Visual Corp., 623 W. 51 St. Zip: 10019. Tel: 586-5000.
Pres.: Gil M. Meyer; Dpns. Dir.: Daniel P. Dagnes.
Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Sadler Rec'g Studio, 118 E. 28 St. Zip: 10016. Tel: 684-0960. (PKG-audio only)
Audio: Cassette, open reel.
Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. (PKG only-audio & video)

ServSound Inc., 35 W. 45 St. Zip: 10036. Tel: 921-0555. (PKG)
Audio: Cassette, open reel.

Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Sales Mgr.: Ken Rosenblum. (Executive offices) (PKG only)
Branches: Los Angeles, Calif.; La Grange, Ga.; Farmingdale, N.Y.

T V R Inc., 333 W. 52 St. Zip: 10019. Tel: 541-4030. VP Mktg.: Allen Schulman; Dpns. Mgr.: James C. Mahoney.
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

United Research Lab Corp., 681 Fifth Ave. Zip: 10022. Tel: 751-4663. Telex: (710) 581-3622. Pres.: George Adams; Sales Mgr.: Rich Klesmunt.
Audio: Cassette, open reel.
Video: 1/2" Beta cassette.

Video Corp. of America/VCA Dupl'g Corp., 231 E. 55 St. Zip: 10022. Tel: 355-1506.
Plants: Leonia, N.J., S/T Videocassette Dupl'g; Huntington Beach, Calif.; Des Plaines (Chicago Metro Area), Ill., Houston, Tex. (all VCA Dupl'g).
Video: 1" helical, 1/4" U-matic cassette, 1/2" Beta & VHS cassette, 1/4" CVC cassette.

Visual Information Systems, 15 Columbus Circle. Zip: 10023. Tel: 541-8080. (PKG)
Video: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Windsor Total Video, 565 Fifth Ave. Zip: 10017. Tel: 725-8080. Bd. Chm.: Bob Henderson; Pres.: Bert Goodman; VP Prod'n & Sales: Bert Saperstein; Opns. Mgr.: Nancy Squire. (PKG)
Video: 1" type C open reel, 1/4" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette, 1/4" CVC cassette.

● **NORTH BELLMORE (Area Code 516)**

Telephone Dynamics Corp., 2473-A Jerusalem Ave. Zip: 11710. Tel: 221-9470.
Audio: Cassette.

● **OCEANSIDE (Area Code 516)**

Burlington Audio Tapes Inc., 106 Mott St. Zip: 11572. Tel: 678-4414. Pres.: Rudy Schwartz.
Audio: Cassette, open reel.

● **PORT CHESTER (Area Code 914)**

Associated Audio Servs. Inc., 181 Westchester Ave. Zip: 10573. Tel: 937-5129. (PKG)
Audio: 8-tr., cassette, open reel, digital filmstrip tracks.

● **ROCHESTER (Area Code 716)**

Visual Horizons, 180 Metro Park. Zip: 14623. Tel: 424-5300. Pres.: Stanley Feingold (PKG)
Audio: Cassette.
Video: 1/4" U-matic cassette, 1/2" VHS cassette.

● **STILLWATER (Area Code 518)**

Wildwood Entertainment Inc., 48 Hillside Colony. Zip: 12170. Tel: 664-3377. Pres.: Vincent Meyer Jr.; VP: Erich Borden. (PKG only-audio)
Home office: Berlin, N.Y.

● **UTICA (Area Code 315)**

Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski.
Audio: Cassette.

● **YONKERS (Area Code 914)**

Dlympic Broadcasting System Inc., 380 Walnut St. Zip: 10701. Tel: 375-0359.
Video: 2" quad, 1" types A & C open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

NORTH CAROLINA

● **CANTON (Area Code 704)**

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans. (PKG-audio & video)
Audio: Cassette, 8-tr.

● **CHARLOTTE (Area Code 704)**

Arthur Smith Studios, PO Box 220551, 5457 Monroe Rd. Zip: 28222. Tel: 536-0424. (PKG)
Audio: Dpen reel.

OHIO

● **CINCINNATI (Area Code 513)**

Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog Jr.; Sales Mgr.: Curt Sellers. (PKG)
Audio: Cassette, open reel.
Video: 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. (PKG)
Audio: 8-tr., cassette, open reel.

Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Rusty York; Gen. Mgr.: Linda York; Sales Mgr.: Rolin Bennett Jr.
Audio: Cassette, 8-tr.

Rite Rec. Prod'n's Inc., 9745 Mangham Dr. Zip: 45215. Tel: 733-5533. Owner: Carl J. Burkhardt; Pres.: VP: Philip M. Burkhardt; VP Prod'n: Lan A. Achley; Sales Mgr.: Dan Burton. (PKG)
Audio: Cassette, open reel, 8-tr.
Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: B. Hyrne.
Audio: Cassette, 8-tr.

● **CLEVELAND METROPOLITAN AREA (Area Code 216)**

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie.
Audio: Cassette, open reel, 8-tr.

The Little Warehouse Inc., 4906 Van Epps Rd. Zip: 44131. Tel: 398-0022. (PKG)
Audio: Cassette, 8-tr.
Storcraft Inc., 18628 Detroit Ave., Lakewood 44113. Tel: 221-4722. (PKG)
Audio: Cassette.

● **COLUMBUS (Area Code 614)**

Magnetic Studios, 4784 N. High St. Zip: 43214. Tel: 262-8607.
Audio: Cassette, open reel.
Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander.
Audio: Cassette, open reel, 8-tr.

● **YOUNGSTOWN (Area Code 216)**

United Audio Rec'g Studio, 5947 Stillson Pl. Zip: 44512. Tel: 758-5463. Pres.: William Warner; Gen. & Sales Mgr.: Ray Nevel.
Audio: 8-tr., cassette, open reel.

OKLAHOMA

● **OKLAHOMA CITY (Area Code 405)**

Video One Inc., 1216 N. Blackwelder. Zip: 73106. Tel: 948-1290.
Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

● **TULSA (Area Code 918)**

C E S Tapes, 2500 N. Hemlock Circle, Broken Arrow 74012. Tel: 258-7669. (PKG)
Audio: 8-tr., cassette, open reel.
Video: 1/4" cassette, 1/2" Beta & VHS cassette, 1/4" V-2000 cassette, 1/4" CVC cassette.

I T I Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. (PKG)
Audio: Cassette, open reel.

OREGON

● **PORTLAND (Area Code 503)**

Northwestem Inc., Motion Pictures & Rec'g, 1224 SW Broadway. Zip: 97205. Tel: 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher (PKG)
Audio: Cassette, open reel.

PENNSYLVANIA

● **BETHLEHEM (Area Code 215)**

Mystic Oak Recs., 1727 Elm St., Complex C. Zip: 18017. Tel: 865-1083. Talent Coord.: W.J. Concevitch; Prod'r: Bill Byron. (PKG)
Audio: Cassette, open reel, 8-tr.

● **LANCASTER (Area Code 717)**

Spectrum Fidelity Magnetics, 1770 Lincoln Hwy. E. Zip: 17602. Tel: 295-9275. Sales Mgr.: John Yoder. (PKG)
Audio: Cassette, open reel, 8-tr.

● **MECHANICSBURG (Area Code 717)**

Baldwin Sound Prod'n's Inc./HRC Printing, 5252 E. Trindle Rd. Zip: 17055.

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Audio: Cassette, open reel, 8-tr.

● PHILADELPHIA METROPOLITAN AREA (Area Code 215)

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia 19406.
Tel: 272-8500. Pres.: John Ballantyne; VP Sales: John Butterworth. (PKG)
Audio: Cassette, open reel, 8-tr.

Video: ½" U-matic & ½" Beta & VHS cassette.
DISKMAKERS INC., 925 N. Third St. Zip: 19123. Tel: 627-2277, NYC Tel:
(212) 966-3185. Pres.: Morris Ballen; VP: Paul Denny. (PKG)
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

MarketDyne Int'l, 1600 Arch St. Zip: 19101. Tel: 241-2935. (PKG)
Video: 1" helical & ½" EIAJ open reel, ½" U-matic cassette, ½" EIAJ
cartridge.

● PITTSBURGH (Area Code 412)

Audio Innovators Inc., 216 Blvd. of the Allies. Zip: 15222. Tel: 471-6220.
Pres.: Norman J. Cleary.

Audio: Cassette, open reel, 8-tr.
Video: 1" helical, ½" U-matic
George Heid Prod'n & AV Prods., 701 Washington Rd. Zip: 15228. Tel: 561-
3399. (PKG—audio & video)
Audio: Cassette, open reel.

● PRIMOS (Area Code 215)

E. J. Stewart Inc., 525 Mildred Ave. Zip: 19018. Tel: 626-6500. Gen. Mgr.:
Harry Hartman.

Video: 2" quad & 1" type C open reel, ½" U-matic cassette, ½" VHS
cassette.

● SCRANTON (Area Code 717)

KEYSTONE PRINTED SPECIALTIES CO. INC., 321 Pear St. Zip: 18505. Tel:
346-1761. Telex: (510) 671-4619. Pres.: M.C. Fischer; Sales & Adv. Mgr.:
Martin C. Fischer. (PKG only—audio & video) (SEE ADVERTISEMENT)
SPECIALTY RECS. CORP., (div. of WEA Mfg. Inc.), 1400 E. Lackawanna Ave.,
Olyphant 18447. Tel: 383-2471. Telex: (510) 656-3060.
Audio: Cassette. (SEE ADVERTISEMENT)

● WARREN (Area Code 814)

Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948. Zip: 16365.
Tel: 723-8600. Telex: 914542. (PKG only—audio)

SOUTH CAROLINA

● GREENVILLE (Area Code 803)

Custom Rec'g & Sound Inc., PO Box 7647, 1225 Pendleton St. Zip: 29610.
Tel: 269-5018. Pres.: Robert W. Edwards; Sales Mgr.: Jim Ball. (PKG)
Audio: Cassette, open reel, 8-tr.

Video: ½" U-matic cassette, ½" Beta, VHS & V-2000 cassette, ½" CVC
cassette.

● MYRTLE BEACH (Area Code 803)

Dee-Bee Rec'g Serv., 704 Ninth Ave. S. Zip: 29577. Tel: 448-8091. Pres.:
Stan Deppen Jr.; Sales Mgr.: Kenneth Deppen; Adv. Mgr.: Pat Gerrick.
(PKG)
Audio: Cassette, open reel.

TENNESSEE

● CHURCH HILL (Area Code 615)

S & S Custom Tapes Inc., Rt. 4, Box 328-A. Zip: 37642. Tel: 357-8273. Pres.:
Mike Shipley. (PKG)
Audio: Cassette, 8-tr.

● MEMPHIS (Area Code 901)

Shoe Prod'n Inc., PO Box 12025. Zip: 38182-0025. Tel: 458-4496. Pres.:
Warren E. Wagner; Sales Mgr.: Leigh Oavis.
Audio: Open reel.

● MURFREESBORO (Area Code 615)

Volunteer Rec. Pressing Inc., PO Box 956, 1142 Haley Rd. Zip: 37130. Tel:
890-3222/3234, 244-3535. Co-Owners: Jimmy & Debbie Lenahan. (PKG)
Audio: Cassette.

● NASHVILLE AREA (Area Code 615)

Columbia Rec. Prod'n, 34 Music Square E. Zip: 37203. Tel: 742-4321.
(Sales office only)

Plant: Pitman, N.J., CBS Recs. Inc.
Audio: Cassette, open reel.

CUSTOM TAPE DUPL'RS INC., 341 Hill Ave. Zip: 37210. Tel: 256-1728.
(PKG)

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)
Fanta Professional Servs., 1213 16 Ave. S. Zip: 37212. Tel: 327-1731. Pres.:
Johnny Rosen.

Audio: Cassette, open reel.
Video: 2" quad, ½" U-matic cassette, ½" Beta & VHS cassette.

Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811.
(PKG)

Audio: Cassette, open reel.
Gusto Recs. & Tapes, Elm Hill Pike. Zip: 37210. Tel: 889-8000. Telex: (810)
371-1055.

Audio: 8-tr., cassette.
Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: 255-7461.
(PKG only—audio & video)

Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.
National Tape Corp., 1110 48 Ave. 203. Tel: 244 1124. Pres.: John Ivanits;
Sales Mgr.: Martha Ivanits.

Audio: Cassette, 8-tr.
Southern American Rec. Pressing Co. Inc.—Tel: 256-2521—see Sound of
Nashville.

Volunteer Rec. Pressing Inc., 1014 17 Ave. S. Zip: 37212. Tel: 327-4813. Co-
Owners: Jimmy & Debbie Lenahan. (PKG)

Plant: Murfreesboro, Tenn.
Audio: Cassette.

TEXAS

● AUSTIN (Area Code 512)

P S G Rec'g Studio, PO Box 1482 4322-A N. Lamar Blvd. Zip: 78767. Tel:
454-5653. Pres.: Pedro S. Gutierrez.

Audio: 8-tr., cassette, open reel.
● DALLAS (Area Code 214)

At The Top Audio-Video Dupl'rs, 13619 Neutron. Zip: 75234. Tel: 980-7671.
Gen. Mgr.: Chad Wrtmeyer. (PKG)

Audio: Cassette.
Video: ½" U-matic, ½" Beta & VHS cassette.

THE PRESSING PLANT, 2727 Irving Blvd. Zip: 75207. Tel: 630-6401. Gen.
Mgr.: Phil Kalan. (PKG)

Audio: Cassette, 8-tr.
Tapemasters Inc., PO Box 38651. Zip: 75238. Tel: 349-0081. (PKG)

Audio: Cassette, open reel.
● FORT WORTH AREA (Area Code 817)

Oakridge Music Rec'g Studio, 2001 Elton Rd., Haltom City 76117. Tel: 838-
8001. Eng.: Homer Lee Sewell.

Audio: Cassette, open reel.
● HOUSTON (Area Code 713)

Jones Tape Dupl'g Inc., 1523 Blair. Zip: 77008. Tel: 869-3327. Pres.: Doyle
E. Jones. (PKG)

Audio: Cassette, 8-tr.
V C A Dupl'g, 4131 Directors Row. Zip: 77092. Tel: 682-8600.

Home office: New York, N.Y., Video Corp. of America.
Video: ½" U-matic cassette, ½" Beta & VHS cassette, ½" CVC cassette.

● SAN ANTONIO (Area Code 512)

A S I (Abaddon/Sun Inc.), PO Box 6520, 10330 Kotzebue. Zip: 78209. Tel:
824-8781.

Audio: Cassette, open reel.
Joey Recs. Inc., 6703 W. Commerce. Zip: 78227. Tel: 432-7893. Pres.: Joey

Lopez; Sales Mgr.: Javier Benavidez.
Audio: Cassette, 8-tr.

Marsal Prod'n Inc., 1735 Castroville Rd. Zip: 78237. Tel: 433-9351.
Audio: 8-tr., cassette.

TEXAS REC. MFG. INC., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. (PKG)
Audio: 8-tr.

● WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills Dr. Zip:
76710. Tel: 776-6553. Pres.: Mack McLain; Sales Mgr.: Ralph Ratiff.

(PKG)
Audio: Cassette.

UTAH

● PROVO (Area Code 801)

Sound Concepts, 108 W. Center. Zip: 84601. Tel: 375-7333. Owner: Michael
Jensen.

Audio: Cassette.
● SALT LAKE CITY (Area Code 801)

Bonneville Prod'n, 130 Social Hall Ave. Zip: 84111. Tel: 237-2400. Telex:
(910) 925-5266.

Audio: Cassette, open reel.
Video: 1" helical, ½" U-matic & ½" Beta & VHS cassette.

Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-266. Zip: 84107. Tel:
261 1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase.

Audio: Cassette, open reel, 8-tr.
Covenant Rec'g Inc., PO Box 26817, 1345 Major St. Zip: 84126. Tel: 487-
1096. Pres.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund. (PKG)

Audio: Cassette.
Music Central (a Sound Column Co.), 46 E. Herbert Ave. Zip: 84111. Tel:
355-5327. Pres.: Ron Simpson; Sales Mgr.: Clive Romney.

Audio: Cassette.

VERMONT

● BURLINGTON (Area Code 802)

RESOLUTION INC., 1 Mill St. Zip: 05401. Tel: 862-8881. Dupl'n Chief: Ty
Atherholt. (Real time dupl'n)

Audio: Cassette (chrome).

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● OLYMPIA (Area Code 206)

Sound Preservers Co., 911 E. Fourth Ave. Zip: 98506. Tel: 352 9097. Owner:
Allen P. Giles.

Audio: Cassette, open reel

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● MILWAUKEE (Area Code 414)

A & B Cassette Dupl'g, 1502 S. 87, West Allis 53214. Tel: 774-7250.
Audio: Cassette.

Audio Cassette Dupl'rs of Wisconsin, PO Box 17672, 159 E. Silver Spring Or.
Zip: 53217. Tel: 961-1635. Pres.: John W. Shutter; Gen. Mgr.: G. Miller;

Sales Mgr.: J. Stoeker.
Audio: Cassette, open reel, 8-tr.

Video: ½" U-matic cassette, ½" Beta, VHS & V-2000 cassette.
Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 527-
3127. (PKG—labeling service only)

Audio: 8-tr., cassette, open reel.
Orange Prod'n House, 6055 W. Fond du Lac. Zip: 53218. Tel: 461-3600.

Pres.: Larry Lee Hansen; Gen. Mgr.: Todd Scott; Sales Mgr.: Kay Yaeger.
(PKG)

Audio: Cassette, open reel.
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Al-Len Cutting Co., 109 S. Fifth St., Brooklyn, N.Y. 11211. Tel: (212) 782-2322. Contact: Sam Lempert.

Product: Record divider cards.

Art-Phyl Creations, 16250 NW 48 Ave., Miami, Fla. 33014. Tel: (305) 624-2333. WATS: (800) 327-8318. Pres.: Art Hochman; Sales Mgr.: Martha Olson.

Product: Disk & tape display racks (audio & video).

G. Benson & Co. Printers Inc., 75 Spring St., New York, N.Y. 10012. Tel: (212) 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson.

Product: Disk & tape divider cards, disk & tape browser boxes.

Ted Bushman Signs, 627 Broadway, Massapequa, N.Y. 11758. Tel: (516) 798-8590.

Product: Disk & tape divider cards & signs.

Carter Corp., PO Box 5185, Rockford, Ill. 61125. Tel: (815) 397-3200.

Product: CARTER CRAFT disk display racks (audio & video).

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CREATIVE STORE EQUIP. INC., PO Box 933, Terrell, Tex. 75160. Tel: (214) 563-5869. (SEE ADVERTISEMENT)

Product: Record & tape display racks, tape security systems.

Crown Store Equip. Co., PO Box 400, 1302 Kittle Rd., Holland, Ohio 43528. Tel: (419) 865-1394. Pres.: V.W. Hansen; Sales Mgr.: Joe Judge.

Product: Disk & tape browser boxes (audio & video), disk & tape display racks (audio & video); disk security systems (audio & video).

Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-4106.

Product: Record & tape divider cards.

Custom Interior Designs Inc., 8148 Vine St., Cincinnati, Ohio 45216. Tel: (513) 821-5666.

Product: Disk & tape browser boxes (audio & video), disk & tape display racks (audio & video).

Dajm Corp., 1 Willow St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.

Product: MDMARK record browser boxes, record & tape display racks.

Design Fabrications Inc., 1090 Wheaton St., Troy, Mich. 48084. Tel: (313) 689-8206. Pres. & Sales Mgr.: Bruce R. Dych.

Product: Record & tape display racks (custom).

Dielectrics Inc., 300 Burnett Rd., Chicopee, Mass. 01020. Tel: (413) 598-8308.

Product: Record & tape divider cards (custom).

Distec Inc., 1759 Market Circle, No. 3-A, Port Charlotte, Fla. 33952. Tel: (813) 625-4321. Pres. Fred E. Martinitz.

Product: Top E TAPE CENTER tape display racks (audio & video).

Electra Display, 122 W. 27 St., New York, N.Y. 10001. Tel: (212) 924-1022. Pres. & Sales Mgr.: Daniel Ruderman.

Product: Disk & tape browser boxes (audio & video), disk & tape display racks (audio & video), plastic displays, moving signs, display lighting.

EUREKA PRODS., 11116 Downs Rd., Pnerville, N.C. 28134. Tel: (704) 588-0071.

Product: Tape display & audio cases.

Fidehpac Corp., PO Box 808, Moorestown, N.J. 08507. Tel: (609) 235-3900.

Telex: (710) 897-0254.

Product: Tape display racks.

Fixture Concepts Inc., PO Box 88271, 104 Nelson Ave., Tukwila, Wash. 98188. Tel: (206) 226-1450. Gen. Mgr.: Jerry Schoeler; Sales Mgr.: John Collum.

Product: Disk & tape display racks (audio & video).

Forest Packaging Corp., 542 Factory Rd., Addison, Ill. 60101. Tel: (312) 543-7035.

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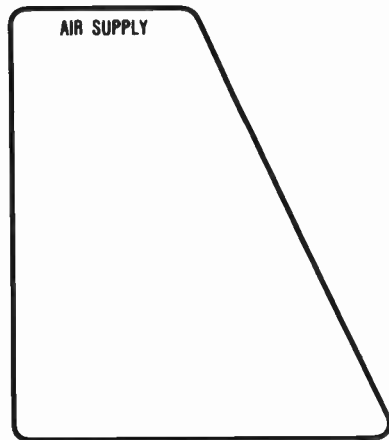
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Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave., Los Angeles, Calif. 90058. Tel: (213) 587-3131. Exec. VP: Russel Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern; Display Div. Dir.: Jerry Gotschall.
 Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel: (212) 387-1745.
 Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) display racks.

LE-BO/PEERLESS CORP., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600. Pres.: Patrick Mastroraro; Nat'l Sales Mgr.: Larry Jacobson.
 Product: Disk & tape divider cards (audio). (SEE ADVERTISEMENT)

Liberty Fixture Inc., PO Box 8431, Stockton, Calif. 95208. Tel: (209) 948-1176. Pres.: Lenard Semler; Sales Mgr.: Walt Ross.
 Product: Disk & tape display racks (audio & video).

Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Telex: 914542.
 Product: Record & tape browser boxes.

Mallory Dist'r Prods. Co., 3029 E. Washington Ave., Indianapolis, Ind. 46201. Tel: (317) 636-5353.
 Product: Tape display racks.

MARGOLD SILK SCREEN DESIGNS INC., 1058 Broadway, Albany, N.Y. 12204. Tel: (518) 463-2236. Pres.: Marvin B. Kahn; Sales Mgr.: Jana B. Kahn.
 Product: Record & tape divider card strips, custom "in-store" signs. (SEE ADVERTISEMENT)

Metacom Inc., 1401-B W. River Rd., Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: Jim McCann; Nat'l Sales Mgr.: Tom D'Leary.
 Product: Tape display racks (audio).

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, 9 Gilpin Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-1100. NYC: (212) 291-7600. Pres.: G.D. Thomas; Corp. VP: Rollie Froehlig.
 Branches: Terra Haute, Ind., Modern Album of Indiana, 1299 Voorhees St. Zip: 47808. Tel: (812) 235-6001. Pres.: Rollie Froehlig-Nashville, Tenn., Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: (615) 255-7461.
 Product: Disk & tape browser boxes (audio & video), disk & tape divider cards (audio & video).

Monark, see Dajim.

PAK-WIK CORP., 128 Tivoli St., Albany, N.Y. 12207. Tel: (518) 465-4556. Pres.: Samuel A. Strasser; Sales Mgr.: Myron S. Strasser Jr.
 Product: Tape browser boxes (audio & video). (SEE ADVERTISEMENT)

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres.: Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.
 Product: Disk display racks (audio).

R. P. Prods., PO Box 54, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: Roy Pink; Sales Mgr.: D. Pink.

Product: Disk & tape display racks (audio & video), corrugated store displays (stock & multi-color).

Raynor Sales Co. Inc., 1803 S. Hope St., Los Angeles, Calif. 90015. Tel: (213) 742-0888. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Nori Abrams.
 Product: Disk & tape browser boxes, disk & tape display racks, disk & tape divider cards (all audio).

RECOTON CORP., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Cable: RECOTON NEW YORK. Telex: 236047. Pres.: Robert L. Burchardt; Sales Mgr.: George Calvi.
 Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards. (SEE ADVERTISEMENT)

Ryco, 794 Forest Rd., Atlanta, Ga. 30301. Tel: (404) 522-9726.
 Product: Point-of-purchase displays.

Scotch, see 3M.

SECURITY MARSHALLS, 6425 Hollywood Blvd., Suite 410, Hollywood, Calif. 90028. Tel: (213) 466-9107. (Security Servs.) (SEE ADVERTISEMENT)

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegel; Sales Mgr.: R. Siegel.
 Product: Disk display racks.

Shorewood Packaging Corp., 10 E. 53 St., New York, N.Y. 10022. Tel: (212) 371-1500. Pres.: Paul Shore; Sales Mgr.: Ken Rosenblum.
 Product: Store displays.

Starbrite Video Advertiser, see Voorhies.

STAR TITLE STRIP CO. INC., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Mgr.: Ed Fedorchak.
 Product: Disk & tape divider cards (audio). (SEE ADVERTISEMENT)

T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Tel: (516) 625-0100. Telex: 144535. Pres.: Rocky Kawakami; VP Sales & Mktg.: Terry Tsutsui; Nat'l Consumer Sales Mgr.: Doug Chatburn; Nat'l Ind'l Sales Mgr.: Ed Pessara; Nat'l Adv. Mgr.: Lou Abramowitz; Mid-Atlantic Reg'l Sales Mgr.: Mike Luby.
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 WATS: (800) 854-0123. Western Reg'l Sales Mgr.: Gene Dunham; Southwestern Reg'l Sales Mgr.: John Jezsik-Marietta, Ga., 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Southeastern Reg'l Sales Mgr.: Kevin Young; Mid-American Reg'l Sales Mgr.: Mark Carpenter-Baensenville, Ill., 1065 Thorndale Ave. Zip: 60106. Tel: (312) 595-3490. Midwestern Reg'l Sales Mgr.: Lynn Kiff; Mideastern Reg'l Sales Mgr.: Chuck Roth.
 Product: Tape display racks (audio & video).

The Tape Center, see Distec.

3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110.
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Validex, see Graphic Security Systems.

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Vulcan Binder & Cover (div. of EBSCD Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241.
 Product: Tape display racks.

Dick Wagner, 5930 Penfield Ave., Woodland Hills, Calif. 91367. Tel: (213) 992-6266.
 Product: Disk & tape display racks (audio & video).

Willis Music Co., 7380 Industrial Rd., Florence, Ky. 41042. Tel: (606) 283-2850.
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Wiremaid Prods. Corp. (div. of Vutec Metal Inds. Corp.), 60 West Ave., Patchogue, N.Y. 11772. Tel: (516) 475-0193. Telex: 221601. Pres.: Howard L. Sinkoff; Sales Mgr.: Robert Kassover.
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Audio: 8 tr.
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 Gage Molding Inc., Scarborough Plaza, Rt. 1, Box 717, Scarborough, Me. 04074. Tel: (207) 883-6316. Pres.: Michael Throver. (Audio & Video)
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Audio: Cassette guide rollers, keyhole hubs.
Max Sound, see Joyce Molding.
Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: Jim McCann; Nat'l Sales Mgr.: Tom O'Leary.
Audio: REZOUND cassette parts.
Minnesota Rubber Co., 3630 Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 927-1400. Pres.: John Rentschler; Sales Mgr.: Del Carter.
Audio: 8-tr. pinch & drive rollers.
Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668.
Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38301. Tel: (901) 423-0810.
Audio: Cassette parts.
O K U-Automatic, see Chet Dunn.
OVERLAND PRODS. CO. INC., PO Box 567, 1687 Airport Rd., Fremont, Neb. 68025. Tel: (402) 721-7270. Telex: 484522. Pres. & Sales Mgr.: Howard J. Pearson.
Audio: 8-tr. & cassette pressure pads, pins & shields. (SEE ADVERTISEMENT)
Respond Int'l Recs. Inc., 1190 Miraloma Way, Suite Y, Sunnyvale, Calif. 94086. Tel: (408) 245-1351. Cable: RESPOND. Telex: (910) 339-9584.
Pres.: Ronald L. Akin (Audio & Video)
Rezound, see Metacom.
Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888.
Audio & Video: Plastic & rubber injection molding machines for tape parts.
Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Pres.: Edward Monett; VP: Jack E. Monett; Sales Mgr.: Robert Ligon.
Audio: 8-tr. pinch rollers.
SHAPE INC., PO Box 366, Bidddeford Ind'l Park, Bidddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; VP Sales, Ribbon Cartridge Div.: Lloyd Pomeroy; Audio Prods.: Michael Tremblay.
Audio: Cassette hubs, pins, pressure pads, rollers, shells, shields.
Video: VHS cassette parts. (SEE ADVERTISEMENT)
Specialty Composites Corp., Delaware Ind'l Park, Newark, Del. 19713. Tel: (302) 738-6800.
Audio: Pressure pads.
Tapeponents Inc., see J.C. Anglum.
TRANS-AM INDS. INC., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000.

Audio: Cassette hubs, double flanged rollers, slip sheets, stainless steel pins, tabs. (SEE ADVERTISEMENT)
Ultra-Dynamic, see Ultra Specialty.
Ultrasound, see Ultra Specialty.
Ultraspec, see Ultra Specialty.
Ultra Specialty Inc., 20700 S. Belshaw Ave., Carson, Calif. 90746. Tel: (213) 537-8850. WATS: (800) 421-2245. Cable: ULTRASPEC. Telex: 194566.
Pres.: Don Wong; Sales Mgr.: Yolanda Middleton.
Audio: ULTRASOUND, ULTRA-DYNAMIC, HI-ENERGY cassette parts.
Video: ULTRASPEC videocassette parts.
Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
Audio: 8-tr. -snap & screw-type halves, bronze & foam type pressure pads, platforms; cassette-sonic, screw & snap type halves, stainless steel pins, pressure pads, mu-metal shields, hubs, double flanged idler rollers, window, teflon, graphite & polyester shield gaskets & liners & stainless steel pins.

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Video: Beta, VHS & U-matic cassette, open reel.
Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXROM. Telex: 425233.
Audio: 8-tr. cassette.
J.C. Anglum Co. Inc./Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres.: J. Clifford Anglum.
Audio: 8-tr., cassette.
Athena Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500.
Corp. office: Hauppauge, N.Y., 1290 Motor Pkwy. Zip: 11787. Tel: (516) 234-2010.
Audio: 8-tr., cassette.
AUDIO INDS. INC., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)
Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121.
Audio: 8-tr.
Carter Corp., PO Box 5185, Rockford, Ill. 61125. Tel: (815) 397-3200. Cable: CARTERCORP.
Audio: CARTER CRAFT reels.
Carter Craft, see Carter Corp.
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Audio: Screw-type cassettes, mini-cassettes.

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Audio: C-O cassette. (SEE ADVERTISEMENT)

Continental Electronics, 622 Venice Blvd., Marina del Rey, Calif. 90291. Tel: (213) 822-2045. Cable: CONTELEC. Pres.: E.L. Ellman, Sales Mgr.: John Adams.

Audio: C-O cassette

Video: Beta, VHS & U-matic V-O cassettes.

DATA PACKAGING CORP., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Richard Morningstar, VP Sales: Gene Hull.

Audio: C-O cassettes (mini, micro & standard Philips) (SEE ADVERTISEMENT)

Dyna/Day Plastics Inc. (sub. of American Sound), 6270 S. Country Club Rd., Tucson, Ariz. 85706. Tel: (602) 746-1001.

Sales office: **North Hollywood, Calif.**, 8120 Webb Ave. Zip: 91604. Tel: (213) 768-6100.

Audio: 8-tr., cassette.

Electronic Homes Co., 234 Fifth Ave., New York, N.Y. 10001. Tel: (212) 689-9332. Pres.: George T. Saddler, Sales Mgr.: Joseph Gaffney.

Audio: TOYOTA C-O cassettes

Video: MR. CASSETTE V-D videocassettes.

EL MAR PLASTICS INC., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Cable: ELMAR. Telex: (910) 346-6940.

Audio: 8-tr., cassette (5-screw & sonic welded), 3", 5" & 7" open reels. (SEE ADVERTISEMENT)

Essay, see Sound-Arts.

Fidelipac Corp., PO Box 808, Moorestown, N.J. 08057. Tel: (609) 235-3900. Telex: (710) 897-0254.

Audio: FIDELIPAC, MASTER CART broadcast cartridges (A, AA, B & C sizes).

FILAM NAT'L PLASTICS INC., 13984 S. Orange Ave., Paramount, Calif. 90723. Tel: (213) 630-2500.

Audio: Cassette (5 screw & sonic weld). (SEE ADVERTISEMENT)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100.

Audio: Cassette.

I.P.S., see Inches Per Second.

I.T.I., see Investment Technology.

Inches Per Second Inc., PO Box 496, 1601 Ninth Ave., Bohemia, N.Y. 11716. Tel: (516) 585-9600. Telex: (510) 227-1585. Pres.: William Prechtel, Sales Mgr.: Douglas Scott.

Audio: C-O cassette (5 screw & sonic welded)

Video: VHS V-D cassette.

Investment Technology Inc., 1940 124 Ave. NE, Suite 107, Bellevue, Wash. 98005. Tel: (206) 454-7720. Pres.: David P. Hilliard.

Audio: 111 C-O cassettes.

Joyce Molding Corp., 501 Division St., Boonton, N.J. 07005. Tel: (201) 334-2020. Pres.: E.F. Joyce, Sales Mgr.: E.F. Joyce Jr.

Audio: MAX SOUND 8-tr., cassette

Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. WATS: (800) 528-4840. Pres. & Sales Mgr.: Keyvan Mokhtarian.

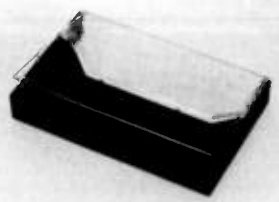
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LENCO CO., PO Box 160, Waverly, Neb. 68462. Tel: (402) 786-7488. Pres.: Don Leonhardt, Mktg. Dir.: Brad Harse, Sales Mgr.: Daryl Chapelle.

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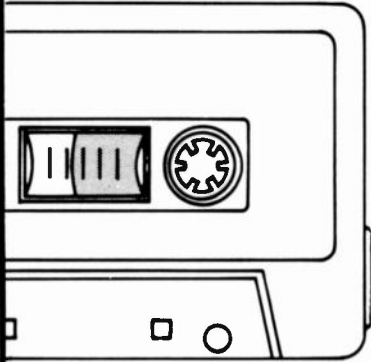
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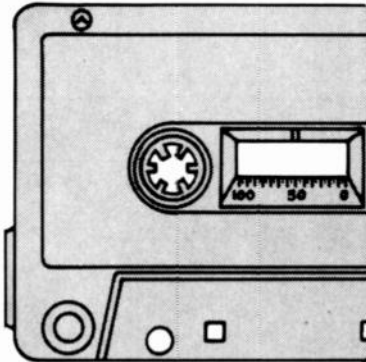


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- M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-5544.
Audio: 8-tr., cassette, reels.
- Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Pres.: Aaron Wasserstrom; Sales Mgr.: Paul Mastroianni.
Audio: C-D cassette.
Video: V-D cassette.
- Marmac, see Mastro.
- Master Cart, see Fidelipac.
- Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600.
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- Max Sound, see Joyce Molding.
- Meister Mfg. Co., PO Box 633, 9700 Washburn Rd., Downey, Calif. 90241. Tel: (213) 803-1198. Pres. & Sales Mgr.: J. Meister.
Audio: Aluminum reels.
- Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668.
Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38301. Tel: (901) 423-0810.
Audio: 8-tr., cassette.
- Mr. Cassette, see Electronic Homes.
- Molded Ind'l Plastics Inc., 151 Wakelee Ave., Ansonia, Conn. 06401. Tel: (203) 735-2331.
Audio & Video: MIP reels.
- Plastic Reel Corp. of America, 475 Boulevard, Elmwood Park, N.J. 07407. Tel: (201) 796-6600. Telex: 133552. Pres.: Frank P. Giglio; VP Sales: Pat Baccarella.
Branches: North Hollywood, Calif., 8140 Webb Ave. Zip: 91605. Tel: (213) 504-0400. Contact: Vince Carabello—Chicago, Ill. 701 W. Erie St. Zip: 60610. Tel: (312) 942-1950. Contact: Gunther Ries—New York, N.Y., 43 W. 61 St. Zip: 10023. Tel: (212) 541-6464. Contact: Janet Giardelli.
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- R J A, see See Hear.
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- See Hear Inds. (div. of RJA Inc.), PO Box 4529, 717 E. Artesia Blvd., Carson, Calif. 90741. Tel: (213) 516-0315. Pres.: Ray Jacobs.
Audio: RJA cassette.
Video: RJA 1/2" Beta & VHS cassette.
- SHAPE INC., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; VP Sales: Ribbon Cartridge Div.: Lloyd Pomber; Audio Prods.: Michael Tremblay.
Audio: 8-tr., C-D cassette.
Video: VHS V-D cassette. (SEE ADVERTISEMENT)
- Sound-Arts Co. Inc., 5 Cindy Ln., Asbury Park, N.J. 07712. Tel: (201) 493-8666. Pres.: Charles J. Gspann; VP Sales: Frank M. Gspann.
Audio: ESSAY C-D cassettes.
- T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Tel: 144535. Pres.: Rocky Kawakami; VP, Sales & Mktg.: Terry Tsutsui; Nat'l Consumer Sales Mgr.: Doug Chatburn; Nat'l Ind'l Sales Mgr.: Ed Pessara; Nat'l Adv. Mgr.: Lou Abramowitz; Mid-Atlantic Reg'l Sales Mgr.: Mike Luby.
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- Tape-A-Thon Corp./CaVox Stereo Prod'ns, 502 S. Isis Ave., Inglewood, Calif. 90301. Tel: (213) 776-7933. WATS: (800) 421-1029. Pres.: Lee Tate; Sales Dir.: Robert Mayfield.
Audio: Cassette, open reel, NAB cartridge.
- Tapeponents Inc., see J.C. Anglum.
- Tegeer Mds. Inc., 8-12 St., Baine, Wash. 98230. Richmond, B.C. Canada. Tel: (604) 270-8682. Pres.: Gordon Cleasby. (Manufacturer's Rep.)
Audio: C-O cassettes.
- Thalco Audio Inc., 2 Dickens Ave., Dix Hills, N.Y. 11746. Tel: (516) 667-1616. Chief Exec.: Michael Thaler.
Audio: 8-tr., cassette.
Video: Beta & VHS cassette.
- 3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55144. Tel: (612) 733-1110.
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Video: Beta & VHS V-D cassette.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward D. Praeger.

Audio: 8-tr., cassette, open reel.

Video-Pak, see Plastic Reel.

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Sheldon Gunsberg; Sales Mgrs.: Hubie Marshall, Leslie Grundy.

Gilmore Envelope Corp., 4540 Worth St. Zip: 90063. Tel: 268-3401.

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S.

Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen.

Mgr.: Del Eaton; Sales Mgr.: Arthur Kern.

Home office: New York, N.Y.

P W Rec. Mfg. Corp., 12848 Weber Way, Hawthorne 90250. Tel: 678-4346.

Pres. & Sales Mgr.: Jim Doyle. (45 & LP)

RAINBOW REC. MFG. CORP., 1738 Berkeley St., Santa Monica 90404. Tel: 829-

3476/0355. Telex: (910) 343-7420. Pres.: Jack G. Brown; Prod'n Super-

visor: Steve Sheldon. (45 & LP) (SEE ADVERTISEMENT)

Raynor Sales Co. Inc., 1803 S. Hope St. Zip: 90015. Tel: 742-0888. Pres. &

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Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308

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• DETROIT METROPOLITAN AREA (Area Code 313)

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480.

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• CARSON CITY (Area Code 702)

GOPHER PRODS. CORP., PO Box 1812, 2201 Lockheed Way. Zip: 89701. Tel:

882-9333. WATS: (800) 648-0958. Pres.: Warren Perkins. (SEE ADVER-

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Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Telex: 138767.

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• HAUPPAUGE (Area Code 516)

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11787. Tel: 234-1100; NYC (212) 291-7600. Pres.: G. D. Thomas; Corp.

VP.: R.A. Froehlig. (45 & LP)

Branches: Terre Haute, Ind., Modern Album of Indiana Inc.; Nashville,

Tenn., Modern Album of Tennessee Inc.

• HOLBROOK (Area Code 516)

ElectroSound Group Inc., 725 Broadway Ave. Zip: 11741. Tel: 567-3700.

Corp. Pres.: Richard H. Burkett; Music Div. Pres.: Dick Meiner, Nat'l

Sales Mgr.: Ron Roberto. Local plant: Andrews-Nunnery Envelope & Pa-

per Co., 2175 Fifth Ave., Ronkonkoma 11779. Tel: 467-2000. Pres.: Rich

Renda.; Plant Mgr.: William Hamilton. (45 & LP)

• NEW YORK METROPOLITAN AREA (Area Code 212)

A G I (Album Graphics Inc.), 115 W. 55 St. Zip: 10019. Tel: 489-0793. Telex:

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Home office: Melrose Park (Chicago Metropolitan Area), Ill.

G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925-7100.

Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson. (45 & LP)

Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 855-

7755.

Canover Inds., 48 St. & Maspeth Ave., Maspeth 11378. Tel: 456-8900.

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. Telex:

666669.

Gem-Bilt Container Corp., 48 20 50 Ave., Woodside 11377. Tel: 729-8200.

Pres. & Sales Mgr.: Daniel Goodstein.

Guaranteed Printing Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410.

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MENT)

• SCRANTON (Area Code 717)

KEYSTONE PRINTED SPECIALTIES CO. INC., 321 Pear St. Zip: 18505 Tel
346-1761. Telex: (510) 671-4619. Pres.: M.C. Fischer; Sales Mgr.: Martin
C. Fischer. (45 & LP) (SEE ADVERTISEMENT)

TENNESSEE

• NASHVILLE (Area Code 615)

Album Globe Dist'n Co. Inc., PO Box 1569, City Square, 260 W. Main, Suite
107, Hendersonville 37075. Tel: 824 9100 Pres.: Mike Shepherd; Adv.
Mgr.: Keith Stewart. (LP & 45)

Color Craft Lithographics (div. of Super Prod'n Inc.), PO Box 1569, 31 In-
dustrial Park Dr., Hendersonville 37075. Tel: 822-5080. Pres.: Mike
Shepherd; Sales Mgr.: Randy Pepper. (45 & LP)

Melodice Ent's. Inc., PO Box 1010, Hendersonville 37075 Tel. 329 9492
Pres. & Sales Mgr.: Dee Mullins. (45 & LP)

TEXAS

• DALLAS (Area Code 214)

THE PRESSING PLANT, 2727 Irving Blvd. Zip: 75207 Tel. 630-6401 Gen
Mgr.: Phil Kalan. (45 & LP)

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82009. Tel: 638-8733
Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. (45 & LP)

JACKETS & SLEEVES

CALIFORNIA

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

A G I (Album Graphics Inc.), 424 N. Larchmont Blvd. Zip: 90004. Tel. 462-
0821. Telex: (910) 321-2327. (Sales office only) (Jackets; Sleeves-45 &
LP)

Home office: Melrose Park (Chicago Metropolitan Area), Ill
Album Graphics Inc., see AGI.

Alshire Int'l Inc., PO Box 7107, 1015 Isabel St., Burbank 91510. Tel: 849-
4671. WATS: (800) 423-2936. Cable: BUOSOUND. Telex: (910) 498-
2759. Pres.: Al Sherman; Sales Mgr.: Ricardo Ceja (45 & LP)

Bert-Co Ent's. Inc., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.
Sheldon Gunsberg; Sales Mgrs.: Hubie Marshall, Leslie Grundy.

Cadet Recs. Inc./Custom Recs., 5810 S. Normandie Ave. Zip: 90044. Tel:
753-5121. (LP only-Jackets only)

Compact Disc Packaging, PO Box 148, Glendale 91209. Tel: 654-7160. Con-
tact: Dub Taylor. (Packaging materials for Compact Disc product).

Computer Color Corp., 3711 Cahuenga Blvd. W., Studio City 91604. Tel:
769 4249. (Jackets only)

Custom Recs., see Cadet Recs.

Gilmore Envelope Corp., 4540 Worth St. Zip: 90063. Tel: 268-3401

Imperial Pacific Sales Corp., 4522 Brazil St. Zip: 90039. Tel: 245 8583.
(Jackets only-LP only)

Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Pa-
per Box Corp.

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S.
Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen.
Mgr.: Del Eaton; Sales Mgr.: Arthur Kern. (LP only)

Home office: New York, N.Y.

K M RECS., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade
Merkley; Exec. VP & Gen. Mgr.: Samuel M. Broadhead; VP: Jim Auchtter-
lone; Customer Serv. Mgr.: Karen Stone. (Jackets only) (SEE ADVERTISE-
MENT)

KDISC (SUB. OF KEYSOR CENTURY CORP.), 6550 Sunset Blvd., Hollywood
90028. Tel: 466-1323. Pres.: Howard Hill; VP: Bill Lightner. (Jackets
only)

Plant: Saugus, Calif. (SEE ADVERTISEMENT)

MODERN ALBUM OF CALIFORNIA (div. of Paintline Inc.), 3116 Vanowen St.,
Burbank 91505. Tel: 841-8683. Telex: (910) 498-2714. Pres.: William S.
Pine.

Monarch Rec. Mfg. Inc. (sub. of ElectroSound Group Inc.), 9545 San Fer-
nando Rd., Sun Valley 91352. Tel: 767-8833. Pres.: Bob Barone. (Sales
office only) (Sleeves only-45 & LP)

Home office: Holbrook, N.Y., ElectroSound Group Inc.
Plant: Ronkonkoma, N.Y., Andrews Nunnery Envelope & Paper Corp.

QUEENS LITHOGRAPHING CORP., 6290 Sunset Blvd., Suite 304, Hollywood
90028. Tel: 464-7700.

Home office: Long Island City (New York Metropolitan Area), N.Y.
Plant: Indianapolis, Ind., Rutgers Packaging Corp. (SEE ADVERTISE-
MENT)

Raynor Sales Co. Inc., 1803 S. Hope St. Zip: 90015 Tel: (213) 742-0888.
Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Nori Abrams. (Gift sleeves
only)

Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-
3043. VP Sales: Jim Palmer.
Home office: New York, N.Y.

Stoughton Printing Co., 130 N. Sunset Ave., City of Industry 91744. Tel:
961-3678. Pres. & Gen. Mgr.: Jack W. Stoughton; Sales Mgr.: Jack
Stoughton Jr. (Jackets; Sleeves-45)

• SAN JOSE (Area Code 408)
M J S, 2514 Seaboard Ave. Zip: 95131. Tel: 262-5544 (Jackets only)

• SAUGUS (Area Code 805)
KDISC (SUB. OF KEYSOR CENTURY CORP.), 26000 Springbrook Ave. Zip
91350. Tel: 259-2360. Cable: KEYCENT. Pres.: Howard Hill; VP: Bill
Lightner. (Jackets only)
Office: Hollywood (Los Angeles Metropolitan Area), Calif. (SEE ADVER-
TISEMENT)

DELAWARE

• WILMINGTON AREA (Area Code 302)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655
7488. (Jackets only-LP only)

FLORIDA

• MIAMI (Area Code 305)

Tropical Paper Box Co., 7000 NW 25 St. Zip: 33122. Tel: 592-5520. (Jackets
only)

Universal Litho & Album Inc., 10120 NW 80 Ave., Hialeah Gardens 33016
Tel: 557-2552/2562. Pres.: Carlos O. Garcia, Sales Mgr.: Manny Sanchez
(Jackets only)

GEORGIA

• LA GRANGE (Area Code 404)

Shorewood Packaging of Georgia, 1707 Shorewood Dr. Zip: 30240. Tel: 884
3036. WATS: (800) 241-2325. Gen. Mgr.: Ken McCabe (Jackets;
Sleeves-45 & LP)

Home office: New York, N.Y.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel
344-9100. Telex: (910) 226-0417. Pres.: Donald W. Kosterka, Sales Mgr.
Richard Oppenheimer. (Jackets; Sleeves-LP only)

Sales offices: Hollywood (Los Angeles Metro Area), Calif.; New York, N.Y.
Album Graphics Inc., see AGI.

M M Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip
60611. Tel: 787-0804. Pres.: Sheperd Stern; Sales Mgr.: Mike Stern
(Standard 7" (45) & 12" (LP) sleeves; 7" (45) "color-coded" sleeves)

Fine Design Prods. Inc., 1830 S. Clinton. Zip: 60616. Tel: 939 5420
Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225 9117. (Jackets only)

INDIANA

• GARY (Area Code 219)

Bud Pressner Rec'g Serv., 4839 S. Broadway. Zip: 46409 Tel: 884 5214
(Jackets only)

• INDIANAPOLIS (Area Code 317)

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220 Tel: 251-3918
Pres.: James E. Bowers; VP: Thomas R. Bowers. (Sleeves only-45 & LP)

Imperial Packaging Co. Inc., 7800 Records St. Zip: 46226. Tel: 545-7476
(Jackets only)

Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Pa-
per Box Corp.

Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Bel-
mont Ave. Zip: 46221. Tel: 635 7777. Telex: (810) 341-3457, 341 3400
(Videodisk only)

Home office: Long Island City (New York Metropolitan Area), N.Y.,
Queens Lithographing Corp.

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Colorseps-Lithopres Serv., PO Box 151, 241 Stuyvesant Ave. Zip: 07071-0151. Tel: 438-6729. Pres.: J.G. Principato. (LP only)
Laser Color Prints Inc.—Tel: 438-6777—see Colorseps-Lithopres.

● **MOUNTAINSIDE (Area Code 201)**

BESTWAY PRODS. INC., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres. & Sales Mgr.: Howard Massler. (Sleeves only—45 & LP) (SEE ADVERTISEMENT)

NEW YORK

● **BOHEMIA (Area Code 516)**

R H M Inds. Ltd., 180 Orville Dr. Zip: 11716. Tel: 567-7222. NYC: (212) 895-9344. Pres.: G.V. Hughes. (Jackets; Sleeves—45 & LP)

● **FARMINGDALE (Area Code 516)**

Shorewood Packaging Corp., 55 Engineers Ln. Zip: 11735. Tel: 694-8230. Home office: New York, N.Y.

● **HAUPPAUGE (Area Code 516)**

Disc Graphics (div. of Packwick Int'l Inc.), 10 Gilpin Ave. Zip: 11788. Tel: 234-1400. Telex: (510) 227-8553. Gen. Mgr.: Gus Thalasinos. (Jackets only)

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, 9 Gilpin Ave. Zip: 11787. Tel: 234-1100; NYC (212) 291-7600. Pres.: G.D. Thomas; Corp. VP: R.A. Froehlig. (Jackets; Sleeves—45 & LP)

Branches: Terre Haute, Ind., Modern Album of Indiana Inc.; Nashville, Tenn., Modern Album of Tennessee.

● **HOLBROOK (Area Code 516)**

ElectroSound Group Inc., 725 Broadway Ave. Zip: 11741. Tel: 567-3700. Corp. Pres.: Richard H. Burkett; Pres. Music Div.: Dick Meixner; Nat'l Sales Mgr.: Ron Roberto. Local plant: Andrews-Nunnery Envelope & Paper Co., 2175 Fifth Ave., Ronkonkoma 11779. Tel: 467-2000. Pres.: Richard Renda; Plant Mgr.: William Hamilton. (Sleeves only)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**

A G I (Album Graphics Inc.), 115 W. 55 St. Zip: 10019. Tel: 489-0793. Telex: (710) 581-5597. (Sales office only) (Jackets; Sleeves—45 & LP)

Home office: Melrose Park (Chicago Metropolitan Area), Ill. Album Graphics Inc., see AGI.

Apexon Rec. Mfg. Corp., 44-27 Purves Ave., Long Island City 11101. Tel: 937-4038. Pres.: B. Ropiak. (Jackets; Sleeves—45 & LP)

G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson. (Jackets; Sleeves—45 & LP)

Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 855-7755.

D R G Recs. Inc., 157 W. 57 St. Zip: 10019. Tel: 265-4050. Cable: STETRECS. Telex: 237860. Pres.: Hugh Fordin; Sales Mgr.: Ted Wolff. (Jackets; Sleeves—45 & LP)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410.

Pres.: A. Pollack; Sales Mgr.: Bob Cohen.
Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212. Tel: 346-6100. Telex: (710) 584-2386. Pres.: Louis Sukoff; Sales Mgr.: Ira Sukoff. (Jackets only)

Branches: Los Angeles, Calif., Imperial Pacific Sales Corp.; Indianapolis, Ind., Imperial Packaging Co. Inc.

Ivy Hill Corp., 170 Varick St. Zip: 10028. Tel: 741-1404. Pres.: Ellis Kern. (Jackets; Sleeves—45 & LP)

Branches: Los Angeles, Calif.; Terre Haute, Ind.

LEE-MYLES ASSOCS. INC., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Cable: LEEMYLES. (SEE ADVERTISEMENT)

MAC MURRAY PRESS INC., 230 W. 17 St. Zip: 10011. Tel: 841-5700. WATS: (800) 221-9390. (LP only) (SEE ADVERTISEMENT)

The Music Connection Inc., 166 Madison Ave. Zip: 10016. Tel: 686-9595. Pres.: Rich Ralton; VP Sales: Fred Levy. (Jackets; Sleeves—45 & LP)

Charlie Passantino Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1469.

Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11101. Tel: 937-9515. (Jackets only)

Progressive Label & Litho Co., 286 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Rood; VP: Bernie Stein; Gen. Mgr.: Eric P. Rood.

QUEENS LITHOGRAPHING CORP., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Chief Exec. Officer: Eric Kattman; Pres.: Leonard Verebay; Sr. VP Sales: Richard Roth. (Jackets; Sleeves—45 & LP)

Branch: Hollywood (Los Angeles Metropolitan Area), Calif. Plant: Indianapolis, Ind., Rutgers Packaging Corp. (SEE ADVERTISEMENT)

QUINTOLE INC., 40 W. 27 St. Zip: 10001. Tel: 689-9100. Pres.: Michael Halpern; Sales Mgr.: Sonja Chromiak. (SEE ADVERTISEMENT)

ROSS-ELLIS LTD., 250 W. 57 St., Suite 730. Zip: 10019. Tel: 586-2552. WATS: (800) 223-6105. Telex: 971639. Contacts: David Steele, Peter Kerr. (Sales office only) (Jackets only)

Home office: Canada. (SEE ADVERTISEMENT)

Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. (Jackets; Sleeves—45 & LP)

Shepard Printing Corp., 111 Eighth Ave. Zip: 10011. Tel: (212) 255-1930. (Jackets only)

Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Sales Mgr.: Ken Rosenblum. (Executive offices)

Branches: Los Angeles, Calif.; LaGrange, Ga.; Farmingdale, N.Y.

Video Disc Tech. Labs. Inc., 750 Eighth Ave., Suite 205. Zip: 10036. Tel: 997-0063. Pres.: David Moldauer. (Jackets only)

● **RONKONKOMA (Area Code 516)**

Andrews-Nunnery Envelope & Paper Co. (sub. of ElectroSound Group Inc.), 2175 Fifth Ave. Zip: 11779. Tel: 467-2000. Telex: (510) 228-1095. Pres.: Richard C. Renda; Plant Mgr.: William Hamilton. (Sleeves only—LP only). Home office: Holbrook, N.Y.; ElectroSound Group, Inc.

S. & R. Andrews Inc., 2185 Fifth Ave. Zip: 11779. Tel: 588-9100. Pres.: Stuart Andrews; Sales Mgr.: Robert Andrews. (Jackets; Sleeves—45 & LP)

● **UTICA (Area Code 315)**

Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski.

NORTH CAROLINA

● **CANTON (Area Code 704)**

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans. (Jackets; Sleeves—45 & LP)

OHIO

● **CINCINNATI (Area Code 513)**

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011 (Jackets only) Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Rusty York; Gen. Mgr.: Linda York; Sales Mgr.: Rollin Bennett Jr. (Jacket fabrication)

Q C A CUSTOM PRESSING INC., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr.: Keith Myers; Plant Mgr.: Ken Martin. (Jackets; Sleeves—45 & LP) (SEE ADVERTISEMENT)

Queen City Rec. Graphics, 9745 Mangham Dr. Zip: 45215. Tel: 733-5535. Pres.: Carl Burkhardt; Sales Mgr.: Sally Smith. (Jackets, Sleeves—45 & LP)

Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: B. Hyme. (Jackets; Sleeves—45 only)

PENNSYLVANIA

● **MECHANICSBURG (Area Code 717)**

H R C PRINTING, Box 1152, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0943. Gen. Mgr.: Donald E. Baldwin. (LP only) (SEE ADVERTISEMENT)

● **PHILADELPHIA (Area Code 215)**

Community Press, 6047-49 Woodland Ave. Zip: 19142. Tel: 729-4655.

● **PITTSBURGH AREA (Area Code 412)**

Record-Rama, PO Box 150, Allison Park 15101-0150. Tel: 486-2100. Pres.: Paul C. Mawhinney; Sales Mgr.: Mark D. Mawhinney. (Sleeves—45 RPM record history sleeves)

● **SCRANTON (Area Code 717)**

KEYSTONE PRINTED SPECIALTIES CO. INC., 321 Pear St. Zip: 18505. Tel: 346-1761. Telex: (510) 671-4619. Pres.: M.C. Fischer; Sales Mgr.: Martin C. Fischer. (Jackets—LP & Videodisk; Sleeves—45 & LP) (SEE ADVERTISEMENT)

● **SHARON (Area Code 412)**

Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146. Tel: 347-4726.

PUERTO RICO

● **SAN JUAN (Area Code 809)**

Rio Piedras Recs., c/o Discos Borinquen, GPO Box 4785. Zip: 00936. Tel: 790-2188/3726. Pres.: Dario Gonzalez; Gen. & Sales Mgr.: Benito Valdes.

TENNESSEE

● **NASHVILLE METROPOLITAN AREA (Area Code 615)**

Album Globe Dist'n Co. Inc., PO Box 1569, City Square, 260 W. Main, Suite 107, Hendersonville 37075. Tel: 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart. (Jackets only)

Chumley Prod's, PO Box 100823, 2802 Foster Ave. Zip: 37210. Tel: 833-6184. Pres.: P.E. Chumley.

Color Craft Lithographics (div. of Super Prod's Inc.), PO Box 1569, 31 Industrial Park Dr., Hendersonville 37075. Tel: 822-5080. Pres.: Mike Shepherd; Sales Mgr.: Randy Pepper. (Jackets; Sleeves—LP)

Color Graphics Inc., 305 Church St., Goodlettsville 37072. Tel: 859-4001. Melodee Ent's. Inc., PO Box 1010, Hendersonville 37075. Tel: 329-9492. Pres. & Sales Mgr.: Dee Mullins. (Jackets; Sleeves—45 & LP)

Williams Printing Co., 417 Commerce St. Zip: 37219. Tel: 256-7125.

TEXAS

● **DALLAS (Area Code 214)**

THE PRESSING PLANT, 2727 Irving Blvd. Zip: 75207. Tel: 630-6401. Gen. Mgr.: Phil Kalan. (45 & LP)

● **FORT WORTH METROPOLITAN AREA (Area Code 817)**

Wills Printing Co., PO Box 211, Arlington 76010. Tel: 572-1414. Pres.: Calvin Wills. (Jackets only)

● **HOUSTON (Area Code 713)**

Riverside Albums, 7400 Pinemont. Zip: 77040. Tel: 462-2700. (Stock & custom jackets only)

● **SAN ANTONIO (Area Code 512)**

Joey Recs. Inc., 6703 W. Commerce. Zip: 78227. Tel: 432-7893. Pres.: Joey Lopez; Sales Mgr.: Javier Benavidez.

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. (Jackets only)

WYOMING

● **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82009. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. (Jackets only)

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CALIFORNIA

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

Alshire Int'l Inc., PO Box 7107, 1015 Isabel St., Burbank 91510. Tel: 849-4671. WATS: (800) 423-2936. Cable: BUDSOUND. Telex: (910) 498-2759. Pres.: Al Sherman; Sales Mgr.: Ricardo Ceja. (45 & LP)

Award Rec. Mtg. Inc., 11016 La Cienega Blvd., Inglewood 90304. Tel: 645-2281. Pres. & Sales Mgr.: Martin Ansoorian; Gen. Mgr.: George Abajian. (45 & LP)

Bert-Co Ent's. Inc., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Sheldon Gunsberg; Sales Mgrs.: Hubie Marshall, Leslie Grundy.

Billboard 1983-1984 International Buyer's Guide

Cadet Recs. Inc./Custom Recs., 5810 S. Normandre Ave. Zip: 90044. Tel: 753-5121. (45 & LP)

Custom Recs., see Cadet Recs.

G & M Rec. Label Printing, 6211 Santa Monica Blvd., Hollywood 90038. Tel: 466-1307. Pres.: Max Messerschmidt.

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern.

Home office: New York, N.Y.

K M RECS., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade Merkeley; Exec. VP & Gen. Mgr.: Samuel M. Broadhead; VP: Jim Auchtung; Customer Serv. Mgr.: Karen Stone. (45 & LP) (SEE ADVERTISEMENT)

KDISC (SUB. OF KEYSOR CENTURY CORP.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323. Pres.: Howard Hill; VP: Bill Lightner.

Plant: Saugus, Calif. (SEE ADVERTISEMENT)

QUEEN'S LITHOGRAPHING CORP., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel: 464-7700. (SEE ADVERTISEMENT)

RAINBOW REC. MFG. CORP., 1738 Berkeley St., Santa Monica 90404. Tel: 829-3476/0355. Telex: (910) 343-7420. Pres.: Jack G. Brown; Prod'n Supervisor: Steve Sheldon. (45 & LP) (SEE ADVERTISEMENT)

Stoughton Printing Co., 130 N. Sunset Ave., City of Industry 91744. Tel: 961-3678. Pres. & Gen. Mgr.: Jack W. Stoughton; Sales Mgr.: Jack Stoughton Jr. (45 & LP)

• SAUGUS (Area Code 805)

KDISC (SUB. OF KEYSOR CENTURY CORP.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Cable: KEYCENT. Pres.: Howard Hill; VP: Bill Lightner. (45 & LP)

Office: Hollywood (Los Angeles Metropolitan Area), Calif. (SEE ADVERTISEMENT)

CONNECTICUT

• UNION CITY (Area Code 203)

A.C. Hampson Printing Co. Inc., PO Box 97, 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: Ron Gallant. (LP & 45)

DELAWARE

• WILMINGTON AREA (Area Code 302)

Ken-Del Prod'n Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. (45 & LP)

FLORIDA

• FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011. Pres.: Dick Smith; Sales Mgrs.: Ruth Gamba, Mike Mulier. (45 & LP)

• MIAMI METROPOLITAN AREA (Area Code 305)

Universal Litho & Album Inc., 10120 NW 80 Ave., Hialeah Gardens 33016. Tel: 557-2552/2562. Pres.: Carlos O. Garcia; Sales Mgr.: Manny Sanchez. (45 & LP)

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Telex: (910) 226-0417. Pres.: Donald W. Kosterka; Sales Mgr.: Richard Oppenheimer. (LP only)

Sales offices: Hollywood (Los Angeles Metro Area), Calif.; New York, N.Y. Album Graphics Inc., see AGI
Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 647-8730.

Media Int'l Inc., 247 E. Ontario. Zip: 60611. Tel: 467-5430. Pres.: Duane Lundeen; VP: Al Masters; Treas.: Margaret Lundeen. (45 & LP)

Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.

• ROCKFORD (Area Code 815)

Carter Corp., PO Box 5185. Zip: 61125. Tel: 397-3200. Cable: CARTERCORP.

INDIANA

• TERRE HAUTE (Area Code 812)

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47803. Tel: 466-9851. (45 & LP)

Home office: New York, N.Y.

Modern Album of Indiana Inc., 1299 Vorhees St. Zip: 47808. Tel: 235-6001. (LP & 45)

Woodburn Printing Co., 25 S. Sixth St. Zip: 47808. Tel: 232-0323.

IOWA

• CARLISLE (Area Code 515)

Harold Luick & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact Harold L. Luick. (LP only)

LOUISIANA

• VILLE PLATTE (Area Code 318)

Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip: 70586. Tel: 363-2104. Pres.: J. Floyd Soileau; Sales Mgr.: Ronnie Soileau. (45 & LP)

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Fleetwood Rec'g Studios Inc., 321 Revere St., Revere 02151. Tel: 289-6800

• CHICPEE (Area Code 413)

Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308.

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

Archer Rec. Pressing Co., 7401 E. Davison. Zip: 48212. Tel: 365-9545. (45 & LP)

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480.

NEW JERSEY

• CARLSTADT (Area Code 201)

Q-A-I Inc., 640 Dell Rd. Zip: 07072. Tel: 460-0060; NYC (212) 964-1714. Pres.: Steven Dauman; Sales Mgr.: George Ratowsky. (LP only)

Billboard 1983-1984 International Buyer's Guide

• LYNDHURST (Area Code 201)

Colorscan Servs. Inc., see Colorseps-Lithopreps
Colorseps-Lithopreps Serv., PO Box 151, 241 Stuyvesant Ave. Zip: 07071-0151. Tel: 438-6729. Pres.: J.G. Principato
Laser Color Prints Inc.—Tel: 438-6777—see Colorseps-Lithopreps.

• MOUNTAINSIDE (Area Code 201)

BESTWAY PRODS. INC., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres. & Sales Mgr.: Howard Massler. (45 & LP) (SEE ADVERTISEMENT)

NEW YORK

• BOHEMIA (Area Code 516)

R H M Inds. Ltd., 180 Orville Dr. Zip: 11716. Tel: 567-7222. NYC: (212) 895-9344. Pres.: G.V. Hughes. (45 & LP)

• HAUPPAUGE (Area Code 516)

Disc Graphics (div. of Pickwick Int'l Inc.), 10 Gilpin Ave. Zip: 11788. Tel: 234-1400. Telex: (510) 227-8553. Gen. Mgr.: Gus Thalasinos.

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, 9 Gilpin Ave. Zip: 11787. Tel: 234-1100; NYC (212) 291-7600. Pres.: G. D. Thomas; Corp. VP: R.A. Froehlig (45 & LP)

Branches: Terre Haute, Ind., Modern Album of Indiana Inc. Nashville, Tenn., Modern Album of Tennessee.

• NEW YORK METROPOLITAN AREA (Area Code 212)

A G I (Album Graphics Inc.), 115 W. 55 St. Zip: 10019. Tel: 489-0793. Telex: (710) 581-5597. (Sales office only) (45 & LP)

Home office: Melrose Park (Chicago Metropolitan Area), Ill.

Album Graphics Inc., see AGI.

Apexon Rec. Mfg. Corp., 44-27 Purves Ave., Long Island City 11101. Tel: 937-4038. Pres.: B. Ropak. (45 & LP)

G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson. (45 & LP)

Brown Paper Co., PO Box 591, Van Brunt St., Brooklyn 11215. Tel: 855-7755.

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. Telex: 666669.

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Pres.: A. Pollack; Sales Mgr.: Bob Cohen.

Ivy Hill Corp., 170 Varick St. Zip: 10028. Tel: 741-1404. (45 & LP)

Branches: Los Angeles, Calif.; Terre Haute, Ind.

LEE-MYLES ASSOCS. INC., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Cable: LEE-MYLES. (45 & LP) (SEE ADVERTISEMENT)

MAC MURRAY PRESS INC., 230 W. 17 St. Zip: 10011. Tel: 841-5700. WATS: (800) 221-9390. (45 & LP) (SEE ADVERTISEMENT)

The Music Connection Inc., 166 Madison Ave. Zip: 10016. Tel: 686-9595.

Pres.: Rich Ralton; VP Sales: Fred Levy.

Charlie Passantino Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1469.

Progressive Label & Litho Co., 286 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Rood; VP: Bernie Stein; Gen. Mgr.: Eric P. Rood.

Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. (45 & LP)

Video Disc Tech. Labs. Inc., 750 Eighth Ave., Suite 205. Zip: 10036. Tel: 997-0063. Pres.: David Moldauer.

• RONKONOMA (Area Code 516)

Andrews-Munnery Envelope & Paper Co. (sub. of ElectroSound Group Inc.), 2175 Fifth Ave. Zip: 11779. Tel: 467-2000. Telex: (510) 228-1095. Pres.: Richard C. Renda; Plant Mgr.: William Hamilton.

Home office: Holbrook, N.Y.; ElectroSound Group Inc. Sales offices: Sun Valley (Los Angeles Metro Area), Calif., Monarch Rec. Mfg. Inc., New York, N.Y., ElectroSound Group Inc.

• UTICA (Area Code 315)

Dneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski. (45 & LP)

NORTH CAROLINA

• CANTON (Area Code 704)

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr., VP: Kay Evans. (45 & LP)

OHIO

• CINCINNATI (Area Code 513)

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011.

Q C A CUSTOM PRESSING INC., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr.: Keith Myers; Plant Mgr.: Ken Martin. (45 & LP) (SEE ADVERTISEMENT)

Queen City Rec. Graphics, 9745 Mangham Dr. Zip: 45215. Tel: 733-5533. Pres.: Carl Burkhardt; Sales Mgr.: Sally Smith. (45 & LP)

PENNSYLVANIA

• MECHANICSBURG (Area Code 717)

H R C PRINTING, Box 1152, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0943. Gen. Mgr.: Donald E. Baldwin. (45 & LP) (SEE ADVERTISEMENT)

• PHILADELPHIA (Area Code 215)

Fenton Label Co., Coral & Buckius Sts. Zip: 19124. Tel: 288-2910.

• SCRANTON (Area Code 717)

KEYSTONE PRINTED SPECIALTIES CO. INC., 321 Pear St. Zip: 18505. Tel: 346-1761. Telex: (510) 671-4619. Pres.: M.C. Fischer; Sales Mgr.: Martin C. Fischer. (45 & LP) (SEE ADVERTISEMENT)

• SHARON (Area Code 412)

Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146. Tel: 347-4726.

PUERTO RICO

• CIDRA (Area Code 809)

Linear Prods. of Puerto Rico Inc., PO Box AB. Zip: 00639. Tel: 739-8435.

• SAN JUAN (Area Code 809)

Rio Piedras Recs., c/o Discos Borrinquen, GPO Box 4785. Zip: 00936. Tel: 790-2188/3726. Pres.: Dario Gonzalez; Gen. & Sales Mgr.: Benito Valdes.

TENNESSEE

• NASHVILLE METROPOLITAN AREA (Area Code 615)

Album Globe Dist'n Co. Inc., PO Box 1569, City Square, 260 W. Main, Suite 107, Hendersonville 37075. Tel: 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart. (LP & 45)

Chumley Prod'n, PO Box 100823, 2802 Foster Ave. Zip: 37210. Tel: 833-6184. Pres.: P.E. Chumley.

Color Craft Lithographics (div. of Super Prod'n Inc.), PO Box 1569, 31 Industrial Park Dr., Hendersonville 37075. Tel: 822-5080. Pres.: Mike Shepherd; Sales Mgr.: Randy Pepper. (45 & LP)

Color Graphics Inc., 305 Church St., Goodlettsville 37072. Tel: 859-4001. M F P Inc., 453 Chestnut St. Zip: 37203. Tel: 256-6161.

Melodee Ent's Inc., PO Box 1010, Hendersonville 37075. Tel: 329-9492. Pres. & Sales Mgr.: Dee Mullins. (45 & LP)

United Rec. Pressing Inc., 453 Chestnut St. Zip: 37203. Tel: 259-9396. Williams Printing Co., 417 Commerce St. Zip: 37219. Tel: 256-7125.

TEXAS

• DALLAS (Area Code 214)

THE PRESSING PLANT, 2727 Irving Blvd. Zip: 75207. Tel: 630-6401. Gen. Mgr.: Phil Katan. (45 & LP)

• SAN ANTONIO (Area Code 512)

Joey Recs. Inc., 6703 W. Commerce. Zip: 78227. Tel: 432-7893. Pres.: Joey Lopez; Sales Mgr.: Javier Benavidez.

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138.

UTAH

• SALT LAKE CITY (Area Code 801)

Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-266. Zip: 84107. Tel: 261-1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase.

WISCONSIN

• ELKHART LAKE (Area Code 414)

Sohn Mfg. Inc., Box X. Zip: 53020. Tel: 876-3361.

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82009. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. (45 & LP)

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• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alco Research & Eng'g Inc., 6201 Santa Monica Blvd., Hollywood 90038. Tel: 461-2484. (Shrinkwrap only)

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M. Latter Mfg. & Sales, 3208 W. Jefferson Blvd. Zip. 90018 Tel: 737-0440 Pres. Mel Latter. (Shrinkwrap & Shrink Film only)

QUEENS LITHOGRAPHING CORP., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel. 464-7700 (Polybags only)

Plant: Indianapolis, Ind., Rutgers Packaging Corp (SEE ADVERTISEMENT)

RAINBO REC. MFG. CORP., 1738 Berkeley St., Santa Monica 90404. Tel. 829 3476/0355. Telex: (910) 343 7420. Pres. Jack G. Brown; Prod'n Supervisor Steve Sheldon. (Shrinkwrap only) (SEE ADVERTISEMENT)

● **OCEANSIDE (Area Code 619)**
Excel Co., 1907 Apple St. Zip. 92054. Tel: 722-8284 (Polybags only)

● **SAN FRANCISCO (Area Code 415)**
Cory Sound Co., 1255 Howard St. Zip. 94103. Tel. 861 4004 Pres. Phillip Markinson. (Shrinkwrap only)

● **SAN JOSE (Area Code 408)**
M J S, 2514 Seaboard Ave. Zip. 95131. Tel. 262 5544 (Polybags only)

FLORIDA

● **FORT LAUDERDALE AREA (Area Code 305)**
Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313 Tel. 587-6011. Pres. Dick Smith, Sales Mgrs. Ruth Gamba, Mike Multer (Shrinkwrap only)

● **MIAMI (Area Code 305)**
DUOTONE CO. INC., PO Box 1168 Zip. 33143. Tel: 665-1121. WATS: (800) 327 5808 Pres. Stephen Gibson Nester. (Polybags only) (SEE ADVERTISEMENT)

● **POMPANO BEACH (Area Code 305)**
Trackmaster Inc., 1310 S Dixie Hwy W Zip. 33060. Tel. 943-2334 Pres. Roy Parsons; Sales Mgr.: Lupe Parsons. (Shrinkwrap only)

● **TAMPA (Area Code 813)**
Progressive Music/Mirror Image Magnetics, 1904 S MacDill Ave. Zip. 33629 Tel. 251-8093 Pres. & Sales Mgr. Ken Veenstra II (Shrinkwrap only)

ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**
Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie 60076 Tel. 583 2818 Pres. Joseph Halpern. (Polybags only)

R P Prods. Inc., PO Box 54, Highland Park 60035 Tel. 433-4575 Pres. Roy Pink; Sales Mgr. D. Pink.

● **ROCKFORD (Area Code 815)**
G C Electronics, 400 S Wyman St. Zip. 61101. Tel. 968-9661 Cable GCELECT Telex 257318. Pres. Wayne Timpe, Sales Mgr. Owen Jackson (Polybags only)

INDIANA

● **INDIANAPOLIS (Area Code 317)**
Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip. 46220. Tel. 251 3918 Pres. James E. Bowers, VP. Thomas R. Bowers. (Polybags only)

Rutgers Packaging Corp (div of Queens Lithographing Corp.), 620 S Belmont Ave. Zip. 46221 Tel. 635 7777 Telex (810) 341 3457, 341 3400 (Polybags only)

Home office: Long Island City (New York Metropolitan Area), N.Y. Queens Lithographing Corp.

MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**
Archer Rec. Pressing Co., 7401 E. Davison. Zip. 48212 Tel. 365-9545 (Shrinkwrap only)

NEW JERSEY

● **FAIRFIELD (Area Code 201)**
Autovend Packaging Systems, PO Box 712, 1275 Bloomfield Ave. Zip. 07006. Tel. 575-1040. Telex: 469121.

● **MOUNTAINSIDE (Area Code 201)**
BESTWAY PRODS. INC., 1105 Globe Ave. Zip. 07092. Tel: 232-8383 Pres. & Sales Mgr.: Howard Massler. (Shrinkwrap only) (SEE ADVERTISEMENT)

NEW YORK

● **HAUPPAUGE (Area Code 516)**
Arista Ents Inc., 35 Hoffman Ave. Zip. 11787 Tel. 435 0200. (Polybags only)

● **MELVILLE (Area Code 516)**
Poly Pak Inds. Inc., 125 Spagnoli Rd. Zip. 11747 Tel. 293-6767 Pres.: Len Levy, Sales Mgr.: Jerry Berns (Polybags only)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**
Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 855-7755. (Polybags only)

Copy-Art Photographers (div. of James J. Kriegsmann Inc.), 165 W 46 St. Zip. 10036. Tel: 381-0223 (Polybags only)

Disc Communications Ltd., 743 Fifth Ave. Zip. 10023 Tel. 371-0390. Telex 666669. (Polybags only)

MAC MURRAY PRESS INC., 230 W. 17 St. Zip. 10011 Tel. 841-5700 (Shrinkwrap only) (SEE ADVERTISEMENT)

Marvell Packaging Co., 230 W. 17 St. Zip. 10011. Tel: 929-8435. Pres.: Richard Teich, Sales Mgr. Scott Teich. (Polybags only)

Charlie Passantino Inc., 311 W. 43 St. Zip. 10036. Tel: 586-1469. (Polybags only)

Poly Plastic Packaging Co. Inc., 44-80 11 St., Long Island City 11101. Tel: 392-8670. (Polybags only)

RECOTON CORP., 46-23 Crane St., Long Island City 11101. Tel. 392-6442 Cable: RECOTON. Telex. 236047. Pres. Robert L. Borchardt; Sales Mgr. George Calvi. (Polybags only) (SEE ADVERTISEMENT)

● **RONKONKOMA (Area Code 516)**
Andrews Nunnery Envelope & Paper Co. (sub. of ElectroSound Group Inc.), 2175 Fifth Ave. Zip. 11779. Tel. 467 2000. Telex. (510) 228-1095. Pres. Richard C. Renda, Plant Mgr.: William Hamilton (Polybags only)

Home office: Holbrook, N.Y., ElectroSound Group Inc.

● **UTICA (Area Code 315)**
Oneda Video-Audio Tape Cassette Corp., 760 Blandina St. Zip. 13501. Tel. 735 6187 Pres. Stanley Markowski. (Shrinkwrap only)

OHIO

● **CINCINNATI (Area Code 513)**
Jewel Rec'g Co., 1594 Kinney Ave. Zip. 45231 Tel. 522-9336 Pres. Rusty York, Gen. Mgr. Linda York, Sales Mgr. Rolin Bennett Jr. (Shrinkwrap only)

PENNSYLVANIA

● **MECHANICSBURG (Area Code 717)**
H R C PRINTING, Box 1152, 5252 E. Trindle Rd. Zip. 17055 Tel. 766-0943 Gen. Mgr. Donald E. Baldwin (SEE ADVERTISEMENT)

RAW MATERIALS MANUFACTURERS

American Hoechst Corp., PO Box 1400, Hood Rd., Greer, S.C. 29651. Tel. (803) 877 8471
Product: HOSTAPHAN tensilized polyester film for magnetic tape.

J C Anglum Co. Inc./Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263 1442 Pres.: J. Clifford Anglum.
Product: Vinyl resin & compounds, styrene resin & compounds, color concentrates

Celanar, see Celanese

Celanese Plastics & Specialties Co., 26 Main St., Chatham, N.J. 07928. Tel. (201) 635 2600.
Product: CELANAR polyester film

DIXON INDS. CORP. (a Bundy Co.), 386 Metacom Ave., Bristol, R.I. 02809 Tel. (401) 253 2000. Telex 927706. Pres. Bert Katzaneck, Bus. Unit Mgr. N. Frederick Mooers.
Product: Polyolefin compound (SEE ADVERTISEMENT)

E I du Pont de Nemours & Co. Inc., Industrial Films Div., Wilmington, Del. 19898 Tel. (302) 774 1000
Product: MYLAR polyester film, KAPTON polyimide film

Estane, see B.F. Goodrich

Finebilt Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038 Tel: (213) 466 9511 Cable COEXPORT Telex 698393 Pres.: Alwin P. Schmid; VP & Tape Sales Mgr. Joseph Bouzaglou; Sales Mgr. Manuel Munoz.
Product: Record compounds, coating slurry

G S P Metals & Chemicals Corp., 2535 E. 28 St., Los Angeles, Calif. 90058 Tel: (213) 582 0685 Telex: 181531. Pres.: Shepard Drazin; Sales Mgr. Saul Louis
Product: Nickel anodes (bar, S-rounds), nickel sulfamate, nickel carbonylate liquid

Geon, see B.F. Goodrich.

Georgia-Pacific Corp., 290 Ferry St., Newark, N.J. 07105. Tel: (201) 344-2300
Product: XCEL cellulose acetate film.

B. F. Goodrich Chemical Group, Specialty Polymers & Chemicals Div., 6100 Oak Tree Blvd., Cleveland, Ohio 44131. Tel. (216) 447-6000 Cable GOODRICHCHEM. Telex: 980427. Pres.: B.A. DiLullo; Sales Mgr.: G.L. Huber
Product: ESTANE polyurethane binder for all types of magnetic products, GEON polyvinyl chloride; HYCAR nitrile rubber.

Hercules Inc., 910 Market St., Wilmington, Del. 19899. Tel: (302) 575-5000 Branch: Oak Brook, Ill., 814 Commerce Dr. Zip: 60521. Tel: (312) 887-3000.
Product: Gamma Ferric Oxide, Cobalt Zinc Ferrite & metal particles for magnetic tape.

Hi-Flex Corp., 404 Artillery Rd., Taylors, S.C. 29687. Tel: (803) 268-2363.
Product: Polyolefin, polyester, graphite coated polyester rolls.

Hostaphan, see American Hoechst.

Hycar, see B.F. Goodrich.

I C I Americas Inc., Petrochemicals & Plastics Div., Wilmington, Del. 19897 Tel: (302) 575-3000. Telex: 835417.
Product: MELINEX polyester film for audio & video tape manufacturing.

Kapton, see E.I. du Pont.

Keycor Corp. (sub. of Keycor-Century Corp.), 26000 Springbrook Ave., Saugus, Calif. 91350. Tel. (805) 259-2360. LA Area Tel. (213) 365-3991. Branch: Delaware City, Del., Schoolhouse Rd. Zip. 19706. Tel: (302) 834-4551.
Int'l branch: Canada
Product: Record suspension homopolymer & copolymer resins, record compounds (black & transparent colors), audiophile record compounds & dye pigment base.

LENAHAN ASSOCS. INC., PO Box 397, Pitman, N.J. 08071. Tel: (609) 589-5755 Telex. (510) 686 7519.
Branches: Miami, Fla., Lenahan Plastics, 7858 NW 72 Ave. Zip. 33152. Tel. (305) 887-4266-Murrreesboro, Tenn., Lenahan Plastics, PO Box 1138. Zip: 37130 Tel. (615) 896-2921 Telex (810) 381-4380
Product: Record compounds (SEE ADVERTISEMENT)

Marval Inds. Inc. 315 Hoyt Ave., Mamaroneck, N.Y. 10543 Tel. (914) 381 2400.
Product: Molding compounds, extrusion compounds, color concentrates & pigments

Melinex, see ICI

Mylar, see E.I. duPont

Pfizer Inc., MPM Div., 235 E. 42 St., New York, N.Y. 10017 Tel. (212) 573 2816
Product: Gamma Ferric Oxide, Cobalt-Iron Oxide & metal particles for magnetic tape.

Quix, see Vitec.

Rainville Co. Inc., 200 Clay Ave., Middlesex, N.J. 08846. Tel. (201) 752 8100
Product: PVC/carbon black conveying systems; size reduction & silos.

Randolph Prods. Co., Box 67, Carlsstadt, N.J. 07072 Tel: (201) 438-3700. Pres.: John H. Randolph
Product: Record lacquer.

Richardson Polymer Corp., 15 Mergs Ave., Madison, Conn. 06443. Tel: (203) 245 0441 Telex (710) 450-3571. Pres.: Arthur J. Raiche; Sales Mgr. Richard Rosenthal.
Product: Record compounds.

Tenneco Polymers Inc., PO Box 2511, Tenneco Bldg., Houston, Tex. 77001. Tel: (713) 757-2566. Telex: 762283. Pres.: G.E. Orsch; Sales Mgr.: R.W. Stevens.
Product: Record compounds.

Tejyn America Inc., 10 Rockefeller Plaza, Suite 1001, New York, N.Y. 10020. Tel. (212) 307 1130
Product: Polyester film for audio & video tape manufacturing.

Toray Inds. (America) Inc., 280 Park Ave., New York, N.Y. 10017. Tel: (212) 697-8150.
Product: Polyester film for audio & video tape manufacturing.

Vitec Inc., 1045 E. Fourth St., Santa Ana, Calif. 92701 Tel. (714) 541-3411 Pres.: L.I. Silver
Product: QUIEX audiophile record pressing compound.

Xcel, see Georgia Pacific

DISK & TAPE MANUFACTURING EQUIPMENT MANUFACTURERS

Al Be Inds. Inc., 16633 Minnesota Ave., Paramount, Calif. 90723. Tel. (213) 636-2563
Chief product: Matic preplasticizer

Allied Rec'g Prods. Co. Inc., 32-32 Greenpoint Ave., Long Island City, N.Y. 11101. Tel: (212) 784 2318 Pres. & Sales Mgr. John Palutis.
Chief product: Blank master & reference recording disks

Alpha Delta, see Toolex Alpha

Aragon, see Certain Teed Machinery

Audio Matrix Inc., 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) 589 3500. Local branch: Audiomatic Corp., 400 Madison Ave., New York 10017 Tel: 308-6888
Chief product: Videodisk replication & plating systems.

Certain-Teed Machinery (div. Certain Teed Corp.), 5501 N. 119 St. W., Maize, Kan. 67101. Tel: (316) 722 2811.
Chief product: ARAGON single screw extruders.

Capps & Co. Inc., 20 Addison Pl., Valley Stream, N.Y. 11580 Tel. (516) 825 4413 Pres.: R. Maruccci; Sales Mgr. Sal Gualtieri
Chief product: Disk recording styli, disc computer.

Cybersonics Inc., 8750 Oland Ave., Sun Valley, Calif. 91352 Tel. (213) 767 9677 Pres. Tom Lippel, Sales Mgr. John Valvo. Local branch: 13647 Burbank Blvd., Van Nuys 91401. Tel: 766-7104.
Chief product: CYBERSONICS automated disk mastering consoles, disk mastering lathes, ORTOFON disk cutting systems.

O W Inc., 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183 Telex: 554302
Chief product: SHURE SHOT extruders (automatic & manual)

Egan Machinery (div. of Egan Lessons Corp.), South Adamsville Rd., Somerville, N.J. 08876. Tel. (201) 722-6000. Telex: (710) 480 9334.

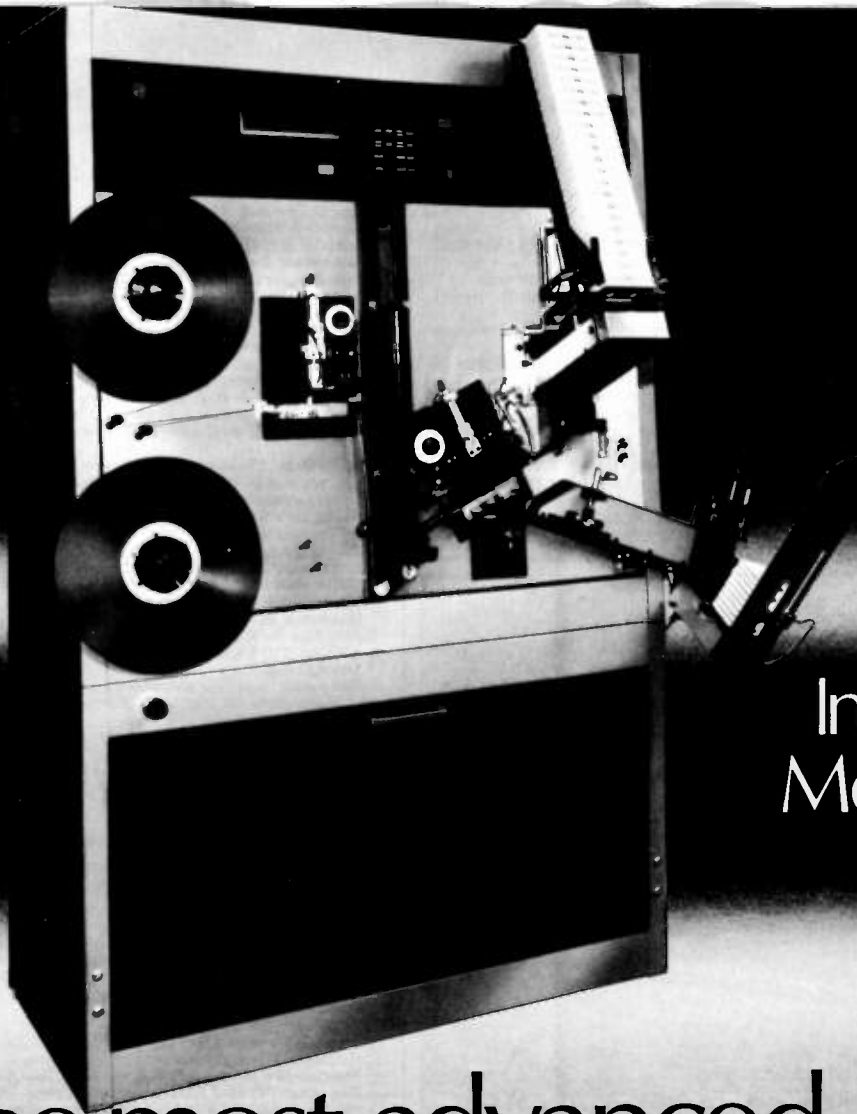
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For further information call or write King Instrument Corporation, 80 Turnpike Road, Westboro, MA 01581, Telephone 617-366-9141, Telex 94-8485, Cable KINGINST.



KING

Chief product: Magnetic tape coating machinery & auxiliary equip., complete tape coating lines available.

EUROPADISK LTD., 75 Varck St., New York, N.Y. 10013. Tel: (212) 226-4401. Cable: EUROPADISK. Telex: (710) 581-2034. Pres.: James P. Shelton; VP: Christian S. Lach. (Manufacturer's Rep.)

Product: EUROPA-FILM record plating equip. (Sweden). (SEE ADVERTISEMENT)

Europa Film, see Europadisk.

Extruda-Prod. Inc., PO Box 1730, Plainfield, N.J. 07061. Tel: (201) 668-1100. Cable: EXPRO. Pres.: Robert Tillis; Sales Mgr.: Dorothy T. Logan.

Chief product: Record compounding machinery.

Finerbit Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Cable: COEXPORT. Telex: 698393. Pres.: Alwin P. Schmid; VP & Tape Sales Mgr.: Joseph Bouzagliou; Sales Mgr.: Manuel Munoz.

Chief products: Presses, molds, extruders, magnetic tape coaters & sitters, test equip.

Gentry Machine Corp., Somerdale Ind'l Park, 201 Linden Ave., Somerdale N.J. 08083. Tel: (609) 627-3000.

Chief products: HYDRAMOLD presses; MILLER extruders.

Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411. Pres.: Stephen F. Temmer; Sales Mgr.: Russell O. Hamm.

Sales office: Glendale, Calif., 1909 Riverside Dr. Zip: 91201. Tel: (213) 874-4444.

Chief product: NEUMANN disk cutting lathes; blank disks.

HAMILTON MFG. CO., PO Box 110, 510 First Ave., West Haven, Conn. 06516. Tel: (203) 933-1625. Telex: (710) 465-2982. Pres.: E.F. Loughran; Sales Mgr.: Brooks B. Sayles.

Chief product: Manual & automatic record presses; 7", 10" & 12" molds, insert molds & frame assemblies, mold accessories & accessory equip. (SEE ADVERTISEMENT)

Hydramol, see Gentry Machine.

I E S, see Industrial Electroforming.

Industrial Electroforming Systems Corp., 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183. Telex: 554302.

Chief product: IES matrix plating systems.

James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena, Calif. 90247. Tel: (213) 321-2187.

Chief product: Record matrices, masters, mothers, stampers.

Lened Int'l Corp., 489 Henry St., Elizabeth, N.J. 07201. Tel: (201) 354-5205. Telex: 138767.

Chief products: Record inserting machine, automatic record pressing systems.

Maple Clamp Corp., 1278 Underwood Ave., San Francisco, Calif. 94124. Tel: (415) 822-8855. Pres.: Paul Joussohn.

Chief product: Record trimmers.

Mastercraft Rec. Plating Inc., 609 W. 51 St., New York, N.Y. 10019. Tel: (212) 265-6040.

Chief product: Plating equip.

Micro-Point Inc., 45 Kensico Dr., Mt. Kisco, N.Y. 10549. Tel: (914) 241-4439. Telex: 230199. Pres.: Edward Schwartz; Prod'n Mgr.: Rebecca Worland.

Chief product: Disk recording styli.

Miller, see Gentry Machine.

Musical Prods. Inc., 521 W. 26 St., Chicago, Ill. 60616. Tel: (312) 225-9117.

Chief product: VANS plating equip.

Namiki Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652. Tel: (201) 368-8310. Telex: (710) 990-1273.

Home office: Japan.

Chief product: Cutting hot styli.

Neumann, see Gotham Audio.

Orlon, see Cybersound.

Passavant Corp., Industrial Machinery Div., PO Box 2503, Birmingham, Ala. 35201. Tel: (205) 853-6290. Telex: 782118.

Chief products: Cleaners, coaters, dryers, curing ovens, calenders, sitters & other tape processing and manufacturing equip.

B. F. Perkins Co. (div. of Standex Int'l Corp.), 939 Chicopee St., Chicopee, Mass. 01013. Tel: (413) 536-1311.

Chief product: Magnetic tape calendaring systems & auxiliary equip.; "turn-key" systems available.

Ranstelee Audio Inc., 1697 Broadway, New York, N.Y. 10019. Tel: (212) 265-5563. Pres.: Thomas S. Steele.

Chief product: Disk mastering lathes, disk cutting processing equip.

Record Prods. of America Inc., 700 Sherman Ave., Hamden, Conn. 06514. Tel: (203) 248-6371. Pres.: Stanley Roczynski; VP & Sales Mgr.: Steve Suzanski.

Chief products: 12", 10" & 7" 2 pc. molds, insert molds, frame assemblies, mold accessories, plating equip., label cutting presses.

S M T, see Southern Machine.

Shure Shot, see DDW.

Sontec Electronics, Audio Dr., Goldbond, Va. 24094. Tel: (703) 626-7256.

Pres.: Burgess Macneal.

Chief products: Disk mastering electronics & lathe controls.

SOUTHERN MACHINE & TOOL CORP., 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183. Telex: 554302.

Chief product: SMT 7" & 12" automatic & manual presses.

Standard Paper Box Machine Co. Inc., 476 Broome St., New York, N.Y. 10013. Tel: (212) 925-9818. Cable: STANPAPBOX. Pres.: Paul Adams; Sales Mgr.: Bruce Adams.

Chief product: Record sleeve manufacturing equip.

T E C Systems (div. of W.R. Grace & Co.), 830 Prosper Rd., DePere, Wis. 54115. Tel: (414) 336-5715.

Chief product: Custom designed drying systems for the audio & video tape manufacturing industry.

TOOLEX ALPHA AB INC., c/o Berema Inc., PO Box 775, 10 Fifth St., Norwalk, Conn. 06856. Tel: (203) 838-2822. WATS: (800) 243-5005. Telex: 964395.

Home office: Sweden.

Chief product: ALPHA DELTA audio & video presses, extruders, molds & accessories. (SEE ADVERTISEMENT)

Tranco Prods. Int'l, 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 683-3000. Cable: EXREGNIS. Telex: (RCA) 229011. (WU) 6852051. Pres.: Arthur A. Singer; Sales Mgr.: Dick Lewent.

Chief product: Master record blanks.

Vans, see Musical Prods.

Westrex (div. of Litton Inds.), 2629 W. Olive Ave., Burbank, Calif. 91505. Tel: (213) 846-3394. Cable: WESTREX. Telex: 698254. Sales Mgr.: Ron Bennett.

Chief product: Disk master cutting systems.

Wildwood Audio, see Wildwood Entertainment.

Wildwood Entertainment Inc., Box 114, Plank Rd., Berlin, N.Y. 12022. Tel: (518) 664-3377. Pres.: Vincent Meyer Jr.; VP: Erich Borden.

Production office: Stillwater, N.Y., 48 Hillside Colony. Zip: 12170.

Chief product: WILDWOOD AUDIO disk mastering systems.

Worldex Mfg. Co. Ltd., 1212 N. La Brea Ave., Hollywood, Calif. 90038. Tel: (213) 466-3324. Cable: WORLDEX. Pres.: Louis R. Baptista.

Chief product: Record presses, dies & plating equip.



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Accurate Sound Int'l Inc., 3515 Edison Way, Menlo Park, Calif. 94025. Tel: (415) 365-2843. Telex: 348327. Pres.: Ronald M. Newdell; Sales Mgr.: Don O'Bella.

Audio: ASCO tape duplicators.

Air Bin, see Investment Technology.

Alpha, see International Audio.

Asco, see Accurate Sound.

Associated Audio Servs. Inc., 181 Westchester Ave., Port Chester, N.Y. 10573. Tel: (914) 937-5129. Pres.: D. Richard Kraus; VP: Allan Johnson.

Audio: AUDI EIGHT 8-tr. loaders.

Audio Inc., 219 Crossen Ave., Elk Grove Village, Ill. 60007. Tel: (312) 640-1030. Telex: 499-2690. Pres.: W.R. Hinkle; VP Mfg.: Norman Deletke.

Audio: Cassette loaders, timers, rewinders & exercisers.

Video: Videocassette loaders, reloaders, rewinders & wipers. iBeta, VHS, U-matic).

Audi Eight, see Associated Audio.

Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Owner & Pres.: Louis R. Charamonte.

Audio: 8-tr., cassette & open reel winders, 8-tr. cartridge splice finder.

AUDIOMATIC CORP., 400 Madison Ave., New York, N.Y. 10017. Tel: (212) 308-6888. Telex: 126419. Pres.: Milton B. Gelfand; VP Customer Servs.: Marilyn J. Best. Adv. Mgr.: J.P. Lohman. Local branch: Audio Matrix Inc., 915 Westchester Ave., Bronx 10459. Tel: 589-3500.

Audio: ELECTROSOUND cassette duplicators (Distributor). (SEE ADVERTISEMENT)

Audio/Tek Inc., 504-C Vandell Way, Campbell, Calif. 95008. Tel: (408) 378-5586. Cable: AUDIOTEK. Telex: 172230. Pres.: Robert W. Kratt; Opsc. Mgr.: Miguel A. Ordenana.

Audio: 8-tr., cassette & reel to reel duplicators, cassette loaders, duplicator master recorders.

Audio Video Automation, 150-D Knickerbocker Ave., Bohemia, N.Y. 11716. Tel: (516) 567-5156.

Audio & Video: Automatic cassette loading equip.

Auto-Tec, see United Research.

Bazy Electronics Corp., 3018 Ave. C, Holmes Beach, Fla. 33510. Tel: (813) 778-4442.

Audio: Cassette rewinders, in cartridge duplicators.

Beaucart, see UMC.

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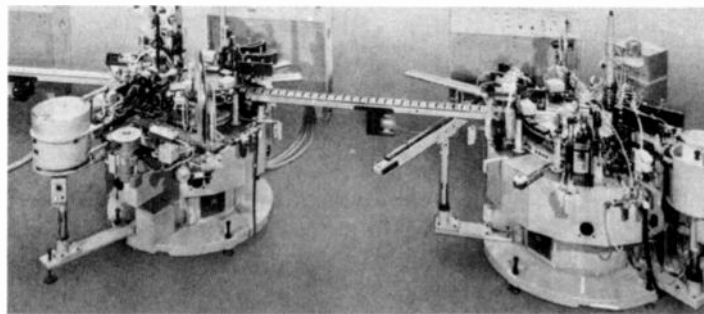
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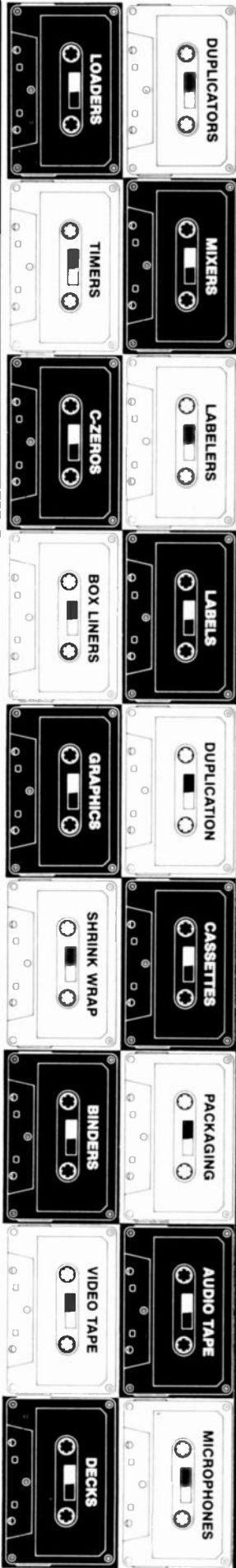
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Audio: GAUSS high speed tape duplicating systems (all formats) & quality control reproducers. (SEE ADVERTISEMENT)
CHET DUNN ASSOC'S. MFG. REP., 5 Bonnievale Dr., Bedford, Mass. 01730. Tel: (617) 663-2000. Telex: 947429. Dir.: Chet Dunn. (Manufacturer's Rep.)
Audio & Video: DKU-AUTOMATIC audio & video cassette assembly equip. (SEE ADVERTISEMENT)
Electro Sound Inc. (sub. of ElectroSound Group Inc.), 160 San Gabriel Dr., Sunnyvale, Calif. 94086. Tel: (408) 245-6600. Pres.: Ed Winn; VP Mktg.: David Bowman.
Branch: Omaha, Neb., Electro Sound Midwest, 3528 Dodge St. Zip: 68131. Tel: (402) 344-4114. Mktg. Mgr.: Jim Cook. (Sales office)
Audio: Cassette & open reel ("K") duplicators (128:1, 64:1, 32:1), automated quality control systems, high speed cassette loading equip.
Ferrocube Corp., 5083 Kings Hwy., Saugerties, N.Y. 12477. Tel: (914) 246-2811.
Audio: 8-tr. & cassette duplicating head assemblies.
 Gauss, see Cetec.
I T I, see Investment Technology.
INFONICS INC., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Telex: 233111. Pres. & Sales Mgr.: P. Lloyd.
Audio: High speed tape duplicators. (SEE ADVERTISEMENT)
International Audio Inc., 2934 Malmo Dr., Arlington Heights, Ill. 60005. Tel: (312) 956-6030.
Audio: ALPHA in-cassette duplicators.
International Electro-Magnetics Inc., 350 N. Eric Dr., Palatine, Ill. 60067. Tel: (312) 358-4622. Bd. Chm.: John Pretto; Sales Mgr.: Tony Pretto.
Audio: Head stacks, replacement heads.
Video: Audio & cue head stacks.
Investment Technology Inc., 1940 124 Ave. NE, Suite 107, Bellevue, Wash. 98005. Tel: (206) 454-7720. Pres.: David P. Hilliard.
Audio: AIR BIN, ITI air-driven loop bins.
KING INSTRUMENT CORP., 80 Turnpike Rd., Westboro, Mass. 01581. Tel: (617) 366-9141. Cable: KINGINST. Telex: 948485.
Audio: Automatic & semi-automatic cassette loaders.
Video: "M" (Beta & VHS) video cassette loaders. (SEE ADVERTISEMENT)
M T I Corp., 124 Montclair Ave., Montclair, N.J. 07042. Tel: (201) 744-2220.
 Cable: MITICORP.
Audio: SYSTEM III, TAPEMATIC high-speed duplicators & loaders.
MAGNEFAX INT'L INC., Rt. 1, Box 764, Rogers, Ark. 72756. Tel: (501) 925-1818. Cable: MAGNEFAX. Telex: 536433. AIDCLRK. Pres. & Sales Mgr.: Dennis W. Tallakson.
Audio: Cassette & "M" open reel duplicating systems. (SEE ADVERTISEMENT)
D K U-Automatic, see Chet Dunn.
OTARI CORP., 2 Davis Dr., Belmont, Calif. 94002. Tel: (415) 592-8311. Telex: (910) 376-4890. Pres.: Jack Soma; Nat'l Sales Mgr.: Michael Bernard; MTR Sales Mgr.: John Carey; Industrial Prods. Mgr.: Michael Pappas; Technical Sales Mgr.: David Roudsbush.
Audio: High speed duplicating systems (cassette to cassette, reel to cassette—8:1, 16:1, 32:1, 64:1).
Video: Videocassette loaders (Beta & VHS). (SEE ADVERTISEMENT)

Passavant Corp., 125 Carson Rd., Birmingham, Ala. 35215. Tel: (205) 853-6290. Telex: 782118. Telex: (810) 733-5547.
Audio & Video: Unwinders, conditioning units, coaters, dryers, calendars, rewinders, slitters.
Pentagon Inds. Inc., 4751 N. Dicot Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Telex: 253058. Pres.: Tom Horton; Sales Mgr.: Harry Sheaffer.
Audio: In-cassette, reel-to-reel & reel-to-cassette duplicators.
B. F. Perlins (div. of Roehlen Inds.), GPO Box 366, 939 Chicopee St., Chicopee, Mass. 01021. Tel: (413) 536-1311. Telex: 955342.
Audio & Video: Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds, splice jumping & edge guiding.
Pickering Audio-ronics, 535 N. Alexandria, No. 104, Los Angeles, Calif. 90004. Tel: (213) 669-8243. Owner: Edward F. Pickering. (Exported by Singer Prods. Co. Inc.)
Audio: Tape duplicating systems & tape winders for all formats.
Recorder Corp., 1935 Delk Ind'l Blvd., Marietta, Ga. 30067. Tel: (404) 955-7368.
Audio: Cassette & reel to cassette duplicators, in-cassette duplicating systems.
Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 962-0220. Telex: (910) 379-5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxell.
Audio: Automated cassette duplicators & loaders.
Video: Videocassette loaders.
Rockford Automation, 3381 Forest View Rd., Rockford, Ill. 61109. Tel: (815) 398-7601.
Audio & Video: Cassette automatic assembly systems.
Sahi Magnetics, 8650 Hayden Pl., Culver City, Calif. 90230. Tel: (213) 559-6704. Telex: (910) 328-6100. Pres.: Eugene Sakasegawa; Sales Mgr.: Trevor Boyer.
Audio & Video: Magnetic recording heads.
SHAPE INC., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi; VP: Paul Gelardi; VP Sales, Ribbon Cartridge Div.: Lloyd Pomeroy; Audio Prods.: Michael Tremblay.
Audio: Automatic & semi-automatic cassette & 8-tr. assembly equip., cassette winders.
Video: VHS "in-cassette" winders. (SEE ADVERTISEMENT)
Singer Prods. Co. Inc., 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 683-3000. (Export only)
Audio: RECORDERX tape winders & duplicators.
Sontec Electronics, Audio Dr., Goldsboro, Va. 24094. Tel: (703) 626-7256. Pres.: Burgess Macneal.
Audio: Equalizers, dynamic range controllers
Studer Revox America Inc., 1425 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 254-5651. Pres.: Hans Betchelet, Gen. Mgr.: Bill R. Muggler; Nat'l Sales Mgr.: Larry Jaffe; Technical Mgrs.: (Studer) Doug Beard, (Revox) Renaud Delapraz.
Branches: Van Nuys, Calif., 14046 Burbank Blvd. Zip: 91401. Tel: (213) 780-4234. Sales Mgr.: Thomas Jenny—New York, N.Y., 155 Ave. of the Americas. Zip: 10013. Tel: (212) 255-4462. Contacts: Fred Layn, Tom Mintner.
Audio: Master recorders, quality control recorders/reproducers.
System III, see MTI.
T L R Mktg., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres.: Leonard Ripley.

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T T L, see TLR Mktg.

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Tapematic, see MTI.

Telectro Systems Corp., 96-18 43 Ave., Corona, N.Y. 11368. Tel: (212) 651-8900. Pres.: Harry Sussman.

Audio: High speed duplicators.

Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman, VP Mktg.; James S. Arrington; Mktg. Dir.: Tom Johnson.

Audio: Reel to reel, reel to cassette & cassette to cassette duplicators, high speed cassette copiers.

Trackmaster Inc., 1310 S. Dixie Hwy. W., Pompano Beach, Fla. 33060. Tel: (305) 943-2334. Pres.: Roy Parsons; Sales Mgr.: Lupe Parsons.

Audio: 8-tr. & cassette duplicators, venthers, exercisers.

U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 288-7731. Telex: 963510. Pres.: J.C. Leu; Nat'l Sales Mgr.: A.Z. Sawala.

Audio: UMC/BEAUGART broadcast cartridge tape recorders & reproducers.

United Research Lab. Corp., 681 Fifth Ave., New York, N.Y. 10022. Tel: (212) 751-4663. Telex: (710) 581-3622. Pres.: George Adams; Sales Mgr.: Rick Klesmont.

Audio: AUTO TEC replacement parts for professional recorders.

Verbatim Corp., 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400.

Audio: Cassette tension monitors, head & guide gauge, torque tester.

Wildwood Entertainment Inc., Box 114, Plank Rd. Berlin, N.Y. 12022. Tel: (518) 664-3377. Pres.: Vincent Meyer Jr.; VP: Erich Borden.

Production office: Stillwater, N.Y., 48 Hillside Colony. Zip: 12170.

Audio: Real time cassette duplicators.

TAPE PACKAGING & LABELING EQUIPMENT MANUFACTURERS

A P S, see Autovend.

Apex, see Audiomatic.

AUDIOMATIC CORP., 400 Madison Ave., New York, N.Y. 10017. Tel: (212) 308-6888. Telex: 126419. Pres.: Milton B. Gelfand; VP Customer Servs.: Marilyn J. Best, Adv. Mgr.: J.P. Lohman. Local branch: Audio Matrix, Inc., 915 Westchester Ave., Bronx 10459. Tel: 589-3500.

Product: APEX "on-cassette" printers (Distributor). (SEE ADVERTISEMENT)

Autovend Packaging Systems (APS), PO Box 712, 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-1040. Telex: 469121.

Product: Solid state shrink film packaging systems.

KENNETH A. BACON ASSOCS., 24-E Commercial Blvd., Novato, Calif. 94947. Tel: (415) 883-5041. Pres. & Sales Mgr.: Kenneth A. Bacon.

Product: Semi-automatic cassette labeling equip. (SEE ADVERTISEMENT)

Bazzy Electronics Corp., 3018 Ave. C, Holmes Beach, Fla. 33510. Tel: (813) 778-4442.

Product: Shrink wrap sealer.

Cheshire (a Xerox Co.), 404 Washington Blvd., Mundelein, Ill. 60060. Tel: (312) 949-2000.

Product: Labeling machines.

E-System, see Econocorp.

Econocorp Inc., 71 Fourth Ave., Needham Heights, Mass. 02194. Tel: (617) 444-8070.

Product: E-SYSTEM, ECONOSEAL horizontal-loading packaging equip.

Econoseal, see Econocorp.

GOPHER PRODS., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. WATS: (800) 648-0958.

Product: ROTEX, UNILINE labelers. (SEE ADVERTISEMENT)

I T I, see Investment Technology.

Investment Technology Inc., 1940 124 Ave. NE, Suite 107, Bellevue, Wash. 98005. Tel: (206) 454-7720. Pres.: David P. Hilliard.

Product: IIT cassette labelers, label printing equip.

MTI Corp., 124 Montclair Ave., Montclair, N.J. 07042. Tel: (201) 744-2220.

Cable: MTICORP.

Product: TAPEMATIC labeling & inserting machines.

Master Rec'g Supply, 4000 W. Magnolia Blvd., Burbank, Calif. 91505. Tel: (213) 841-7500. Telex: 183511. Pres.: H. B. LaGrandeur.

Product: Labeling machinery.

N J M Inc., 6 Commerce Rd., Fairfield, N.J. 07006. Tel: (201) 227-8300. Telex: (710) 734-4353. Pres.: A.R. Schaefer; Mktg. & Sales Dir.: Malcolm Smith; Nat'l Sales Mgr.: H.L. Jepson.

Branches: San Mateo, Calif., 307 S. B St. Zip: 94401. Mgr.: T.A. Paul—

Prospect Heights, Ill., 65 E. Palatine Rd., No. 219. Zip: 60070. Tel: (312) 520-0656.

Product: PONY LABEL DRI, PONY PACER, PACE SETTER pressure sensitive labeling equip.

Pace Setter, see NJM.

Pony Label-DRI, see NJM.

Pony Pacer, see NJM.

R. P. Prods. Inc., PO Box 54, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: Roy Pink; Sales Mgr.: D. Pink.

Product: Automated packaging systems.

Rotex, see Gopher.

SCANOIA PACKAGING MACHINERY CO., PO Box 575, Allwood Sta., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100. Telex: 133513. Pres.: W.B. Bronander Jr.; Sales Mgr.: W.B. Bronander III.

Product: Packaging machinery for Norelco box loading & overwrapping of audio cassettes; Packaging machinery for cartoning, sleeving & overwrapping of video software. (SEE ADVERTISEMENT)

SHAPE INC., PO Box 366, Biddelford Ind'l Park, Biddelford, Me. 04005. Tel: (207) 282-6155. Telex: 944325. Pres.: Tony Gelardi, VP; Paul Gelardi, VP Sales, Ribbon Cartridge Div.: Lloyd Pomber; Audio Prods.: Michael Tremblay.

Product: Automatic cassette assembly & packaging machines. (SEE ADVERTISEMENT)

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Stevenson Inds., 9741 Independence Ave., Chatsworth, Calif. 91311. Tel: (213) 709-6117.
Product: Shrink film packaging equip.
Tapematic, see MTI.
Umline, see Gopher.

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Ace Label Systems Inc., 140 Jackson Ave. N., Hopkins, Minn. 55343. Tel: (612) 933-3105. Telex: (910) 576-3438. Pres.: Ardy Bakshian; Gen. Mgr.: Ed Bakshian.
Audio: Cassette labels.
Amaray Sales Corp., 2251 Grant Rd., Suite H, Los Altos, Calif. 94022. Tel: (415) 968-2840. Pres.: Ron Garrett; Sales Mgr.: Mark Drill.
Audio & Video: Cassette boxes & packaging.
J.C. Anglum Co. Inc./Tapeonents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres.: J. Clifford Anglum.
Audio: Cassette boxes.
R.B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R.B. Annis; Sales Mgr.: H.A. Franz.
Audio & Video: Professional bulk erasers & demagnetizers.
Athena Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500.
Audio: Norelco style cassette boxes.
Audico Inc., 219 Crossen Ave., Elk Grove Village, Ill. 60007. Tel: (312) 640-1030. Telex: 4992690. Pres.: W.R. Hinkle; VP Mfg.: Norman Deletzke.
Audio: Cassette labels.
Video: ¾" & ½" splicing blocks.
AUDIO INDS. INC., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
Audio: Norelco-style cassette boxes. (SEE ADVERTISEMENT)
Audiolab Electronics Inc., 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500.
Audio & Video: Degaussers.
Audiopak, see Audio/Video Accessories.
Audio/Video Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.
Audio: AUDIDPAK foam block packaging; custom blister packaging.
B A S F Systems Corp., Crosby Dr., Bedford, Mass. 07130. Tel: (617) 271-4000. Pres.: Dieter Heuer.
Branches: Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel: (213) 451-8781—Atlanta, Ga., 3300 Buckeye Rd., Suite 403. Zip: 30341. Tel: (404) 455-4145—Arlington Heights, Ill., 3345 N. Arlington Heights

Rd., Suite G. Zip: 60004. Tel: (312) 870-7800.—Ridgewood, N.J., 1600 State Hwy. 208. Zip: 07410. Tel: (201) 794-9380.
Audio: D.I.N. calibration tape (Fe, Cr).
KENNETH A. BACON ASSOCS., 24-E Commercial Blvd., Novato, Calif. 94947. Tel: (415) 883-5041. Pres. & Sales Mgr.: Kenneth A. Bacon.
Audio: Custom cassette labels & inserts. (SEE ADVERTISEMENT)
Bear Graphics Inc., PO Box 3290, Sioux City, Iowa 51102. Tel: (712) 258-0684. Pres.: Robert L. Barron.
Audio: 8-tr. labels, cassette inserts.
Beau, see UMC.
G. Benson & Co. Printers Inc., 75 Spring St., New York, N.Y. 10012. Tel: (212) 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: E. Todd Benson.
Audio: 8-tr. & cassette pressure-sensitive labels.
Bogen, see International Rec'g.
W. H. BRADY CO. SPECIALTY TAPE PRODS., PO Box 571, 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Cable: BRADYCO. Telex: 26677. Gen. Mgr.: John Arnold; Sales Mgr.: Mary Ciocarelli.
Audio: Splicing tapes.
Video: Splicing tapes, leader tapes, anti-static tabs. (SEE ADVERTISEMENT)
Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie, Ill. 60076. Tel: (312) 583-2818. Pres.: Joseph Halperin.
Audio: Packaging & shipping containers.
Clearview Spaghetti Box, see Custom Thermoform.
Columbia Magnetics (div. of CBS Inc.), 15 Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 744-3555.
Branch: Los Angeles, Calif., 1930 Century Park W. Zip: 90067. Tel: (213) 556-4836.
Audio: COLUMBIA MAGNETICS splicing & abrasive tape; MAGNA-SEE liquid magnetic pattern detecting kit.
Copy-Art Photographers (div. of James J. Kreigsman), 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 382-0190.
Audio: 8-tr. & cassette labels.
Cory Sound Co., 1255 Howard St., San Francisco, Calif. 94103. Tel: (415) 861-4004. Pres.: Phillip Markinson.
Audio: Custom cassette labels.
Custom Recs., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121.
Audio: Cassette labels.
Video: Cassette labels.
CUSTOM THERMOFORM INC., 2249 49 Ave. N., Minneapolis, Minn. 55430. Tel: (612) 522-8551. Contact: Cal Krupa.
Audio: CLEARVIEW SPAGHETTI BOX clear plastic cassette packaging (4" x 12"). (SEE ADVERTISEMENT)
Dyna/Day Plastics Inc. (sub. of American Sound), 6270 Country Club Rd., Tucson, Ariz. 85706. Tel: (602) 746-1001.
Sales office: North Hollywood, Calif., 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100.
Audio: "Norelco style" cassette boxes.
Edital, see Xedit.
ElectroSound Group Inc., 725 Broadway Ave., Holbrook, N.Y. 11741. Tel: (516) 567-3700. Corp. Pres.: Richard H. Burkett; Music Div. Pres.: Dick Meixner; Nat'l Sales Mgr.: Ron Roberto. Local plant: Andrews Nunnery Envelope & Paper Co., 2175 Fifth Ave., Ronkonkoma 11779. Tel: 467-2000. Pres.: Richard Renda; Plant Mgr.: William Hamilton.
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Audio: Ampex, Norelco & soft-poly style cassette boxes, open reel boxes, 8-tr. & cassette splicing tape. (SEE ADVERTISEMENT)
Fenton Label Co., Coral & Buckius Sts., Philadelphia, Pa. 19124. Tel: (215) 288-2910.
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Audio: 8-tr. labels.
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Audio: Cassette boxes. (SEE ADVERTISEMENT)
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H R C PRINTING, 5252 E. Trindle Rd., Mechanicsburg, Pa. 17055. Te: (717) 766-0943.
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Video: Videocassette labels. (SEE ADVERTISEMENT)
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Audio & Video: Labels, boxes & packaging.
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Audio: Cassette leader tape.
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Audio: Pressure sensitive labels.
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Audio: Alignment tapes, kits, duplicator peripherals. (SEE ADVERTISEMENT)
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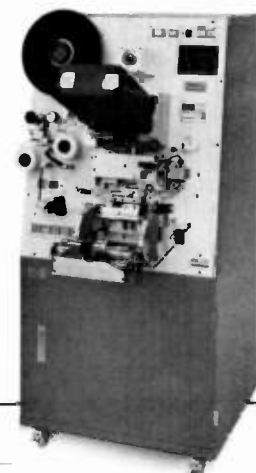
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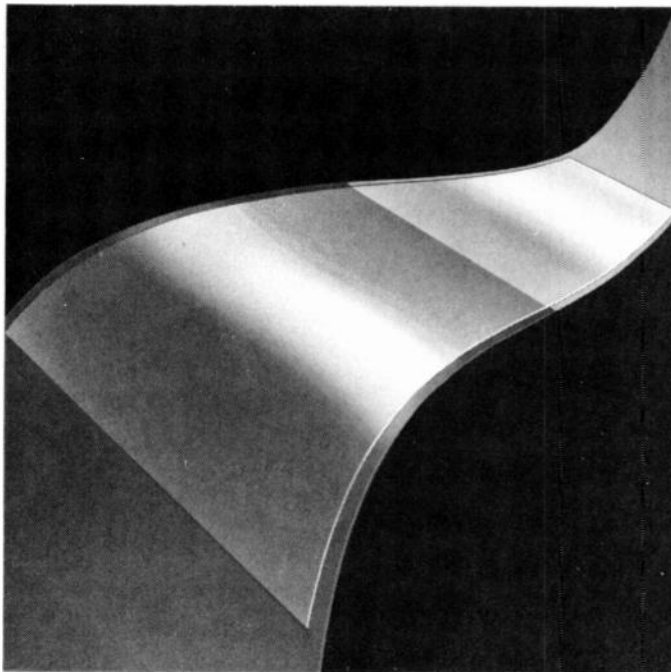


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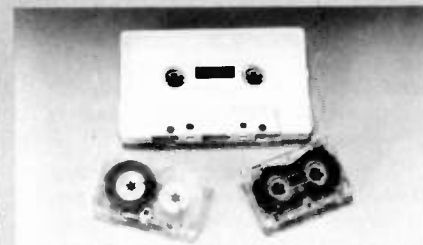
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Are you sure your pre-recorded cassettes do offer state-of-the-art sound quality? Do you use BASF chrome tape?

Pre-recorded cassettes can fully share in the tremendous success of the compact cassette system, which has become the number one music entertainment system in the world, if the sound quality matches that of personal recordings on state-of-the-art blank tapes; e.g. BASF's chrome tapes.

Too many of the tapes used for pre-recorded cassettes suffer from outdated recording properties, resulting in a dull overall sound quality.

BASF, one of the world's leading manufacturers of pure chrome tapes, offers you the key to update the sound quality of your MusiCassettes, with its unique concept:

chromium dioxide tape at 120 μ s EQ

What is behind it?

BASF's pure chrome audio tapes are true

low noise tapes. This allows the usage of the 120 μ s EQ, being the common standard for pre-recorded cassettes anyhow, resulting in an ideally balanced load characteristic.

No surprise that one of the world's leading record review magazines, the British "The Gramophone" writes in its "Critics' Choice" (12/82).

"Against a profusion of riches the selection of merely six cassettes is difficult indeed, but the first choice is not. It must be the astonishing HMV chrome issue of Jochum's digital Bavarian performance of Bach's Mass in B minor, where the choral sound has an incisive clarity that makes one think one is listening to the master tape! A remarkable achievement!"

Do we really need to argue any more?

Leading music companies are already using BASF chrome tape for their top quality MusiCassettes. Find out what they already know. Put state-of-the-art sound quality in your pre-recorded cassettes with BASF chrome tape.

BASF Aktiengesellschaft
Gottlieb-Daimler-Str. 10
D-6800 Mannheim 1
Telephone: 06 21/40 08-1
Telex: 4 64 990 basf d



BASF

BLANK TAPE PRODUCT CHART

Note: Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

CASSETTE

PLAYING TIME	PRODUCT	COATING	LIST PRICE
ACME DIST.			
1-120	Voice	FO	
1-120	Music	ER	
1-120	Mastering	M/NB/HP	
AMPEX			
30/45/60/90/120	Professional (671 Series)	FO	
ASSOCIATED AUDIO			
10sec.-94min.	Custom	Custom	
AUDIO ACCESSORIES			
Custom	AA	HE/LN/ER	
to 3 mins.	AA Endless	BC/LN	
to 3 mins.	AA Digital	HP	
AUDIOMAGNETICS			
90	Tracs Metal	MT	
60/90	Tracs TRX II	LN-F/HB	
60/90	Tracs/TRX I	LN-F/NB	
45/60/90/120	Tracs	LN-F	
60/90	Tracs O Series		
60/90	High Performance I	HP-F/NB	
60/90	High Performance II	HE-F/HB	
B A S F			
60/90/120	Performance I	F	2.99/4.19/5.19
60/90	Professional I	F	3.99/5.49
60/90	Professional II	CrO2	4.69/6.29
60/90	Ferrichrome III	FCh	4.49/5.99
60/90/120	Metal IV	MT	8.65/11.50/14.00
30/45/60/90/120	Headmaster Duplicating	F	
KENNETH A. BACON			
Standard/Custom	KA613/813	FCh/HB/SLN/SHI	
Standard/Custom	KA611/811/1211	NB/SHI/M	
Standard/Custom	KA619/819	NB/PLN/HO	
Standard/Custom	K Line	SP	
BONNEVILLE			
30/45/60/90/120	Bonneville	FO Type 1	.56/.64/.71/90/2.30
CALIBRON			
60	PCI-600	GFO	
90	PCI-900	GFO	
CERTRON			
60/90	Ferex I	FE	
60/90	Ferex II	CDeg/HB	
60/90/120	High Energy Gamma	HE	
30/45/60/90/120	Low Noise	LN	
30/45/60/90/120	High Density	HD	
CONTINENTAL			
45/60/90/120	Audiophile	HD/HO/FO	
45/60/90	Supersound	HE/FO	
60 3-pack	Supersound	HE/FO	
90 2-pack	Supersound	HE/FO	
CREATIVE WORD			
Custom	Duplicator	F/NB	
Custom	Premium	M/NB	
CROWN MAGNETICS			
Custom	High Output	HO	
Custom	Extra High Output	EHO	
Custom	Mastering	M	
D I K			
90	Pro-Fi One	LN/F	2.79
90	Pro-Fi Two	GFO/CO	
90	Pro-Fi Three	Modified GFO	
DATA PACKAGING			
Custom	Mini-cassette		(on request)
Custom	Micro-cassette		(on request)
FUJI			
46/60/90	FR Metal	Metalix	7.15/7.95/10.75
46/60/90	FR II	Beridox/HB	4.90/5.45/7.50
46/60/90	FR-I	PF/NB	4.90/5.45/7.50
46/60/90	ER	Pf/NB	3.60/4.10/5.75
46/60/90/120	DR	Pf/NB	2.95/3.40/4.75/6.60
90	FR-II	Bendox/NB	(on request-2 pack)
90	FR-I	Pf/NB	(on request-2 pack)
90	ER	Pf/NB	(on request-2 pack)
90	DR	Pf/NB	(on request-3 pack)
H I ENTS			
2-120	Custom	C/FC/FO/HO/LN	

HITACHI			
60/90	UD-EX	EO/CDeg	
60/90	UD-ER	EO/HE/HO/NB	
46/60/90	ME	MT	
IRISH MAGNETIC			
30/60/90	Irish Pro Series	FS	
60/90	Irish	LN/ER	
LARKSONG			
1-120	MAF (Packaged)	EO	
1-120	Wide Band Educational	GFO/NB	
LE-BO/PEERLESS			
60/90	4-Starr	FO	
LION			
30/60/90/120	Lion Tape	ER	79/91/1.13/1.83
30/60/90/120	Lion Tape	PLN	.89/.96/1.24/2.05
30/60/90/120	Lion Tape	PLN/HO	.89/1.02/1.24/2.05
30/60/90	Lion Tape	CrO2	1.19/1.69/2.20
LORANGER			
46/60/90	Loran	FO/NB	
60/90	Loran	FC/CDeg/HB	
60/90	Loran	MT	
M J S			
46/62/92/122	High Bias II	C	
46/62/92	Wide Dynamic	F	
46/62/92/122	HO/LN	F	
46/62/92	Metal	M	
MANN ENDLESS			
Up to 20 Min.	Mann Endless		5.50/20.00
MAXELL			
46/60/90/120	Low Noise	GFO/LN/NB	
46/60/90/120	Ultra Dynamic	PxGH/NB	
60/90	UD XL I	EO/NB	
60/90	UD XL II	EO/HB	
60/90	XL I S	EO/NB	
60/90	XL II S	EO/HB	
46/60/90	Metaxial MX	MT	
46/90	Metaxial MX Micro	MT	
46/60	Micro	PxGH	
MEMTEK			
30/45/60	Memorex I	FG	2.79/2.99/3.19
90/120	Memorex I (cont'd)	FG	4.79/6.39
60/90	High Bias II	FCo	3.19/4.79
60/90	Metal IV	MT	4.59/6.29
60/90	dB Series	GFO	2.59/3.79
60	MC-60 Metal (Micro)	MT	8.99
60	MC-60 MRX (Micro)	FCo	4.99
60	MC-60 (Micro)	FG	7.99 (2 pack)
NAKAMICHI			
60/90	EXII	FCo/LN/HO	
60/90	SX	FCo/CDeg	
60/90	ZX	MT	
NORTHWESTERN			
60	Artek	HE/LN	.85
60	Artek	M	1.40
60	Artek	CrO2	2.55
P D MAGNETICS			
60/90	Tri-Oxide Ferro	FO/NB	
60/90	500 Crolyn	CrO2	
60/90	1100 Metal	MT	
PHYLCO			
1-93	SI	NB/LN	.30-.58
1-93	HI	NB/LN/HO	.31-.84
1-93	AI	NB/LN/HO	.33-.99
1-93	AS	NB/LN/HO	.43-1.09
1-93	ISC	NB/LN	.38-.74

PRODUCT CHART KEY

AY Anlyn	FCr - ferricyrystal	M - mastering
BC back coated	FE - ferrite oxide	MB - master backed
C - chrome	FG - ferric gamma hematite	MO - maximum output
CD eq - chrome equivalent	FO - ferric oxide	MT - metal particle
CM cobalt modified	FS ferros	NB - normal bias
CrO - chromium dioxide	GFO - gamma ferric oxide	P - polyester
IC editaxial cobalt	HB high bias	PF - pure ferric
EHO - extra high output	HD high density	PLN - premium low noise
EO editaxial oxide	HE - high energy	PxGH - Px gamma hematite
ER - extended range	HF - high ferric	SC - super coating
F ferric	HI - high fidelity	SF - standard ferric
FC ferric cobalt	HO - high output	SHI - super high fidelity
FCh ferric chrome	HP - high performance	SLN - super low noise
FO ferric cobalt	LN - low noise	SP - standard performance
		XHE - extra high energy
* - 10 1/2" reel	** - 5" reel	*** - 14" reel

BLANK TAPE PRODUCT CHART

Note: Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

CASSETTE

PLAYING TIME	PRODUCT	COATING	LIST PRICE
RK O			
60/90	Ultrachrome	CrO/HB	
60/90	Broadcast I	GFO/NB	
45/60/90	Xtra Dynamic	F/HO/LN	
RADIO SHACK			
60/90	Supertape	MT	6.99/8.99
60/90	Supertape	CDeq	3.99/4.99
45/60/90/120	Supertape Gold	GFO	2.69/2.99/3.99/4.99
30/60/90/120	Realistic	GFO	1.59/1.99/2.79/3.49
60/90	Concertape	GFO	.88/1.25
30/60	Concertape	GFO	1.99/2.59 (3 packs)
90/120	Concertape (cont'd)	GFO	3.59/4.99 (3 packs)
RECORTEC			
Custom	Recortec	LN/FO/HO	on request (min. order 500)
10/20/60/90 (packs)	Microsette	LN/FO/HO	.75/.90/1.10/1.50 (ea. in 10)
SEE HEAR-RIA			
60/90/120	See Hear-RIA		1.55/1.95/2.95
SENTRY			
30/60/90	Sentry	LN	.69/.79/1.10
SONY			
46	LNx	FO	2.05
46	HFX	FO	2.75
46	SHF	FO	1.41
46	EHF	FCo	3.70
60	UCX-S		5.00
SOUND CENTER			
5-120	Computer		
5-120	Music		
5-120	Chrome	CrO2	
SOUNDPRO			
45/60/90	SoundPro Gold	EQ/CM/NB/MO	2.98/3.49/3.98
45/60/90	SoundPro	FO/MO/NB	3.49/3.99/4.69 (2 paks)
SPECTRUM FIDELITY MAGNETICS			
2-122	Generic	FO/FS/HO/LN/MO	
60/90	Premium	FO/MO	1.05/1.25
60/90	Chrome	CrO2	1.35/1.80
STANFORD			
30/45/60/90/120	American	FO	
MARK STARR			
Custom	Mark Starr	FE/CrO	
SHURE			
40/60/90/120	XL	FE/NB	1.39/1.49/1.89/2.49
60/90	Laser UHD I	HD/NB	1.99/2.59
TDK			
60/90	Pro. Reference MA-R	Metal alloy	8.99/11.99
60/90	Pro. Reference SA-X	Super Avilyn	4.99/6.99
60/90	Pro. Reference AD-X	Super Avilyn	3.89/5.49
60/90	Reference Standard MA	Metal alloy	6.69/8.99
60/90	Reference Standard SA	Super Avilyn	4.39/6.19
60/90	Reference Standard AD	FO/HB	3.39/4.79
30/46/60	Reference Standard D	HF/NB	2.09/2.29/2.49
90/120/180	Reference Standard D (cont'd)	HF/NB	3.39/3.99/5.59
60	MA-M60B Micro	Metal alloy	8.99
60	AD-M60B2 Micro	Linear F	9.99 (2 pack)
60	D-M60B3 Micro	HF	11.99 (3 pack)
20 sec.	EC-20 S Endless	BC/GFO	(on request)
30 sec.	EC-30 S Endless	BC/GFO	(on request)
1	EC-1 Endless	BC/GFO	(on request)
3	EC-3	BC/GFO	(on request)
6	EC-6	BC/GFO	(on request)
12	EC-12	BC/GFO	(on request)
30/46/60/90/120	Pro-Industrial AV-D	HF	(on request)
20sec./30sec./1min.	Pro-Industrial EC-F	LN/BC/GFO	(on request)
3/6/12	Pro-Industrial EC-F	LN/BC/GFO	(on request)
30/60	Pro-Industrial D-L	HF	(on request)
30/46/60	Pro-Industrial ZD	HF	(on request)
90/120	Pro-Industrial ZD	HF	(on request)
TAPECOM			
46/62/93	StudioTape	FE	2.40/2.80/3.50
62/93	StudioTape CrO	FCr	3.99/5.99
TAPEMASTERS			
46/60/90	Prestige I	Magnetite	
46/60/90	Prestige II	CDeq	
TAPE SPECIALTY			
46/62/92	TSI	FE	

46/92	TSI	CrO2	
TEGELER			
Custom	Adtec	CrO2	
Custom	Adtec	NB	
3M			
45/60/90/120	Scotch Highlander	FO/NB/LN	
45/60/90/120	Scotch Dynaranga	FO/NB	
60/90	Scotch XS I	HO/LN/NB	
60/90	Scotch XS II	CMFO/CDeq	
46/60/90	Scotch XSM IV	MT	
TRAMAR			
60/90	PR3-60/PR3-90	PLN/HO/NB/GFO	n/a (3-packs)
TRIAD			
5-95	Premium	PLN/HO/FE	
5-95	Standard	LN/HO/FE	
UNIVERSAL TAPE			
30/40/45/60	Universal	NB/HB	
90/120 & Custom	Universal (cont'd)	NB/HB	
30/45/60	UTC	NB/HB	
90/120 & Custom	UTC (cont'd)	NB/HB	
30/60/90	A/V Paragon	NB/HB	
120 & Custom	A/V Paragon (cont'd)	NB/HB	
YAMAHA			
60/90	MR-60/MR-90	Metal alloy	
60/90	CRX-60/CRX-90	Super ferric oxide extended/HB	
60/90	CR-60/CR-90	Super ferric oxide/HB	
60/90	NR-60/NR-90	FO/NB	
ZIMAG			
45/60/90/120	High Energy	FO	1.40-3.10
45/60/90/120	Extra Low Noise	FO	1.00-2.40

OPEN REEL

LENGTH (00's)	PRODUCT	COATING	PRICE
AGFA-GEVAERT			
36	PEM 366 (1" & 1/2")	M/BC/EHO/SLN	
36	PEM 369 (1/2")	M/BC/EHO/SLN	
48	PEM 428 (2")	M/BC/EHO/SLN	
24	PEM 468 (2", 1")	M/BC/EHO/SLN	
24	PEM 468 (1/2", 1/4")	M/BC/EHO/SLN	
24	PEM 526 (1", 1/2", 1/4")	M/BC/EHO/SLN	
AMPEX			
6-50	406/407 (1/2", 1/4", 1", 2")	FO	
12-50	456 Grand Master (1/2", 1/4", 1", 2")	FO	
46-72	466 Digital (1/2", 1/4", 1")	FO	
6-36	600 (1/2")	FO	
ASSOCIATED AUDIO			
12	Bulk Pack	GFO	
18	Bulk Pack	GFO	
AUDIOMAGNETICS			
12/18/24	Tracs	LN-F	
BURLINGTON AUDIO			
6-36	Olympic 1/2"	HF	
6-36	"White Box" 1/2"	HF	
H I ENTS			
up to 18	Custom	M/HO/LN	
IRISN MAGNETIC			
18	270 Series	FS	
12/18/24	200 Series	FS	

PRODUCT CHART KEY

AV - Avilyn	FCr - ferric cobalt	M - mastering
BC - back coated	FE - ferrite oxide	MB - master block
C - chrome	FG - ferric gamma hematite	MO - maximum output
CD eq - chrome equivalent	FO - ferric oxide	MT - metal particle
CM - cobalt modified	FS - ferrus	NB - normal bias
CrO - chromium dioxide	GFO - gamma ferric oxide	P - polyester
EC - edditaxial cobalt	HB - high bias	PF - pure ferric
EHO - extra high output	HD - high density	PLN - premium low noise
EO - epitaxial oxide	HE - high energy	PGH - Pa gamma hematite
ER - extended range	HF - high ferric	SC - super coating
F - ferric	HI - high fidelity	SF - standard ferric
FC - ferric cobalt	HO - high output	SHI - super high fidelity
FCr - ferric chrome	HP - high performance	SLN - super low noise
FCo - ferric cobalt	LN - low noise	SP - standard performance
		XHE - extra high energy
* - 10 1/2" reel	** - 5" reel	*** - 14" reel



THE ROAD TO PLATINUM IS PAVED WITH BASF PURE CHROME.

The only place to be in the recording business is #1. And with cassettes taking over nearly 50% of the industry's pre-recorded sales this year, the best way to get to the top is on BASF Pure Chrome duplicating tape.

BASF Pure Chrome helps you climb the charts faster because it duplicates your sounds more perfectly than any other brand. Technically speaking, BASF Pure Chrome offers extended high frequency Maximum Output Level (MOL), plus the world's lowest background noise. And our exclusive Pure Chrome formulation is extremely clean and stable at even the highest duplicating speeds. The payoff? Audio performance that's virtually indistinguishable from a studio master recorded at 15 I.P.S.



Best of all, just about anyone can change over from ferric oxide to BASF Pure Chrome with the greatest of ease—and without any need for additional equipment or expenses.

Find out why such major names as RCA Red Seal Digital, Sine Qua Non, Vanguard and Inner City all put their trust in us. Switch to BASF Pure Chrome duplicating tape. Because when you put "CrO₂" on your label, you're not just guaranteeing the public the pure music they're paying for. You're paving your way to platinum with BASF Pure Chrome.



BASF
Chrome Audio & Video Tapes

BLANK TAPE PRODUCT CHART

Note: Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

OPEN REEL

LENGTH (00's)	PRODUCT	COATING	LIST PRICE
M J S			
12/18/24*/36°	Pro Mastering	Ferric backed	
12/18/24/36*	LN-HO	F	
12/18	LN	F	
18/36°	Chrome II	C	
MAXELL			
12/25/18/36	Ultra Dynamic	LN/HO/ER/GFO	
12/25/18/36	XLI	HO/ER/EO	
18/36	XLII-EE	EO	
RADIO SHACK			
9**/12/18/36	Supertape (1/4")	GFO	3.99/5.79/6.49/11.49
2.25/9**/12**/18/24/36	Realistic (1/4")	GFO	1.49/2.99/3.99 5.49/6.49/7.99
18	Concertape	GFO	2.49
SOWT			
12/18/36°	ULH	FO	9.00/11.50/31.00
T D K			
18/36	SA EE	Super Avilyn (1/4")	15.95/41.95
12/18/24*/36*	Pro. Reference GX (1/4")	FO	10.95/12.95/29.95/34.95
12/18/24*/36*	Reference Standard LX (1/4")	FO	9.95/10.95/27.95/30.95
18/36*	Reference Standard LX	FO	9.95/27.95
TEGELER			
Custom (2")	Pro Open Reel		
Custom (1")	Pro Open Reel		
Custom (1/2")	Pro Open Reel		
Custom (1/4")	Pro Open Reel		
3M			
9**/12	Scotch Dynarange	LN/FO	
18/24/36	Scotch Dynarange (cont'd)	LN/FO	
12 (1.5 mil)	Scotch 206	HO/LN/FO/BC	
18 (1.0 mil)	Scotch 207	HO/LN/FO/BC	
UNIVERSAL TAPE			
6/9/12/18/24	Universal	NB	
6/9/12/18/24	UTC	NB	
6/9/12/18/24	A/V Paragon	NB	
8-TRACK			
PLAYING TIME	PRODUCT	COATING	LIST PRICE
AUDIO ACCESSORIES			
Custom	AA Cartridge	BC/HE/LN	
AUDIOMAGNETICS			
45/90	Tracs	LN-F	
CENTRON			
45/90	Cartridge		
LE-BO/PEERLESS			
40/80	Le-Bo	FO	
MAXELL			
46/60/90	Low Noise	GFO/LN/ER	
MENTEK			
45/60/90	Memorex Cartridge	FO	3.49/3.89/4.19
RADIO SHACK			
90	Supertape	GFO	3.99
40/80	Realistic	GFO	1.99/2.69
SOWT			
46/90	HF	FO	3.30/4.20
46/90	HFC		3.30/4.20
SOUNDPRO			
45/60/90	Sound Pro	HO/LN/XHE	2.98/3.49/3.98
45/60/90	SoundPro	HO/LN	3.49/3.99/4.69 (2 packs)
SHURE			
45/90	XL	FE	2.69/3.49
TAPE SERVS.			
1-100	Private Label	LN	
3M			
45/90	Scotch Dynarange	FO/LN	
UNIVERSAL TAPE			
32/45/64/90	Universal	NB	
ZIMAG			
45/90	Extra Low Noise	LN	4.40/5.25 (2 packs)

VIDEO

PLAYING TIME	PRODUCT	FORMAT	LIST PRICE
ACME DIST.			
1-120	1st Line	Beta/VHS	
AGFA-GEVAERT			
10/20	KCS	U-matic mini	
10/30/60	KCA	U-matic	
AMPEX			
5-60	167	U-matic	
30-180	101	Beta	
60-360	102	VHS	
(1200 ft. - 7500 ft.)	175	2" Quadraplex	
(1600H. - 9200H.)	196	1" Helical	
B A S F			
L250/L500/L750	BASF	Beta	12.95/17.95/26.95
T60/T120	BASF	VHS	17.95/26.95
CONTINENTAL			
Standard	Continental	Beta/VHS/U-matic	
FUN			
T30/T60/T90	Fuji Beridox	VHS	19.45/21.65/26.70
T120/T160	Fuji Beridox (cont'd)	VHS	29.65/39.95
L125/L250/L370	Fuji Beridox	Beta	14.00/15.45/18.10
L500/L750	Fuji Beridox (cont'd)	Beta	21.60/26.95
T20/T30/T40	Fuji Super HG	VHS	23.35/24.10/24.85
T60/T80/T100	Super HG (cont'd)	VHS	27.00/29.65/33.35
T120	Super HG (cont'd)	VHS	37.00
L125/L250	Fuji Super HG	Beta	16.80/18.55
L370/L500	Super HG (cont'd)	Beta	21.70/25.95
T120	Fuji Beridox	VHS	(on request - 3 pack)
L500	Fuji Beridox	Beta	(on request - 3 pack)
L750	Fuji Beridox	Beta	(on request - 3 pack)
T60 (10 min.)	Fuji Super HG	VHS-M format	(on request)
T120 (20 min.)	Fuji Super HG	VHS-M format	(on request)
L250 (10 min.)	Fuji Super HG	Betacam format	(on request)
L500 (20 min.)	Fuji Super HG	Betacam format	(on request)
10/15/20	Beridox KCA H521	U-matic	(on request)
30/60	KCA H521 (cont'd)	U-matic	(on request)
10/15/20	KSA H521 (no case)	U-matic	(on request)
30/60	KSA H521 (cont'd)	U-matic	(on request)
10/20	Beridox KCS H521	U-matic mini	(on request)
10/15/20	Beridox KCA H520	U-matic	
30/60	Beridox KCA H520 (cont'd)	U-matic	
10/20	Fuji Beridox KCS H520	U-matic mini	
34 (1640')	Fuji H621B	1" B format	
66 (3170')	Fuji H621B	1" B format	
96 (4620')	Fuji H621B	1" B format	
120 (6080')	Fuji H621B	1" B format	
34 (1640')	Fuji H621C	1" C format	
66 (3170')	Fuji H621C	1" C format	
96 (4620')	Fuji H621C	1" C format	
120 (6080')	Fuji H621C	1" C format	
150 (7550')	Fuji H621C	1" C format	
180 (9020')	Fuji H621C	1" C format	
22 (1650')	Fuji H701E	2" quad	
34 (2550')	Fuji H701E	2" quad	
66 (4950')	Fuji H701E	2" quad	
96 (7200')	Fuji H701E	2" quad	
GENERAL ELECTRIC			
T120	1-CAS-120	VHS	

PRODUCT CHART KEY

AV - Avilyn	FC - ferrocrystal	M - mastering
BC - back coated	FE - ferrite oxide	MB - master backed
C - chrome	FG - ferric gamma hematite	MO - maximum output
CD eq - chrome equivalent	FO - ferric oxide	MT - metal particle
CM - cobalt modified	FS - ferros	NB - normal bias
CO - chromium dioxide	GFO - gamma ferric oxide	P - polyester
EC - editorial cobalt	HB - high bias	PF - pure ferric
EHD - extra high output	HD - high density	PLN - premium low noise
EO - epitaxial oxide	HE - high energy	PGH - Pt gamma hematite
ER - extended range	HF - high ferric	SC - super coating
F - ferric	HL - high fidelity	SF - standard ferric
FC - ferric cobalt	HO - high output	SHI - super high fidelity
FCH - ferric chrome	HP - high performance	SLN - super low noise
FCO - ferric cobalt	LN - low noise	SP - standard performance
		XHE - extra high energy
* - 10 1/2" reel	** - 5" reel	*** - 14" reel

BLANK TAPE PRODUCT CHART

Note: Prices subject to change without notice Complete listings for the companies appearing on these charts follow on page 158.

VIDEO

PLAYING TIME	PRODUCT	FORMAT	LIST PRICE
HITACHI			
T60/T120	Hitachi	VHS	
IRISH MAGNETIC			
T60/T120	Irish	VHS	
J V C			
T20/T40/T60	High Grade	VHS	
T80/T100/T120	High Grade (cont'd)	VHS	
T30/T60/T90	Standard	VHS	
T120/T160	Standard (cont'd)	VHS	
MAGNAVOX			
T120	9204	VHS	
MAGNETIC MEDIA			
T30/T60/T90/T120	Magnetic Media	VHS	
MAXELL			
L250/L500/L750	Epitaxial	Beta	
T60/T120/T160	Epitaxial	VHS	
T30/T60/T90/T120	Epitaxial HG	VHS	
L250/L500/L750	Epitaxial HG	Beta	
20	Epitaxial	VHS-C mini	
MEMTEK			
T30/T60	Super HG	VHS	na/na
T90/T120	Super HG (cont'd)	VHS	na/32.50
T30/T60	PRO Series	VHS	na/na
T90/T120	PRO Series (cont'd)	VHS	na/27.50
T120	Memorex	VHS	24.50
L500/L750	High Grade	Beta	na/31.00
L250/L500	Memorex	Beta	na/na
L750/L830	Memorex (cont'd)	Beta	26.50/na
P D MAGNETICS			
L250/L500/L750/L830	Video Cassette	Beta	
T60/T90/T120/T160	Video Cassette	VHS	
PANASONIC			
T60/T120/T160	NV	VHS	
PHILCO			
T120	SC-2102	VHS	
QUASAR			
T60/T120/T160	VC	VHS	
R K O			
L250/L500/L750	ColorChrome (CrO2)	Beta	
T60/T120	ColorChrome (CrO2)	VHS	
RADIO SHACK			
T120	Supertape	VHS	16.95
L500	Supertape	Beta	14.95
SANYO			
L250/L500	Betacord	Beta	
L750/L830	Betacord	Beta	
SEE HEAR-RJA			
T30/T60	See Hear-RJA	VHS	14.95/15.95
T90/T120	See Hear-RJA	VHS	17.95/19.95
SONY			
L125/L250	Dynamicron	Beta	
L500/L750	Dynamicron (cont'd)	Beta	
L830	Dynamicron (cont'd)	Beta	
L125HG/L250HG	Dynamicron HG	Beta	
L500HG/L750HG	Dynamicron HG (cont'd)	Beta	
10/20	Sony KCS	U-matic	
30/60	Sony KCA	U-matic	
10/20	Sony KCS BR	U-matic broadcast	
30/60	Sony KCA BR	U-matic broadcast	
18 (870')	Sony V-16-18B	1" High Band	
34 (1640')	Sony V-16-34B	1" High Band	
64 (3080')	Sony V-16-64B	1" High Band	
96 (4620')	Sony V-16-96B	1" High Band	
126 (6090')	Sony V-16-126	1" High Band	
188 (9030')	Sony V-16-188	1" High Band	
SWIRE			
T120	Laser	VHS	14.99
L500	Laser	Beta	10.99
SYLVANIA			
T60/T120	SC-2100/SC-2101	VHS	
T D K			
T60/T120	Super Avilyn Extra HG	VHS	22.00/28.50
T20 (Compact)	Super Avilyn Extra HG	VHS Compact	15.00
T30/T60	Super Avilyn	VHS	16.00/18.00
T90/T120/T160	Super Avilyn (cont'd)	VHS	21.00/24.00/33.50

L500/L750	Super Avilyn Extra HG	Beta	21.50/27.00
L250/L500/L750	Super Avilyn	Beta	13.00/18.00/23.00
30/60/120	Pro-Industrial PT	VHS	(on request)
30/60/90/105	Pro-Industrial ZT	VHS	(on request)
120/127/150	Pro-Industrial ZT (cont'd)	VHS	(on request)
TEGELER			
T10-T120	Adtec	VHS	
(10-120 min.)	Adtec	Beta	
(5-60 min.)	Adtec	U-matic	
Custom		1" helical	
3M			
L250/L500/L750	Scotch	Beta	
T30/T60/T120	Scotch	VHS	
5/10/20	Scotch UCA	U-matic	
30/60	Scotch UCA (cont'd)	U-matic	
5/10/20	Scotch UCA HE	U-matic	
30/60	UCA HE (cont'd)	U-matic	
30/75	MBU Color Plus	U-matic	
10/20	MBU Color Plus	U-matic mini	
T30/T60/T90	Color Plus	VHS	
T120/T150	Color Plus (cont'd)	VHS	
L125/L250	Color Plus	Beta	
L370/L500/L750	Color Plus (cont'd)	Beta	
(varies)	Scotch 480	1"	
(varies)	Scotch 479	2" (IVC 9000 only)	
(varies)	Scotch 479	1" helical type C	
(varies)	Scotch 461	1/4", 3/8", 1"	
30 (1200')	Scotch 455 HE	3/4" open reel	
60 (2400')	Scotch 455 HE	3/4" open reel	
60 (2640')	Scotch 371	2" (IVC 9000 only)	
90 (3900')	Scotch 371	2" (IVC 9000 only)	
120 (4900')	Scotch 371	2" (IVC 9000 only)	
(varies)	Scotch 361	1/4", 3/8", 1"	
(varies)	Scotch 360	1", 2" open reel	
TRAMAR			
T120	Tramar	VHS	
L500	Tramar	Beta	
UNIVERSAL TAPE			
	Universal	U-matic	
	Universal	Beta/VHS	
	Universal	1" Open Reel	
ZIMAG			
T120	ZiMag	VHS	16.00
L500	ZiMag	Beta	14.00

PRODUCT CHART KEY

AV - Avilyn	FCr - ferrocrystal	M - mastering
BC - back coated	FE - ferrite oxide	MB - master locked
C - chrome	FG - ferric gamma hematite	MO - maximum output
CD eq - chrome equivalent	FO - ferric oxide	MT - metal particle
CM - cobalt modified	FS - ferros	NB - normal bias
CrO - chromium dioxide	GFO - gamma ferric oxide	P - polyester
EC - edta/alu cobalt	HB - high bias	PF - pure ferric
EHO - extra high output	HD - high density	PLN - premium low noise
EO - edta/alu oxide	HE - high energy	PxGH - Px gamma hematite
ER - extended range	HF - high ferric	SC - super coating
F - ferric	HL - high fidelity	SF - standard ferric
FC - ferric cobalt	HO - high output	SH - super high fidelity
FCa - ferric chrome	HP - high performance	SLN - super low noise
FCo - ferricobalt	LN - low noise	SP - standard performance
		XHE - extra high energy
* - 10 1/2" reel	** - 5" reel	*** - 14" reel



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BULK TAPE PRODUCT CHART

Note: Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

BULK AUDIO

PRODUCT	TAPE WIDTH	COATING	PRICE
AGFA-GEVAERT			
611(C60)/811(C90)/1211(C120)	.150"	NB/EHO/SLN	
619(C60)/819(C90)/1219(C120)	.150"	NB/EHO/SLN	
627(C60)/827(C90)	.150"	CrO2/HO/SLN/HB	
AMPEX			
406/407/456 (Hubs)	.25"/.50"/1"	FO	
631/641 (Hubs)	.50"	FO	
632/642 (Hubs)	.25"	FO	
601/602 (Hubs)	.150"	FO	
603/604 (Hubs)	.150" cont'd	FO	
ASSOCIATED AUDIO			
2500' Duplicator	.25"	GFO	
2500' Duplicator	.150"	GFO	
B A S F			
DPS 60/90	.150"	FO	
Chrome 60/90	.150"	CrO2	
I P S			
60/90 Bulk	.150"		
M I S			
HO	.150"	F	
HO	.25"	F	
MAGNETIC MEDIA			
XM-1 (Hub)	.150" (60/90)	SF	
XM-2 (Hub)	.150" (60/90/120)	HD/FO	
XM-3 (Hub)	.150" (60/90/120)	FCr	
Cobalt (Hub)	.150" (60/90)	FCo	
3M			
176	.25"	LN	5.29/package

206	.25"	HO/LN	8.14/package
226	.25"	SHO/SLN	9.97/package
250	.25"	SHO/SLN	9.97/package
TRAMAR			
F76KIT-C60	.150" (.5 mil)	PLN/HO/NB/GFO	
F76KIT-C90	.150" (.33 mil)	PLN/HO/NB/GFO	
UNIVERSAL TAPE			
Universal	.25" (8-tr.)	NB/HB	
Universal	.150"	NB/HB	
Universal	.25"	NB/HB	
UTC	.25" (8-tr.)	NB/HB	
UTC	.150"	NB/HB	
UTC	.25"	NB/HB	
A/V Paragon	.25" (8-tr.)	NB/HB	
A/V Paragon	.150"	NB/HB	
A/V Paragon	.25"	NB/HB	

BULK VIDEO

PRODUCT	TAPE WIDTH	COATING	PRICE
AGFA-GEVAERT			
KCA Duplicator	3/4" U-matic	CrO2	
I P S			
Bulk Video	1/2" cassette		
MAGNETIC MEDIA			
Mag. Media (Hub)	1/2"	FCo	
UNIVERSAL TAPE			
Universal	1" Open reel		
Universal	3/4" U-matic		
Universal	1/2" EIAJ Open Reel		
Universal	1/2" EIAJ Cartridge		

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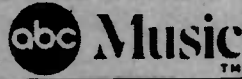
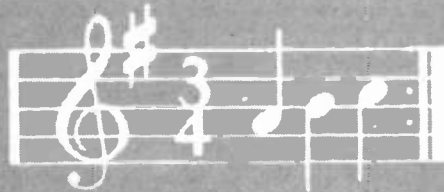
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MUSIC PUBLISHERS

Note: The cross-references contained within this section are provided to indicate an address at which you can obtain more information and do not necessarily imply ownership.

A

- AAO Music (ASCAP), 7231 Franklin Ave., Suite 19, Hollywood, Calif. 90046. Tel: (213) 876-3588.
- ABC Circle Music Inc. (BMI), see American Broadcasting Music.
- AB I/Alexander Broude Inc., 225 W. 57 St., New York, N.Y. 10019. Tel: (212) 586-1674. Cable: ALBROMUSIC. Pres.: Michael Lefkerts; VP: Dean Streit.
- ASA 1 Music Corp., see Penny Pincher.
- ASC Music Co. Inc., (ASCAP), 168 Water St., Binghamton, N.Y. 13901. Tel: (607) 722-7259. Pres. & Gen. Mgr.: David J. Letous.
 Branch: New York, N.Y., 7 E. 14 St. Zip: 10003.
- ATN Publ'g (BMI), see Rumbly's Songs.
- ATV Music Corp. (BMI), 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 468-8711.
 Branches: New York, N.Y., 888 Seventh Ave. Zip: 10019. Tel: (212) 977-5680—Nashville, Tenn., 1217 16 Ave. S. Zip: 37212. Tel: (615) 327-2753.
- Abingdon Press, 201 Eighth Ave. S., Nashville, Tenn. 37202. Tel: (615) 749-6459/6396.
- Abkco Music Inc. (BMI), 1700 Broadway, New York, N.Y. 10019. Tel: (212) 399-0300. Pres.: Allen Klein; VP: Joel Silver.
- Able Music Inc. (BMI), see Penny Pincher.
- Abnak Music Ents. Inc. (BMI), 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) 742-6111.
- Accabonac Music (ASCAP), see Cherry Lane.
- Accumulated Copyrights (BMI), see Doug Moody.
- Acorn Music Corp. (BMI), see TRO.
- Acoustic Music Inc. (BMI), PO Box 1546, Nashville, Tenn. 37202. Tel: (615) 242-9198. Pres.: Danny Davis. Admin'r: Nancy Dunne.
- Across the Miles Music Publ'g Co. (BMI), c/o David J. Steinberg, 818 Widener Bldg., 1339 Chestnut St., Philadelphia, Pa. 19107. Tel: (215) 564-3880. Pres.: William P. Neale; Prof. Mgr.: Olane Bernstein.
- Acuff-Rose Publ'ns Inc. (BMI), 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 385-3031. Cable: ACUFROSE.
- Ace Adams Music Co. (BMI), PO Box 214, Co-op City Sta., Bronx, N.Y. 10475. Tel: (212) 379-2593, 434-5233. Pres.: Ace Adams.
- Adams-Ethridge Publ'g Co. (BMI), Kempner St., Galveston, Tex. 77550. Tel: (713) 763-8344.
- Addax Music Corp., see Famous Music.
- Admiration Music Publ'g (BMI), see Brunswick.
- Adventure Music Co. (ASCAP), 1201 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-7287.
- Aesthetic Artist Recs. (ASCAP), PO Box 144, Mid City Sta., Dayton, Ohio 45402. Tel: (513) 252-9426. Owner: Paul Wayne Beach.
- Agape (ASCAP), see Hope.
- Agga Music Co. Inc. (ASCAP), see Fred Ahlert.
- Ahab Music Co. Inc. (BMI), 1707 Grand Ave., Nashville, Tenn. 37212. Tel: (615) 327-4629. Pres.: Ray Stevens.
- Ahlert-Burke Corp. (ASCAP), see Fred Ahlert.
- Fred Ahlert Music Corp. (ASCAP), 8150 Beverly Blvd., Suite 202, Los Angeles, Calif. 90048. Tel: (213) 651-0471. Pres.: Fred E. Ahlert Jr.
- Al-Bo Music Co. (ASCAP), 37 Odell Ave., Yonkers, N.Y. 10701. Tel: (914) 969-5673. VP & Gen. Mgr.: Joe Bollon.
- Aldi Music Co. (ASCAP), see Notable.
- Aldous Demian Publ'g Ltd., c/o Jeffrey E. Jacobson, 27 E. 13 St., New York, N.Y. 10003. Tel: (212) 741-3250. Pres.: Harold Weber; Gen. Mgr.: Jay Dennis Cohen; Prof. Mgr.: Jeffrey E. Jacobson.
- Aleja Music (BMI), 12243 Columbia, Redford, Mich. 48239. Tel: (313) 937-3741. Contacts: Rim & Rusne Kasputis.
- Aletha Jane Music (ASCAP), PO Box 4740, Nashville, Tenn. 37216. Tel: (615) 865-4740. Pres.: Wade Curtiss.
- Alexandria House Inc. (ASCAP), PO Box 300, Alexandria, Ind. 46001. Tel: (317) 724-4438. Pres.: Robert G. Rist; VP: Jeff Friend; Sales Mgr.: Randy Vader.
- Alexis Music Inc. (ASCAP), PO Box 532, Malibu, Calif. 90268. Tel: (213) 858-7282. Pres.: Lee Magid.



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**Los Angeles Office
 GEORGETT STUDNICKA,
 Director
 4151 Prospect Avenue, L.A. 90027
 (213) 557-4389**

Alfa Music Group, 1015 Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 654-1100. Cable: ALFA.

Alfred Publ'g Co. Inc. (ASCAP), PO Box 5964, 15335 Morrison St., Sherman Oaks, Calif. 91413. Tel: (213) 995-8811.

Algee Music Corp. (BMI), see Al Gallico.

Alhart Music Publ'g Co., PO Box 1593, Lakeside, Calif. 92040. Tel: (619) 443-2170.

Ali-Ben Music (BMI), see Skinny Zach.

Alma Music Publ'g, 9937 Rainier Ave. S., Seattle, Wash. 98118. Tel: (206) 447-1696. Pres.: Paul Speer.

Aljoni Music Co. (BMI), PO Box 18918, Los Angeles, Calif. 90018. Tel: (213) 935-7277. Owner: Al Hall Jr.

Alkatraz Corner Music Co. (BMI), PO Box 3316, San Francisco, Calif. 94119. Mng. Dir.: Bill Belmont; Dir.: Joe McDonald.

Alkazu Music (BMI), PO Box 1267, El Cerrito, Calif. 94530. Tel: (415) 524-4908.

Allanwood Music (BMI), see Glen Campbell.

Allbro Music (BMI), see Elijah Blue.

Allied Artists Music Co. Inc. (ASCAP), 15 Columbus Circle, New York, N.Y. 10023. Tel: (212) 541-9200. Cable: ALLARTINT.

Almanac Music Inc. (ASCAP), see TRO.

Almaniva Music Ltd. (BMI), see Live Music Publ'g Group.

Almitra Music Co. Inc. (ASCAP), see Kendor.

Almo Music Corp., see Rondor.

Almost Friends (BMI), 8 S. Walnut St., Milford, Del. 19963. Tel: (303) 422-9872. Pres.: Alden W. Wilson Jr.

Alotapoodmusic Inc. (ASCAP), see Buttermilk Sky.

Alpha Film Music (BMI), see Alpha Music.

Alpha Music Inc. (BMI), 40 E. 49 St., New York, N.Y. 10017. Tel: (212) 753-3234. Pres.: Michael Nurko.

Alpha-Robinson (ASCAP), 19176 Mitchell, Detroit, Mich. 48234. Tel: (313) 938-1870. Pres.: Juanita Robinson; Gen. Mgr.: Sandra Gibby; Prof. Mgr.: Gregory Bryant.

Alrhond (BMI), see Tree.

Alrac Music (BMI), see Watt Works.

Alshire Publ'g Cos., PO Box 7107, Zip: 91505; 1015 Isabel St., Burbank, Calif. 91502. Tel: (213) 849-4671. Telex: (910) 498-2759. Cable: BUD-SOUND. Pres.: Al Sherman; Gen. Mgr.: Freda Gross.

Al's Written Music Publ'rs (BMI), 1313 Washington, Parsons, Kan. 67357. Tel: (316) 421-1666. Pres.: C.H. Monday; Gen. & Prof. Mgr.: Albert H. Monday.

Altam Music Corp. (BMI), see Al Gallico.

Alvera Publ'g Co. (BMI), PO Box 9304, Tulsa, Okla. 74157. Tel: (918) 396-1333. Pres. & Gen. Mgr.: Al Clauser; Prof. Mgr.: Vera Clauser.

Amachest Music (ASCAP), see Funky but.

Amadeo-Brio Music (ASCAP, BMI), see Funky but.

Amadeus Music Co. (ASCAP), c/o Franklin, Weinrib, Rudell & Vassallo, 950 Third Ave., New York, N.Y. 10022. Tel: (212) 935-5500. Pres.: Earl Rose.

Amalgamated Tulip Corp. (BMI) (div. of Saturn Inds. Inc.), 117 W. Rockland Rd., Libertyville, Ill. 60048. Tel: (312) 362-4060. Pres.: Perry H. Johnson; Prof. Mgr.: Rick Johnson; Admin. Mgr.: Sheri Tersar.

Amber Pass Music Inc. (ASCAP), see Big Seven.

Amber Ways Music (ASCAP), see Americus Music.

AMERICAN BROADCASTING MUSIC INC. (ASCAP), 4151 Prospect Ave., Los Angeles, Calif. 90027. Tel: (213) 557-4389. Cable: AMBROCO. Telex: 673127. Dirs.: Georgett Studnicka, Ronald Schubert (SEE ADVERTISEMENT).

American Compass Music, see Radmus.

American Composers Alliance (BMI), 170 W. 74 St., New York, N.Y. 10023. Tel: (212) 362-8900. Gen. Mgr.: Rosalie Calabrese.

American Composers Edition (BMI), see American Composers Alliance.

American Cowboy Music Co. (BMI), 14 Music Circle E., Nashville, Tenn. 37203. Tel: (615) 256-8812. Gen. & Prof. Mgr.: William G. Hall. (Administered worldwide excluding US & Canada by Weik Music Group).

American Dream (ASCAP), 1407 Broadway, New York, N.Y. 10018. Tel: (212) 354-1990.

American Entertainment General, 8730 Sunset Blvd., Suite 503, Hollywood, Calif. 90069. Tel: (213) 652-1230. Pres.: Christian Johnson; Prof. Mgr.: John Diego.

American Sociological Society (ASCAP), see Galaxy.

American Rainbird Music (ASCAP), c/o Morning Music USA, PO Box 120478, Nashville, Tenn. 37212.

Home office: Australia.

American World-Wide Sounds & Music Inc., PO Box 374, Fairview, N.J. 07022. Tel: (201) 941-3987.

AMERICATONE INT'L USA (BMI), 1817 Loch Lomond Way, Las Vegas, Nev. 89102. Tel: (702) 384-4403. Pres.: Joe Jaros; Gen. Mgr.: Ken Brown. (SEE ADVERTISEMENT).

Americus Music (ASCAP), PO Box 314, Hendersonville, Tenn. 37075. Tel: (615) 824-8308. Pres.: Donald L. Riis.

Amerstar Music Publ'g Co., see Four Star.

Amerosa Music Inc. (ASCAP), see President.

Ames Publ'g (ASCAP), 5415 N. Sheridan Rd., Suite 2714, Chicago, Ill.

60640. Tel: (312) 878-7121. Pres.: Sylvester Ames Jr.; VP: Jerome Melcaff.

Amestoy Music (BMI), 117 N. Las Palmas Ave., Los Angeles, Calif. 90004. Tel: (213) 938-5482. Pres.: Albert Marz; Prof. Mgr.: Pat Nickerson.

Amigo Music Publ'g Co. (ASCAP), 6137 N. Sixth St., Philadelphia, Pa. 19120. Tel: (215) 548-4038. Pres.: Ray Karol.

Amiron Music (ASCAP), 20531 Plummer St., Chatsworth, Calif. 91311. Tel: (213) 998-0443. Pres. & Gen. Mgr.: A.E. Sullivan.

Ananga Ranga Music (BMI), see Budd.

Anatom Music (BMI), see Vincent Montana Jr.

Anchor Publ'g, 2439 S. Dorsey, Tempe, Ariz. 85282. Tel: (602) 966-7764. Owner & Mgr.: V. Val Michael.

John Anderson Music Co. Inc. (BMI), see Al Gallico.

Andgold Music Publ'g (BMI), see Counterpop Music Group.

Andrade Publ'g Co. (BMI), PO Drawer 520, Stafford, Tex. 77477. Mgr.: Daniel Andrade.

Andrea Music Co. (SESAC), 925 N. Third St., Philadelphia, Pa. 19123. Tel: (215) 627-2277.

Andustin Music (ASCAP), PO Box 669, Woodstock, N.Y. 12498. Tel: (914) 679-6069. Pres.: Harris Goldberg; Dirs.: Tim Moore, Johnan Vignoda; Prof. Mgr.: Lionel Conway. (Administered in US & Canada by Ackee/Island Music).

Andysongs (BMI), see Andy Marvel.

Johnny Angel Music (BMI), 6601 Broadway, Suite 3-C, Riverdale, N.Y. 10471. Tel: (212) 549-0502. Owner & Pres.: John Clark.

Johnny Angle Publ'g (BMI), 1772 Hamilton Blvd., Jackson, Miss. 39213. Tel: (601) 362-9172. Owner & Pres.: Johnny Angle.

Antitya Publ'g (ASCAP), 4810 SW 69 Ave., Miami, Fla. 33155. Tel: (305) 665-5701. Tel: 519739. Pres.: Rich Piccolo.

Anion Music Co. (ASCAP)—Owner: Andy Badale—see Pavanne.

Annabelle Music (BMI), see Loring.

Annextra Music (BMI), PO Box 40364, Nashville, Tenn. 37204. Tel: (615) 297-8076. Pres.: Ann J. Morton.

Annuut Music Ltd. (ASCAP), 2933 River Rd., Croydon, Pa. 18020. Tel: (215) 785-1541.

Anode Music Publ'g (BMI), PO Box 11967, Houston, Tex. 77016. Tel: (713) 694-2971. Pres.: Freddie Kober; Gen. Mgr.: Claudia Kober.

Anterogoo Music (BMI), see Jamie.

Chuck Anthony Music Inc. (BMI), PO Box 879, Altamonte Springs, Fla. 32701. Tel: (305) 869-7300. Pres.: Chuck Anthony, Prof. Mgr.: Randy Irwin.

Antissa Music Inc. (ASCAP), 1650 Broadway, Suite 1001, New York, N.Y. 10019. Tel: (212) 489-7555. Tel: 654781. Pres.: Ralph Macdonald, VP: William Salter; Gen. Mgr.: Kirk Fancher; Prof. Mgr.: William Anton.

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A-plus Inc. (SESAC), see Arista Music Publ'g Group.

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Mike Appel Prod'n Inc. (ASCAP, BMI), 330 E. 39 St., Penthouse H, New York, N.Y. 10016. Tel: (212) 876-7775.

Apple-Glass Music (BMI) (div. of American Music Co.), PO Box 8604, Madison, Wis. 53708. Prof. Mgr.: Daniel W. Miller.

Applesseed Music Inc. (ASCAP), see Sanga.

April Fool Music Publ'g (BMI) (div. of SOS Prod'n Ltd.), 50 E. 42 St., 9th fl., Suite, New York, N.Y. 10017. Tel: (212) 516-3807. Co-Pres.: Joe Ferry, April Music Inc., see CBS Songs.

Aqua Music Publ'g (ASCAP), see Sure Music.

Aquarius Music Ltd. (ASCAP), 23 Candy Ln., Roslyn Heights, N.Y. 11577. Tel: (516) 484-1639. Pres. & Prof. Mgr.: Arnold H. Goldstein.

Aral Music (BMI), see Music Music Music.

Arcade Music (ASCAP), see Sulzer.

Arc Music Corp. (BMI), see Goodman Group.

Arcola Music Inc. (BMI), see Cromia.

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Arian Publ'ns, see DAS Music Group.

Arigo Int'l Rec. Co. (ASCAP)—Pres.: Howard Lenoff; Gen. Mgr.: Robin Arrow—see Jeffrey E. Jacobson.

Arista Music Inc. (ASCAP), see Arista Music Publ'g Group.

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Arioco Music Inc. (ASCAP), see Sanga.

Arimco Music (ASCAP), see Pat Armstrong.

Pat Armstrong Assocs. Inc., PO Box 7877, College Park Sta., Orlando, Fla. 32804. Tel: (305) 299-0077.

Arpell/Pineflas Music Publ'g (ASCAP, BMI) (a Rogue Entertainment Co.), PO Box 568, Woodland Hills, Calif. 91365. Tel: (213) 992-4922. Prof. Mgr.: Ben Rodgers.

Artal Music Inc. (ASCAP), see Catalogue.

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Artsongs Publ'g (ASCAP), PO Box 15032, Fort Lauderdale, Fla. 33318. Tel: (305) 584-1904. Pres.: Harold E. Doane; Exec. VP: Vivian P. Doane.

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Associated Music Publ'rs Inc. (BMI), see G. Schirmer.

Astronette Publ'g Co. (BMI), 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres., Gen. & Prof. Mgr.: A. Medley.

Athon Music Co. (BMI), see Roger Graham.

Attargo Music (BMI), 403 Tuckahoe Dr., Madison, Tenn. 37115. Tel: (615) 868-0598. Pres.: Tommy Hill.

Aucouin Mgmt. Inc. (BMI, ASCAP), 645 Madison Ave., New York, N.Y. 10022. Tel: (212) 828-8800. Telex: 236139. Pres.: William Aucouin.

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Azinda Publ'ns (BMI), 2460 Spring Lake Dr., Marietta, Ga. 30062. Tel: (404) 973-1170. Pres.: Tim McCabe.

B

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B G O Music Inc. (ASCAP), 3864 Oakcliff Ind'l Court, Doraville, Ga. 30340. Tel: (404) 449-5147. Pres.: Anne Geller; Gen. Mgr.: Gloria Bue.

B. L. & H. Music Corp. (ASCAP), see H.B. Webman.

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Bamboo Music, see Creative Music Group.

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Barnwood Music (BMI), see Merit Music.

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Bat Music, see Doug Moody.

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Howard Beach Music Inc. (ASCAP), see Sanga.

Beacon Hill Music (SESAC), see Lilienas.

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Beantown Music Ltd., 100 Massachusetts Ave., Boston, Mass. 02115. Tel: (617) 262-5660. Pres.: Lyman Underwood.

Bear Tracks (ASCAP), see Hot Bear.

Beau-Di Music Inc. (BMI), see Beau-Jim.

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Bee Cool Music Co. (BMI)—Pres.: Gilda Woods—see Jamie.

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Berkeley Cooperative Publ'rs, see Kicking Mule.

Hal Bernard Ent's. Inc., see listing under "H."

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Bezley Publ'g Co. (BMI), 3333 Scenic Hwy., Memphis, Tenn. 38128. Tel: (901) 386-8102. Pres. & Prof. Mgr.: Cordell Jackson; Gen. Mgr.: Mariopai Bray.

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Birthday Music Inc. (BMI), see Music Music.

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Bocephus Music (BMI), see Merit Music.

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F

F E L Publ'ns Ltd. (ASCAP), 1925 S. Pontius Ave., Los Angeles, Calif. 90025. Tel: (213) 478-0053.
 F Y D A Q Music (BMI), 240 E. Radcliffe Dr., Claremont, Calif. 91711. Tel: (714) 624-0677. Pres.: Gary K. Buckley.
 Faurchild Music Publ'g Corp. (BMI), PO Box 6495, Buena Park, Calif. 90620. Tel: (714) 554-0851. Owner & Gen. Mgr.: Jerry Wood.
 Fairystone Publ'g Co. (BMI), PO Box 594, Rocky Mount, Va. 24151. Tel: (703) 483-1538. Pres. & Gen. Mgr.: W. Rod Shively.
 Faith Music Inc. (SESAC), see Lilienas.
 Fair River Music Inc. (BMI), see Sanga.
 Fame Publ'g Co. Inc. (BMI), 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel: (205) 381-0801. Pres.: Rich Hall; Gen. Mgr.: Walt Aldridge.
 Family Affair Music (ASCAP), see Respect Music.
 Family Prof'ns Co. (BMI), see Miletus.
 Famous Door Publ'g Co. (BMI), PO Box 16608, Milwaukee, Wis. 53216. Prof. Mgr.: Odell Tillman.
 Branch: Indianapolis, Ind., 4526 Griffith Ave. Tel: 46205.
 Famous Music Corp. (ASCAP) (div. of Cuff + Western Inds. Inc.), 1 Gulf + Western Plaza, New York, N.Y. 10023. Tel: (212) 333-3433. Cable: FAMUSIC. Chief Operating Officer: Marvin Cane; VP Admin.: Sidney Herman; Standards Dept.: Dick Milfred.
 Branches: Hollywood, Calif., 6430 Sunset Blvd. Tel: 90028. Tel: (213) 461-3091. Creative Dir.: Wally Schuster—Nashville, Tenn., 1706 Grand Ave. Zip: 37212. Tel: (615) 329-0500. Creative Dir.: Bill Holmes; Ops. Dir.: Judi Gottier.
 Far Above Music (BMI), 7131 Owensmouth Ave., No. 77A, Canoga Park, Calif. 91303. Tel: (213) 365-5941. Pres., Gen. & Prof. Mgr.: Robert Alexanian.
 Farmer & Thomas Music (BMI), 327 Upshur St. NW, Washington, D.C. 20011. Tel: (202) 882-7339. Pres.: Clifton Thomas, VP & Exec. Sec'y: Charles Farmer.
 Faro Music Publ'g (BMI), 255 N. New Hampshire Ave., Los Angeles, Calif. 90004. Tel: (213) 384-9586. Owner: Edward L. Davis.
 Farr Away Music, PO Box 783, Madison, Tenn. 37115. Tel: (615) 865-5559. Pres.: Tony Farr.
 Bobby Farrell Int'l Music Publ'g Co. (BMI), 151 Third St. N., St. Petersburg, Fla. 33701. Tel: (813) 823-1075. (Affiliated with Pathfinders Inc.)

Father Music Group, 7647 Woodrow Wilson Dr., Hollywood, Calif. 90046. Tel: (213) 462-1922. Exec. VP: Barry Richards.
 Father-Thunder Publ'g Co. (BMI), 9010 Reseda Blvd., No. 204, Northridge, Calif. 91324. Tel: (213) 701-0375. Pres.: Thomas S. Berry; VP & Gen. Mgr.: Steven C. Berry.
 Favor Music (BMI), see Sleepy Deacon.
 Feckless (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048. Tel: (213) 651-1601.
 Fee Bee Music Co. (BMI), 4517 Wannwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727. Cable: FEBEE. Pres.: J.M. Averbach; Gen. Mgr.: G. Phillips; Prof. Mgr.: Al Olivieri.
 Felicity Music Inc. (BMI), PO Box 5754, Austin, Tex. 78763. Tel: (512) 472-1004. Chm.: Craig D. Hillis.
 Fema Music Publ'ns (ASCAP), PO Box 395, 8 Bunting Ln., Naperville, Ill. 60566. Tel: (312) 357-0207.
 Maynard Ferguson Music Publ'g (ASCAP), PO Box 716, Ojai, Calif. 93023. Tel: (805) 466-8156. Pres.: Maynard Ferguson; Gen. Mgr.: Kim Ferguson, Stuart Ross; Prof. Mgr.: Kim Ferguson.
 Fermata Int'l Melodies Inc. (ASCAP), Sunset-Vine Tower Bldg., Suite 916, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (212) 462-7473. Telex: (910) 321-4063. Cable: FERMATACAL. Pres.: Enrique Lebendiger; Mgr. & Sec'y: Debora Frenkel.
 Home office: Brazil.
 Ferndock Music (ASCAP) (div. of Woodworm Projects), 1540 Lehigh St., Boulder, Colo. 80303. Tel: (303) 499-1108. Gen. Mgr.: Michael D. Assner.
 Ferry Boat Music (ASCAP), Rt. 2, Box 133, Burton, Wash. 98013. Tel: (206) 463-2850. Gen. Mgr.: Robert Krinsky; Prof. Mgr.: Bob Koch.
 Festive Music (BMI), 13768 Warwick Blvd., Newport News, Va. 23602. Tel: (804) 877-6877. Pres.: W.H. Smith.
 Fiction Music Inc. (BMI), see The Fourth Floor.
 Fiddleback Music Publ'g Co. Inc. (BMI), see Tommy Valando.
 Fiddistics Music (BMI), see Windham Hill.
 Fifteen Years Music (BMI), see Tompalland.
 Figlia Publ'g Inc., 140 Grand St., Carstadt, N.J. 07072. Tel: (201) 438-0444. Pres.: John Matarazzo; VP & Sec'y-Treas.: Anthony Matarazzo.
 Finch Rec'g Co., 2430 Spring Grove Ave., Cincinnati, Ohio 45214. Tel: (513) 721-7694.
 Fingerig Music (BMI)—Contact: Pat McDonald—see Castalia.
 Firedrum Music Publ'ns (ASCAP), PO Box 8207, Albuquerque, N.M. 87198. Tel: (505) 268-6110. Pres., Gen. & Prof. Mgr.: J. Thomas Bee.
 Fired Up Music (ASCAP), see Miletus.
 Firelight Publ'g (ASCAP), 6772 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 463-7178. Pres.: Douglas Thiele.
 First Artists Music Co. (ASCAP), c/o Management III Music, 9744 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel: (213) 550-7100.
 First Lady Songs Inc. (BMI), 6 Music Circle N., Nashville, Tenn. 37203. Tel: (615) 255-3531. Pres.: Paul Richey; VP: Jerry Taylor.
 Bobby Fischer Music (ASCAP), 50 Music Square W., Suite 902, Nashville, Tenn. 37203. Tel: (615) 329-2278. Pres. & Prof. Mgr.: Bobby Fischer.
 Carl Fischer Inc. (ASCAP), 62 Cooper Square, New York, N.Y. 10003. Tel: (212) 777-0900. Cable: CARFISCHER. VP Sales: Bill Heese.
 Branches: Los Angeles, Calif., 1101 S. Hope St. Zip: 90015. Tel: (213) 749-5227—Chicago, Ill., 312 S. Wabash Ave. Zip: 60604. Tel: (312) 427-6652—Boston, Mass., 156 Boylston St. Zip: 02116. Tel: (617) 426-0740.
 Fisher Music Corp. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 221-6666.
 Charlie Fitch Music Co. (BMI), 311 E. Davis, Luling, Tex. 78648. Tel: (512) 875-3350. Pres. & Gen. Mgr.: Charlie Fitch; Prof. Mgr.: Celeste Fitch.
 H. T. FitzSimons Co. Inc. (SESAC), 357 W. Erie St., Chicago, Ill. 60610. Tel: (312) 944-1841. Cable: FITZCO. Pres. & Gen. Mgr.: Ruth E. FitzSimons.
 Harold Flammer Inc. (ASCAP), see Shawnee Press.
 Flat Town Music (BMI), PO Drawer 10, 434 E. Mann, Ville Platte, La. 70586. Tel: (318) 363-2139. Pres.: Floyd Soileau.
 Fleetwood Mac Music (BMI), c/o Shapiro & Steinberg, 315 S. Beverly Dr., Suite 210, Beverly Hills, Calif. 90212. Tel: (213) 553-1621. (Administered by Warner Bros. Music)
 Flin-Flo Music (BMI), PO Box 103, Main St., Mullen, Neb. 69152. Tel: (308) 546-2294. Gen. Mgr.: L. Earl Walker; Sales Mgr.: David L. Walker.
 Floating Tunes, see Prophecy.
 Florentine Music (BMI)—Pres.: Ray Vernon—see Dawn Prod'ns.
 Flying Fish Music (BMI), 1304 W. Schubert, Chicago, Ill. 60614. Tel: (312) 528-5455.
 Flying Lady Music (ASCAP), see North Ranch.
 Focal Point Music (BMI), 922 McArthur Blvd., Warner Robins, Ga. 31093. Tel: (912) 923-6533. Pres.: Ray H. Melfton; Gen. Mgr.: Jeanette C. Melfton; Prof. Mgr.: Eugene Hartford.
 Folk-Legacy Recs. Inc. (BMI), Sharon Mountain Rd., Sharon, Conn. 06069. Tel: (203) 364-5661. Pres.: Lee B. Haggerty; Gen. Mgr.: John P. Holland.
 Folklore Music (ASCAP), 1671 Appian Way, Santa Monica, Calif. 90401. Tel: (213) 451-0767. Pres. & Gen. Mgr.: Manuel Greenhill; Prof. Mgr.: Elinor Graham.
 Followways Music Publ'ns Inc. (BMI), see TRO.
 Fools Prayer Music Inc. (BMI), see Big Seven.
 Force Feed Music Publ'g Co. (ASCAP), see Neverland.
 Formula Music Inc. (ASCAP), see Muscle Shoals Sound.
 Fort Knox Music Co. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 489-8170.
 Fortress Press (ASCAP), 2900 Queen Ln., Philadelphia, Pa. 19129. Tel: (215) 848-6800.
 Foscoe Songs (BMI), see Kenwon.
 Mark Foster Music Co., 28 E. Springfield, Champaign, Ill. 61820. Tel: (217) 398-2760.
 Fountain Of Life Music (SESAC), PO Box 10846, Bradenton, Fla. 33507. Tel: (813) 758-3003.
 Four Aces Music Inc. (BMI), see Special Rider.
 Four Buddies (ASCAP), 541 S. Spring, Los Angeles, Calif. 90013. Tel: (213) 627-0122.
 Four Girls Publ'g Co. (BMI), 1650 Broadway, Suite 608, New York, N.Y. 10019. Tel: (212) 245-9055. Pres.: Karl A. Duncanson.
 Four Moons Music Publ'g Group (ASCAP), 279 E. 44 St., New York, N.Y. 10017. Tel: (212) 288-2446. Pres.: Norman Dolph.
 Four Star Int'l Inc., 19770 Bahama St., Northridge, Calif. 91324. Tel: (213) 709-1122. Chm.: David B. Charney; Pres.: Henry H. Kyle; VP Bus. Affairs & Treas.: Harvey Shaw; VP & Sec'y: Martha Arnold; VP: Joseph J. Doyle.
 Fourtel Music Publ'g Co., see Four Star.
 Fourth Floor Music Inc. (ASCAP), PO Box 135, Bearsville, N.Y. 12409. Tel: (914) 679-7303. Telex: (510) 247-0848. Pres.: Albert B. Grossman; VP Int'l Licensing: Don Schmitzler.
 Jenny Fox Music (SESAC), see Stan Cornelius.
 Fox Music Publ'g (ASCAP), see Fred Koch.
 Sam Fox Publ'g Co. Inc. (ASCAP), 73-941 Hwy. 111, Suite 11, Palm Desert, Calif. 92260. Tel: (619) 568-4144. Pres.: Frederick Fox; VP, Gen. & Prof. Mgr.: Harry Fox Jr.

Branch: Ft. Lauderdale, Fla., 170 NE 33 St. Zip: 33334. Tel: (305) 563-1844

Franco-London Music Publ'g Corp. (BMI), see Plaza Sweet.

Fransdor Music Inc. (BMI), 8 Heather Dr., St. Louis, Mo. 63123. Tel: (314) 843-9142. Pres.: Frank Daniels; Prof. Mgr.: Shawn Daniels.

Franklin House Publ'g Inc., see Alexandria House.

Franklin Limestone Music (BMI), see Hat Band.

Fraser Recs. (ASCAP)—Pres.: Leonard Fraser—see Jeffrey E. Jacobson.

Frebar Music Co. (BMI), 5514 Kelly Rd., Brentwood, Tenn. 37027. Tel: (615) 373-4086. Pres. & Gen. Mgr.: Fred Kelly; Prof. Mgr.: Barbara Kelly.

Fredola Music Publ'g Co. (BMI), 7-11 E. Genesee St., Auburn, N.Y. 13021. Tel: (315) 253-5380. Owner: Frank Mucedola.

Free & Show Music (ASCAP), 2554 Lincoln Blvd., Suite 398, Marina del Rey, Calif. 90291. Tel: (213) 822-7629. Pres.: Ronald G. Patton; Prof. Mgr.: Laurie Roberts.

French Market Music (BMI) 1674½ N. Dupre St., New Orleans, La. 70119. Tel: (504) 949-2911. Partners: Clive Wilson, Paige Van Vorst.

Fresh Air Music Co. (BMI)—Pres.: Ron Hanson—see Son Ton.

The Fricon Entertainment Co. Inc., 8825 Ashcroft Ave., Los Angeles, Calif. 90048. Tel: (213) 550-6142. Pres.: Terri Fricon, VP & Prof. Mgr.: Gay Jones.

Fricon Music Co. (BMI), see Fricon Entertainment.

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Steve Fromholz Publ'g, see Prophecy.

Fruit Jar Music (BMI), see Terrace Music Group.

Fruit Music (BMI), see Boxer.

Fuente Music Co. (BMI), PO Box 1233, Santa Monica, Calif. 90406. Tel: (213) 394-6609. Owner: Bobby Manrique.

Full Cycle Music Publ'g Co., (BMI), 80 E. San Francisco St., Santa Fe, N.M. 87501. Tel: (505) 982-2900. Pres.: Mark Myerson.

Fulmore Music Prods., 4031 Forne Rd., Placerville, Calif. 95667. Tel: (916) 622-5168. Pres.: Chuck Fulmore.

Funky Acres Music Co. (ASCAP), 145 W. 55 St., New York, N.Y. 10019. Tel: (212) 245-7179. Pres.: Warren Baker; Gen. Mgr.: Bob Krinsky; Prof. Mgr.: Roger Probert.

Branch: Burton, Wash., Rt. 2, Box 133. Zip: 98013.

Funky but Music Inc., PO Box 1770, 155 Sanders Ferry Rd., Hendersonville, Tenn. 37075. Tel: (615) 824-9439. Pres.: Kyle Lehning; Sec'y-Treas.: Tony Gottlieb.

Fur Music (BMI), 191 Chapel St., Newton, Mass. 02158. Tel: (617) 332-0278. Owners: George & Cathy Leh.

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Galaxy Music Corp. (ASCAP), 131 W. 86 St., New York, N.Y. 10024. Tel: (212) 874-2100. Pres.: John M. Kernochan; Gen. Mgr.: Donald Waxman.

Galleon Music Inc. (ASCAP), see Al Gallico.

Galliard Ltd. (ASCAP), see Galary.

AL GALICCO MUSIC CORP. (BMI), 344 E. 49 St., New York, N.Y. 10017. Tel: (212) 355-5980. Pres. & Prof. Mgr.: Al Gallico; VP Admin.: Linda Landi.

Branches: Los Angeles, Calif., 9255 Sunset Blvd. Zip: 90069. Tel: (213) 462-2251—Nashville, Tenn., 1111 17 Ave. S. Zip: 37212. Tel: (615) 327-2773.

Gammill Murphy Music (BMI), 2913 95 St., Lubbock, Tex. 79423. Tel: (806) 745-5992. Pres.: Bill Gammill; VP: Russ Murphy.

Don Gant Ents., 1225 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 329-0490. Pres.: Don Gant; Gen. Mgr.: Kathy Lee; Prof. Mgr.: Chris Dodson.

Garrett Music Ents., 6255 Sunset Blvd., Suite 1019, Hollywood, Calif. 90028. Tel: (213) 467-2181. Bd. Chm.: Snuff Garrett; Pres.: H. Richard Thorn; Exec. VP: Don Blocker; VP: Stephen H. Dorff.

Gaste Music Inc., 723 S. Third St., Las Vegas, Nev. 89101.

Home office: France.

Gate Music Inc. (ASCAP), see Sam Fox.

Gates Music Inc. (BMI), 1845 Clinton Ave. N., Rochester, N.Y. 14621. Tel: (716) 467-8000.

Gaucha Music (BMI), 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Roy Rifkind; VP: Bill Spitalny; Gen. Mgr.: Julie Rifkind.

Genelle Music Co. (BMI), 1304 Fletcher Rd., Tifton, Ga. 31794. Tel: (912) 382-6257. Pres.: Gus Staturis; Gen. Mgr.: Genelle Staturis; Prof. Mgr.: Perry Staturis.

General Music Publ'g Co. Inc. (ASCAP), 145 Palisade St., Dobbs Ferry, N.Y. 10522. Tel: (914) 693-9321.

General Words & Music Co. (ASCAP), see Neil A. Kjos.

Gentle Wind Publ'g Co. (BMI), 1030 48 St., Sacramento, Calif. 95819. Tel: (916) 451-3400. Owner, Pres. & Prof. Mgr.: Charles M. Brandt; Gen. Mgr.: Edna A. Brandt.

Gentry Publ'ns (ASCAP), see Fred Boch.

Gervasi Publ'g Co., PO Box 4547, Redding, Calif. 96099. Tel: (916) 275-3900.

Ghana Music Corp. (BMI), see The Goodman Group.

Gil Gilday Publ'g Co. (ASCAP), PO Box 600516, North Miami Beach, Fla. 33160. Tel: (305) 893-5013. Gen. Mgr.: J. Gilday.

Gil Music Corp. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 245-0110. Cable: PINCUSGIL. Co-Pres.: Lee & Irwin Pincus.

GINIA MUSIC (ASCAP), 55 E. 86 St., Suite 14-A, New York, N.Y. 10028. Tel: (212) 860-9150. Pres.: S. Ames.

Giving Music (ASCAP), 66 E. Fernwood, Memphis, Tenn. 38109. Tel: (901) 774-5138. Pres. & Gen. Mgr.: Earl Randle; Prof. Mgr.: Carver A. Randle.

Glad Hamp Music Inc. (ASCAP), 1995 Broadway, New York, N.Y. 10023. Tel: (212) 787-1222.

Gladjack Music (ASCAP), see Ca-Song.

Glad Music Co. (BMI), 3409 Brinkman, Houston, Tex. 77018. Tel: (713) 861-3630.

Glamorous Music Inc. (ASCAP), see Helios.

Glen Eagle Music (BMI), 64 New Hyde Park Rd., Garden City, N.Y. 11530. Tel: (516) 328-7800, NYC: (212) 343-6024. Owners: Paddy Noonan, Tommy Doyle.

GlenTan Music (BMI), see Glen Campbell.

Glenwood Music (ASCAP), see Windham Hill.

Gliotte Publ'g Co. (BMI), 827 Thomas, Memphis, Tenn. 38107. Tel: (901)

525-0540. Pres.: William E. Gore; Gen. Mgr.: Frances Light.

Glori Gospel Music (BMI), 2546 Navy Pl., Belmore, N.Y. 11710. Pres.: Steven Herman.

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God's World (SESAC), see Stephen Enoch Johnson.

Godwin Music (BMI), see Briarshade.

Gold Coast Entertainment Inc., 7366 N. Lincoln Ave., Suite 105, Lincolnwood, Ill. 60046. Tel: (312) 674-2160. Pres.: Marv Stuart.

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Golden Bridge Music (ASCAP), see Don Gant.

Golden Dawn Music (BMI), 26177 Kinyon Dr., Taylor, Mich. 48180. Tel: (313) 292-5281. Pres.: Peggy LaSorda.

Golden Egg Music Inc. (BMI), see A. Kaplan.

Golden Fleece Music Publ'g Co. (BMI), c/o David J. Steinberg, 818 Widener Bldg., 1339 Chestnut St., Philadelphia, Pa. 19107. Tel: (215) 564-3880. Pres. & Gen. Mgr.: Norman Harris; Prof. Mgrs.: Ron Baker, Earl Young. (Administered by Famous Music—Ensign Music)

Golden Guitar Music Publ'g (BMI), PO Box 40602, Tucson, Ariz. 85717. Pres.: Jeff Johnson.

GOLDEN HORIZON MUSIC CORP. (BMI), Columbia Plaza, Burbank, Calif. 91505.

Golden Torch Music (ASCAP), see Golden Horizon.

Golden Unlimited Music (BMI), see A. Schroeder.

Golden West Melodies Inc. (BMI), 110 E. 59 St., New York, N.Y. 10022. Tel: (212) 751-5060. Pres.: Gene Autry; Prof. Mgr.: Carl Cotner.

Eugene Gold Music Co. (BMI) (div. of 3' G Inds.), 5500 Troost, Kansas City, Mo. 64110. Tel: (816) 361-8455. Pres.: Eugene Gold; Gen. Mgr.: Chris King; Prof. Mgr.: Mike Green.

Goldgrah Music (BMI), 6255 Sunset Blvd., Suite 1214, Hollywood, Calif. 90028. Tel: (213) 462-6011. Pres.: David Gresham; VP: Allan Goldswain.

Gold Hill Music Inc. (ASCAP), 5032 Lankershim Blvd., North Hollywood, Calif. 91601. Tel: (213) 766-7142. Pres.: Stephen Stills; Mng. Dir.: Ken Weiss.

Manny Gold Music Publ'r (ASCAP), 895 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) 435-1910. Pres., Gen. & Prof. Mgr.: Manny Gold.

Bobby Goldsboro Music Inc. (ASCAP), see Warner Bros.

Gold Sovereign Music (BMI), see Fred Ahlert.

Gold Street Music Co. (BMI), PO Box 124, Kirbyville, Tex. 75956-0124. Tel: (409) 423-2234. Pres. & Gen. Mgr.: James L. Gibson; Prof. Mgr.: Robbie L. Gibson.

Good Flavor Songs Inc. (ASCAP), see Buttermilk Sky.

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The Goodman Group, 110 E. 59 St., New York, N.Y. 10022. Tel: (212) 751-7300. Cable: ARCMUSIC. Telex: 238684. Gen. Mgr.: Eugene Goodman; Prof. Mgr.: Marc Kaplan; Copyright Admin'r: Yolanda Blum.

Good Product Music (ASCAP), 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060. Bd. Chm.: Peter Cosmas; Pres.: Nicholas Cosmas.

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Goosebump Music (BMI) (div. of The Record Company), 9000 Sunset Blvd., Suite 704, Los Angeles, Calif. 90069. Tel: (213) 275-4487.

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Roger Graham Music Publ'g (ASCAP), Rt. 1, Box 58, Carney, Mich. 49812. Tel: (906) 639-2243. Pres.: Conrad Haidu; Gen. Mgr.: Wally Reiche.

Graynoca (BMI), c/o Bill Graham Presents, 201 11 St., San Francisco, Calif. 94103. Tel: (415) 864-0815. Pres.: Bill Graham; Gen. Mgr.: Nick Clainos; Prof. Mgr.: Steve Welkom.

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Grandophone Music Co. (ASCAP), see Hall of Fame.

Grand Artists Music (BMI) (div. of Paul Stevens Assoc. Inc.), 6443 SW 40 St., Miami, Fla. 33155. Tel: (305) 665-7066. Pres. & Prof. Mgr.: Paul Stevens; Gen. Mgr.: Jeannine Stevens.

The Grand Pasha Publ'r (BMI), 5615 Melrose Ave., Hollywood, Calif. 90038. Tel: (213) 466-3507. Telex: (910) 321-4537. Pres.: Spencer D. Proffer; Gen. Mgr.: Carol Peters.

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Granite Rock Music (BMI), PO Box 1206, Studio City, Calif. 91604. Tel: (213) 877-1351. Pres.: Dan Mark.

Graph Music (ASCAP), PO Box 669, Woodstock, N.Y. 12498. Tel: (914) 679-6069/2458. Dirs.: Pat Sebastian, Harris Goldberg, Artie Traum, George James, Roly Saley; Prof. Mgr.: Pat Sebastian.

Branch: New York, N.Y., 49 W. 96 St., Suite 5-C. Zip: 10025. Tel: (212) 665-0214.

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Grassroots Projects Unlimited (BMI), PO Box 4689, San Francisco, Calif. 94101. Tel: (415) 922-3227. Owner: James Heisterkamp.

Graevenhurst Music (BMI), 446 Turnpike St., Apt. 1, Beaver, Pa. 15009. Tel: (412) 847-0185. Pres.: Jerry Reed; Prof. Mgr.: Roz Miller.

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Great Honesty Music Inc. (BMI), Box 547, Larispur, Calif. 94939. Tel: (415) 924-8778. Pres.: Erik Jacobsen.

Great People Music (BMI), see Good Product.

Great Pyramid Ltd. Music (BMI), 10 Waterville St., San Francisco, Calif. 94124. Tel: (415) 468-4288. Gen. & Prof. Mgr.: Joseph Buchwald.

Greenbar Music Corp. (ASCAP), 7235 Hollywood Blvd., Los Angeles, Calif. 90046. Tel: (213) 874-4275. Pres.: Ben Barton.

Green Door Music (BMI), 1616 Park Place Ave., Fort Worth, Tex. 76110. Tel: (817) 923-1111. Pres. & Gen. Mgr.: Marvin Moore.

Greengiels Music (BMI), PO Box 21931, Greensboro, N.C. 27420. Tel: (919) 272-7336/6392.

Greenleaf Music Inc. (ASCAP), see Richard Kaye.

Green Menu Music Co. (ASCAP) (div. of Green Menu Music Factory Inc.), 50 S Van Etten Blvd., New Rochelle, N.Y. 10804. Tel: (914) 235-5658, NYC 212-397-3060. Pres.: Henry Jerome; VP & Gen. Mgr.: Donald Castaldi.

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Dan Greer Music (ASCAP), see Gre-Jac.

Gre-Jac Music (BMI), PO Box 1618, Memphis, Tenn. 38101. Tel: (901) 774-7091. Pres.: Dan Greer.

Grizzly Giant Publ'g (ASCAP), see Granite Rock.

Groovesonic Music (BMI), see Sugarvine.

Groovesville Music (BMI), 15855 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 861-2363. Acting Publ'g Dir.: Will Davis.

Groove II Music (ASCAP), see Sugarvine.

Group 88 Music (ASCAP), PO Box 8190, Universal City, Calif. 91608. Tel: (213) 787-3344. Pres.: Carlos Saenz; Gen. Mgr.: Myrna Grant.

Frank Guida Publ'g Co. (BMI), see Guida Prod'ns.

Guida Prod'ns Network (BMI), 317 Granby St., Norfolk, Va. 23510. Tel: (804) 623-5565. Cable: GUIDASDNGS. Telex: (710) 881-1283. Pres.: Frank J. Guida; Gen. Mgr.: R.G. Burns; Prof. Mgr.: W. Johnson.

Randy Guidy Music (BMI), see Funky but.

Guitargraphy Music Inc. (ASCAP), 1742 Second Ave., Suite 205, New York, N.Y. 10028. Tel: (212) 860-9150.

Guitar Man Music Corp. (BMI), see Drake Music Group.

E. J. Gurren Music (ASCAP), 3929 Kentucky Dr., Los Angeles, Calif. 90068. Tel: (213) 980-7501. Pres.: Eddie Gurren; Gen. Mgr.: Barnett Williams.

Gusman Co. (BMI), PO Box 8144, 1216 E. Broad St., Savannah, Ga. 31412. Tel: (912) 236-6733. Pres.: Waymon A. Jones.

Woody Guthrie Publ'ns Inc. (BMI), see Sanga.

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John Hall Music (SESAC), PO Box 18344, Fort Worth, Tex. 76118. Tel: (817) 281-6605.

Hallmark Musical Works Ltd. (ASCAP), see Aljoni.

Hall of Fame Music Co. (BMI), PO Box 921, Beverly Hills, Calif. 90213. Tel: (213) 651-5563.

Rick Hall Music Inc. (ASCAP), see Fame.

Hai-Nat Music Publ'g Co. (ASCAP), PO Box 37156, Cincinnati, Ohio 45222. Tel: (513) 531-7605. Pres.: Saul Halper; VP: Steve Halper; Gen. Mgr.: Fred A. Halper.

Branch: Los Angeles, Calif., Watts City Prod'ns, 11211 Wilmington Ave. Zip: 90059. Tel: (213) 564-8932.

Hallwil Music (ASCAP), see Harlem.

Albert Hammond Music (ASCAP), see MizMo.

Hampshire House Publ'g Corp. (ASCAP), see TRD.

Handrail Music, see Paragon/Benson.

Hannan-Phillips Music (BMI), 1819 W. Thome Ave., Chicago, Ill. 60660. Tel: (312) 465-3874. Pres. & Prof. Mgr.: Stoney Phillips; Gen. Mgr.: Ed Hannan.

Rick Hanson Music (BMI), see Ric Rac.

Hanter Prod'ns Inc. (ASCAP), PO Box 367, Westwood, N.J. 07675. Tel: (201) 592-5848. Pres.: Hans A. Engel; Gen. Mgr.: Thomas Edwards; Prof. Mgr.: George Fredricks.

Happy Day Music Co. (BMI), see Joe Keene.

Happy Stepchild Music Publ'g Corp. (BMI), see Big Seven.

Happy Valley Music (BMI), 1 Camp St., Cambridge, Mass. 02140. Tel: (617) 868-6400. Telex: 921724. Partners: Ken Irwin, Marian Leighton, Bill Nowlin.

Harbot Music (SESAC), 2 Music Circle S., Nashville, Tenn. 37203. Owner: Joe Talbot.

Hargail Music Press (ASCAP), PO Box 118, Saugerties, N.Y. 12477. Tel: (914) 246-9809. Pres.: Harold Newman.

Harlem Music (BMI), 355 Harlem Rd., Buffalo, N.Y. 14224. Tel: (716) 826-9560. Telex: (710) 522-1249. Pres.: Leonard Silver; Gen. Mgr.: David Parker.

Harley Music (BMI), see Brunswick.

Harrai Music (ASCAP), see Amestoy.

Harrick Music Inc. (BMI), 7764 NW 71 St., Miami, Fla. 33166. Tel: (305) 592-1014. Pres.: Harry Wayne Casey; VP & Gen. Mgr.: Sherry Smith; Prof. Mgr.: Richard Finch.

HARRISON MUSIC CORP. (ASCAP), 6253 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-3834. Pres.: Hannah Russell; Gen. Mgr.: Molly Hyam; Prof. Mgr.: Marilyn Jackson.

Branches: Carmel, Calif., PO Box 222073. Zip: 93922. Tel: (408) 625-1666. Mgr.: Bonnie Spirit-Laguna Beach, Calif., 816 Cliff Dr. Zip: 92651. Tel: (714) 494-6841. (SEE ADVERTISEMENT)

Ron Harris Publ'ns, see Alexandria House.

Har Band Music (BMI), 210 25 Ave. N., Suite N-101, Nashville, Tenn. 37203. Tel: (615) 327-1711. Telex: 786512. Pres.: Charlie Daniels; Gen. Mgr.: Joseph E. Sullivan; Prof. Mgr.: Pat Halverson.

Havana Moon Music (BMI), see Kentucky Colonel.

Hawkins Music (BMI), see Coal Miners.

Walter Haynes Music Inc., 1019 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 329-0685.

Hayseed Publ'g (BMI), PO Box 1528, Shreveport, La. 71165. Tel: (318) 742-7803. Pres. & Prof. Mgr.: David Kent. (Administered by Welbeck)

Headstack Music (ASCAP), see Telexov.

Hear No Evil Music (BMI), see Espy Music Group.

Heart of Music Publ'g (ASCAP), 2 Mastick Court, Alameda, Calif. 94501. Tel: (415) 523-8165. Pres. & Prof. Mgr.: Jesse Lane.

Heavy Jam'n' Music (ASCAP), PO Box 4740, Nashville, Tenn. 37216. Tel: (615) 865-4740. Pres.: Wade Curtiss.

Michael Hedges Music (BMI), see Windham Hill.

Heinrichshafen E.D. New York, see C.F. Peters.

Helicon Music Corp. (BMI), see European American.

Helios Music Corp. (BMI), PO Box 1182, Radio City Sta., New York, N.Y. 10101. Tel: (212) 581-0280. Pres.: Claus Dgerman.

Hello Love Music, 1697 Broadway, Suite 1205, New York, N.Y. 10019. Tel: (212) 586-4023. Pres. & Prof. Mgr.: Jerry Lowe; Gen. Mgr.: Sandy Jones.

Hello There! Music Publ'g (ASCAP), see Fred Ahlert.

Hemphill Music (BMI), see Paragon/Benson.

James Hendrix Ents. (BMI), PO Box 90639, 902 42 Ave. N., Nashville, Tenn. 37209. Tel: (615) 228-4946, 321-3319. Pres. & Dir.: James Hendrix.

J. M. Henson, see Lillenas.

Hereford Music, 476 W. MacArthur Blvd., Oakland, Calif. 94609. Tel: (415) 428-9191. Pres.: Holly Near; Gen. Mgr.: Jo-Lynne Woyner; Prof. Mgr.: Joanie Shoemaker.

Heritage Music Press (ASCAP), see Lorenz Creative Servs.

Highball Music (BMI), PO Box 40484, Nashville, Tenn. 37204. Tel: (615) 383-6564. Pres.: Jack D. Johnson.

High Chaparral Music (ASCAP), 1009 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-1870. Co-Pres.: Pat Carter, Roy Dea; Gen. Mgr.: (Ms.) Charli Hailey.

Highgate Press (BMI), see Galaxy & E.C. Schirmer.

High Pockets Publ'g (ASCAP), 4300 Seneca St., Suite 292, Buffalo, N.Y. 14224. Tel: (716) 675-3974. Pres. & Prof. Mgr.: Nicolas R. Gugliuzza; Gen. Mgr.: Douglas Carrone.

Hightree (BMI), c/o Renaissance Mgmt., 433 N. Camden Dr., Suite 950, Beverly Hills, Calif. 90210. Tel: (213) 550-1276.

Hillgrove Music (BMI), see Folklore.

Bob Hilliard Music Co. (ASCAP), see Better Half.

Hilstan Music (BMI), see Stan Cornelius.

Hinsdale Music (BMI), see Temar.

Hippolit Music Co. (ASCAP), see Memnon.

HitKit Music (BMI), see Music Craftshop.

The Hit Machine Music Co. (BMI) (div. of Diversified Mgmt. Group), PO Box 20692, San Diego, Calif. 92120. Tel: (714) 277-3141. Pres.: Marty Kuritz.

Hitman Music (BMI), see Don Williams.

Hobart Music (ASCAP), see Stan Cornelius.

Hob & Nob Music Publ'rs (BMI), 158 W. 15 St., Suite 20, New York, N.Y. 10011. Tel: (212) 255-7214. Gen. Mgr.: LeRoy De Gregory.

Hodolog Music (BMI), see Windham Hill.

Ivan Hoffman, 2040 Ave. of the Stars, Los Angeles, Calif. 90067. Tel: (213) 556-2804.

Raymond A. Hoffman Co. (ASCAP), see Fred Bock.

Hollenbeck Music (BMI), see Indie Music Ink.

Hollis Music Inc. (BMI), see TRD.

Hollytree Music (BMI), 48 Music Square E., Nashville, Tenn. 37203. Tel: (615) 244-7300. Pres.: Sherry Sanders.

Hollywood Songs Inc. (ASCAP), see Sam Fox.

Holy Spirit Music (BMI), PO Box 31, Edmonton, Ky. 42129. Tel: (502) 432-3183. Pres. & Prof. Mgr.: Rev. W. Junior Lawson; Gen. Mgr.: Charles W. Witty.

Hometown Music Co. (ASCAP), 80-08 35 Ave., Jackson Heights, N.Y. 11372. Tel: (212) 651-8213. Pres. & Prof. Mgr.: Sidney Presson.

Homewood House Music (BMI), 9465 Wilshire Blvd., Suite 800, Beverly Hills, Calif. 90012. Tel: (213) 550-1010. Partners: Peter Burke, Susan Pomerantz, James Golden.

Honey Man Publ'g Co. (BMI), see Drake Music Group.

Hooked On Music (ASCAP), see Stan Cornelius.

Hookem Music (ASCAP), see Terrace Music Group.

Hookit Music (BMI), see Terrace Music Group.

Duffy Hooks III (BMI), see Shamba.

Jerry Hooks (ASCAP)—Pres.: Jerry Hooks Sr.—see Shamba.

Hoosier Hills Publ'g (BMI), 1309 Celesta Way, Sellersburg, Ind. 47172. Tel: (212) 246-5959/2865. Owner & Mgr.: Buddy Powell.

Hoosier Music (ASCAP), see Drake Music Group.

Hope Publ'g Co. (ASCAP), 380 S. Main Pl., Carol Stream, Ill. 60188. Tel: (312) 665-3200. Pres.: George Shorney; Gen. Mgr.: Tom Blum.

Hopi Sound Music (ASCAP), see De Walden.

Hortler Music Co. (BMI), 313 E. Teyon Ave., Didade, Bakersfield, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Hortler.

Hot Bear Ents., 420 W. Platte, Colorado Springs, Colo. 80905. Tel: (303) 635-3136. Gen. Mgr.: Bear Holderness.

Hot Property Publ'g (ASCAP), see Fricon Entertainment.

Hot Transistor Tunes Inc. (ASCAP), see Iguaçu.

House of Bryant Publ'ns (BMI), PO Box 570, Gattinburg, Tenn. 37736. Tel: (615) 436-6351. Prof. Mgrs.: Boudleaux & Felice Bryant.

House of Cash Inc. (BMI), 700 Johnny Cash Pkwy., Hendersonville, Tenn.

37115. Tel: (615) 824-5110. Telex: (810) 383-6140.

House of Diamonds (BMI), PO Box 449, Cleburne, Tex. 76031. Tel: (817) 641-3029. Owner: Jan Diamond.

House of Gold Music Inc. (BMI), see Warner Bros.

House of Hi Ho (BMI), PO Box 8135, Chicago, Ill. 60680. Tel: (312) 224-5615. Exec. VP: R.C. Hillman.

HOUSE OF KNOX (ASCAP), 41418 50 St. W., Quartz Hill, Calif. 93534. Tel: (805) 943-4183. Owner & Gen. Mgr.: Robert B. Knox. (SEE ADVERTISEMENT)

House of Rock Music (BMI), 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owners: Bill & Myral Bellman; Gen. & Prof. Mgr.: Bill Bellman.

Randy Howard Music (ASCAP), PO Box 5314, Macon, Ga. 31208. Tel: (912) 477-0415. Pres. & Gen. Mgr.: Randy Howard.

James M. Hudgins Publ'g Co. (ASCAP), 610 W. Due West Ave., Suite G-103, Madison, Tenn. 37115. Tel: (615) 868-1158. Owner: James M. Hudgins; Pres.: Jeffrey M. Hudgins.

Hudson Bay Music Co. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 489-8170.

Human Sound Music Inc. (BMI), see Sounds Ambient.

Hustlers Inc. (BMI), 5722 Kentucky Downs, Macon, Ga. 31210. Tel: (912) 474-2603. Pres., Gen. & Prof. Mgr.: Alan Walden.

I A M Music (ASCAP), 17422 Murphy Ave., Irvine, Calif. 92714. Tel: (714) 751-2015. Pres.: Jerome G. Shirar.

I Love Music (BMI), 3277 Malcolm Ave., Los Angeles, Calif. 90034. Tel: (213) 474-3433. Pres.: Wayne Volat.

Iamonia Publ'g (ASCAP), c/o House of Kuntry, PO Box 4311, Tallahassee, Fla. 32315.

Iffin Music Publ'g Co. (BMI), 38 Music Square E., Nashville, Tenn. 37203. Tel: (615) 254-0825. Prof. Mgr.: Charles Bragg.

Iguana Music Inc. (BMI), 239 W. 72 St., New York, N.Y. 10023. Tel: (212) 799-5244. Pres. & Prof. Mgr.: Toby Byron.

Immunity Music (ASCAP), see Schabral.

India Music Ink (ASCAP), c/o Ernst & Whinney, 1875 Century Park E., Los Angeles, Calif. 90067. Tel: (213) 553-2800. Cable: ERNSTAUDIT.

CENTURY CITY, Telex: 181149. Pres.: Lou Adler.

Indian Forest Music (SESAC), see Chestnut Mound.

Insect Music (BMI)—Partners: Bruce Calderwood; Russell Wilkinson; Gen. Mgr.: Mary Alice Denson—see Kicking Mule.

Integrity Music Corp. (ASCAP), 1050 Fifth Ave., New York, N.Y. 10028. Tel: (212) 348-6700. Cable: INTEG. Pres. & Gen. Mgr.: Jack Wolf.

Intermountain Music (BMI), PO Box 1067, Hollywood, Calif. 90028. Owner & Pres.: Reta Chandler.

International Doorway Music (ASCAP), 3410 Ave. R, Lubbock, Tex. 79412. Pres. & Prof. Mgr.: Bud Andrews.

The International Jang Music Group, 852 Elm St., Manchester, N.H. 03101. Cable: W&G. Mgr. Dir.: James Parks.

INTERSONG INT'L NEW YORK, 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-3906. Cable: SYMPHINDY. Pres.: A. Smits; Gen. Mgr.: H.G. Van Der Ree; Int'l Repertoire Coord.: M. Maria McNally.

Intersong Music Inc., 6255 Sunset Blvd., Suite 1904, Hollywood, Calif. 90028. Tel: (213) 469-5141. Cable: SYMPHINDY. Pres.: Irwin Robinson; Sr. VP: Ira Jaffee; Prof. Mgr.: B. Soloro. (Sheet music distributed by Hal Leonard)

Branches: New York, N.Y., 810 Seventh Ave. Zip: 10019. Tel: (212) 399-7373. Prof. Mgr.: Mitch Schoenbaum—Nashville, Tenn., 21 Music Circle S. Zip: 37203. Tel: (615) 244-3382.

Iring Music Inc. (BMI), see Rondor.

Island Music Inc. (BMI), 6525 Sunset Blvd., 2nd fl., Hollywood, Calif. 90028. Tel: (213) 469-1285. Cable: ACKEE. Pres.: Lionel Conway; VP: Pat Shanahan; Gen. & Prof. Mgr.: Gary Heaton.

Home office: England.

I've Got the Music Co. (ASCAP), PO Box 2631, Muscle Shoals, Ala. 35662. Tel: (205) 381-1455. Telex: (810) 731-3974. Gen. Mgr.: Kevin Lamb; Prof. Mgr.: Richard Butler.

J

J C Music Co., see Jac.

J C M (Japan Central Music), 6630 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 463-9929. Contact: (Ms.) Akiko Agishi.

Home office: Japan.

J E D D Music (ASCAP), 5062 Calatrane Dr., Woodland Hills, Calif. 91364. Tel: (213) 552-3147, 703-0083. Pres.: Jon Devirian; Gen. Mgr.: Steven Kay; Prof. Mgr.: Brent James. Local branch: 10100 Santa Monica Blvd., Suite 205, Los Angeles 90067. Tel: 552-3147.

J & J Musical Ent., 1195 St. Johnland, Kings Park, N.Y. 11754. Tel: (516) 265-6221. Pres.: Jude St. George; VP & Gen. Mgr.: Jenaeane Claps.

J M R Ents., 1014 16 Ave. S., Nashville, Tenn. 37217. Tel: (615) 244-1630. Pres.: Roy Smilovich; Gen. Mgr.: Mick Lloyd; Prof. Mgr.: Keny Jones.

J S H Music Inc. (BMI), see Big Heart.

J T L Publ'ns, 345 S. Citrus Ave., Los Angeles, Calif. 90036. Tel: (213) 939-3630. Owner: James T. Lester.

J W P Int'l, see Jo-Wee.

J W T Music Inc. (ASCAP) (sub. of J. Walter Thompson USA Inc.), 466 Lexington Ave., New York, N.Y. 10017. Tel: (212) 210-7000.

Jackaroo Music Publ'rs (div. of Vanguard Rec'g Society Inc.), 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Telex: 469150. Pres.: Maynard Solomon; Foreign & Lic. Dns. Dir.: Jo Inguanti.

Jack Music Inc. (BMI), PO Box 120477, Nashville, Tenn. 37212. Tel: (615) 383-0330. VP: Bob Webster.

Jaclyn Music (BMI), 249 Heritage Ave., Nashville, Tenn. 37210. Tel: (615) 242-2220. Pres.: Col. Jack Lynch.

Jac Music Co. Inc. (ASCAP), 5253 Lankershim Blvd., North Hollywood, Calif. 91601. Tel: (213) 762-0885. Pres.: Hal David; Gen. Mgr.: James David.

JEFFREY E. JACOBSON, 150 Fifth Ave., Suite 404, New York, N.Y. 10011. Tel: (212) 691-5630. Telex: 226600. (Represents Publishers)

Branch: Washington, D.C., 5010 Wisconsin Ave. N.W., Suite 118. Tel: (202) 244-0321. (SEE ADVERTISEMENT)

Jacon Music/Darnoc Music (BMI), 2958 N. Beachwood Dr., Hollywood, Calif. 90068. Tel: (213) 465-1261. Owner, Pres. & Prof. Mgr.: Jack Conrad. (Administered by MizMo Ents.)

Jacuzzi Music Inc., 612 Walnut, Little Rock, Ark. 72205. Tel: (501) 666-7705. Pres.: Rita McCann.

Jake-Carl Publ'ns (BMI), 732 N. Main St., Dpelousas, La. 70570. Tel: (318) 942-7092.

James Boy Publ'g Co. (BMI), PO Box 128, Worcester 01490; 1834 W. Cheltenham Ave., Philadelphia, Pa. 19126. Tel: (215) 424-0800. Pres. & Gen. Mgr.: Jesse James; Prof. Mgr.: Lennie Hawkins.

Deviny James Music (ASCAP), see Pewter Pal.

Dick James Music Inc. (BMI), 24 Music Square E., Nashville, Tenn. 37203. Tel: (615) 242-0600. Telex: (810) 371-1070. Gen. Mgr.: Arthur Braun; Prof. Mgrs.: Mike Hollandsworth, Elizabeth Lockhart.

James S. Ents. (BMI), 7120-261 Carlson Circle, Canoga Park, Calif. 91303. Pres.: James Leach.

Jamie Music Publ'g Co. (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) 232-8383. Pres.: Harold B. Lipsius.

Jamil Music (BMI), 413 N. Parkerson Ave., Crowley, La. 70526. Tel: (318) 783-1601.

Jando Music Inc. (ASCAP), see Jack Music.

Jandon Music (ASCAP), see Trionon.

Janell Music (BMI), see Yiki Ents.

Japlin Music (ASCAP)—Pres.: Daniel Japlin—see Jeffrey E. Jacobson.

Jarah Music (ASCAP), see Buttermik Sky.

Jaseppy Music (ASCAP), see Espy Music Group.

Jaspar Music Publ'g Co. Ltd. (BMI), see International Jaspar.

Jasch's Mule, see Kicking Mule.

Jaymore Music (BMI), Box 100, Brighton, Mich. 48116. Tel: (313) 227-1997. Pres.: John Morris.

Jay Six Publ'g Co. (BMI), 26 Northern Ave., Harwich Port, Mass. 02646. Tel: (617) 432-9070. Pres.: Jack Sager.

Jemiah Publ'g (BMI), PO Box 2501, Columbia, S.C. 29202. Tel: (803) 754-3556. Pres.: Myron Alford.

Jenniejohn Music (BMI), 4123 N. 44 St., Milwaukee, Wis. 53216. Tel: (414) 873-4287. Pres.: Ken Wright.

Jennifer Music Inc. (ASCAP), see Cromia.

Jensing/Jensong Music, 1009 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-7277.

Jenson Publ'ns Inc. (ASCAP), 2875 S. 171 St., New Berlin, Wis. 53151. Tel: (414) 784-4620. Pres.: Art Jensen; Exec. VP: John Higgins; VP Sales: Bill Altice; Gen. Mgr.: Ted Wegmann; Prod. Mgr.: Larry Norred.

Jepalana Music (BMI)—Pres.: Nathan Schnapl—see Print Music.

Jerley Music (BMI) (div. of Universal-Athena Recs.), PO Box 3615, Peoria, Ill. 61614. Tel: (309) 673-5755. Owner: Jerry Hanlon.

Jerli Publ'g Co., 655 McKee Rd., Bakersfield, Calif. 93307. Tel: (805) 831-2165. Owner: Lillian M. Richardson.

Jero Ltd. Publ'g (BMI), 2309 N. 36 St., Milwaukee, Wis. 53210. Tel: (414) 445-4872. Pres.: Marvell Love. (Affiliated with Castalia Music)

Jerry Mick Music (BMI), see JMR Ents.

Jeryl Lynn Music (BMI), see Coyote Prod'ns.

JesFine Music (BMI), see Rong Songs.

Jet-Eye Music Inc. (BMI), 7405 Crissman, Utica, Mich. 48087. Tel: (313) 731-8277, 775-2359. Pres.: John Pavlik; VP & Gen. Mgr.: Glen Lasuda.

Jeverl Music (BMI), 639 Bulen Ave., Columbus, Ohio 43205. Tel: (614) 258-7112. Pres.: Jeffrey V. Smith.

Jewel Music Publ'g Co. Inc. (ASCAP), see The Goodman Group.

Jibaro Music Co. Inc. (BMI), PO Box 424, Mount Clemens, Mich. 48043. Tel: (313) 791-2678. Pres. & Prof. Mgr.: James B. Roach.

Jillean Music Inc., see Gopam.

Jiru Music Inc. (ASCAP), 201 W. 77 St., Suite 3-C, New York, N.Y. 10024. Tel: (212) 799-0228. Pres.: Richard Gottehrer; Gen. Mgr.: Ron Ross.

Jobete Music Co. Inc. (ASCAP), 6255 Sunset Blvd., Suite 1600, Hollywood, Calif. 90028. Tel: (213) 468-3400. Telex: 674949. Exec. VP: Robert Gordy; VP & Gen. Mgr.: Jay S. Lowy; Prof. Mgrs.: Pat Sherlock, Rodney Gordy.

Jo-Cee Publ'g Co. (SESAC), see Su-Ma.

JoCher Music Co. (BMI), Box 102C, RD 1, Chubbick Rd., Canonsburg, Pa. 15317. Tel: (412) 746-2540. Pres.: Joe Diamond; VP: Cheryl Diamond.

Jockey Music Inc. (ASCAP), see Cromia.

Jodas Music Co., see Gopam.

Jodi-Pat Music (BMI), see Kingston Int'l.

Little Richie Johnson Music Co. (BMI), 1700 Plunkett Court, Belen, N.M. 87002. Tel: (505) 864-7441. Pres.: Little Richie Johnson; Gen. Mgr.: Sid Light; Prof. Mgr.: Jim Stamp.

Paul Johnson Music Prod'ns Inc. (ASCAP), see Sonife.

Stephen Enoch Johnson (ASCAP), 27335 Penn St., Inkster, Mich. 48141. Tel: (313) 562-8975. Chm.: Otis G. Johnson; Pres.: Craig Erquhart; VP: Willie Jones Jr.

Joiner Music (ASCAP), see Merit Music.

Jolly Cheeks Music (BMI), 5102 Vmeland Ave., North Hollywood, Calif. 91601. Tel: (213) 760-7551. Contact: Franny Parrish.

Jolly Rogers Publ'g Co. (ASCAP), see Cherry Lane.

AL JOLSON ENTS. INC., 31 Music Square W., Nashville, Tenn. 37203. Tel: (615) 242-1580. Gen. Mgr.: Jack Williams.

Jondi Music (BMI), 729 Seventh Ave., Suite 210, New York, N.Y. 10019. Tel: (212) 819-0920. Pres.: Dick Charles.

Jon Music (BMI), 329 N. Main, Church Point, La. 70525. Tel: (318) 684-2176. Pres. & Mgr.: Lee Lavergne.

Jonvis Music Co. (BMI), 2233 W. 25 St., Los Angeles, Calif. 90018. Tel: (213) 731-1320. Pres.: J.W. Spriggs; Gen. Mgr.: D.W. Brown.

JoRo Music Corp. (ASCAP), see Larry Spier.

Jowat Music (BMI), see Gopam.

Jo-Wee Publ'g (ASCAP), PO Box 4029, Winston-Salem, N.C. 27105. Tel: (919) 723-1822. Pres.: Jo Daniels II; Gen. Mgr.: Steve Owens.

Joyful Wisdom Music Co. (BMI), see Alkatraz Corner.

Jubilation Music (BMI), see FYDAQ.

Ju-Bop Music (ASCAP), see Xanaidu.

Juldane Music Co. (BMI), 8037 13 St., Silver Spring, Md. 20910. Tel: (301) 585-2776. Owner: Jules M. Damian.

Julep Publ'g Co. (BMI) (div. of Julep Inc.), PO Box 150551, Nashville, Tenn. 37215. Tel: (615) 383-5698.

Julie Music Corp. (BMI), see Sanga.

July Child Music (ASCAP), 710 Peachtree St. NE, Suite 222, Atlanta, Ga. 30308. Tel: (404) 892-9726. Prof. Mgr.: Jim Diver.

Jump Tunes (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048. Tel: (213) 651-1601.

Jungle Boy Music (BMI), see Richard Kaye.

Just Music Corp., see Laurie.

K

K & B I Assocs. (BMI), see The Entertainment Co.

K & R Music Inc. (ASCAP), PO Box 616, 19 Frontenac Rd., Trumansburg, N.Y. 14886. Tel: (607) 387-5775. Pres.: William M. Kelly.

K R P C D Music (BMI) (div. of Kiderian Recs. Prod'ns), 4926 W. Gunnison, Chicago, Ill. 60630. Tel: (312) 545-0861. Pres.: Ray Peck; VP: George Peck.

Kack Klich Inc. (BMI), House of Guild Bldg., 645 Titus Ave., Rochester, N.Y. 14617. Tel: (716) 544-3500. Pres.: Armand Schaubroech; VP: Blaine Schaubroech; Prof. Mgr.: Kim Simons.

Kaizan Music (ASCAP)—Pres.: John Kaizan Neptune—see Jeffrey E. Jacobson.

Edwin F. Kalmus & Co. Inc. (ASCAP), 13125 NW 47 Ave., Dpa Locks, Fla. 33054. Tel: (305) 681-4683. Owner & VP: Lawrence Galison; Pres.: Thea Kalmus; Gen. Mgr.: Leon Galison.

A. Kaplan Prod'ns Inc., 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) 765-5750. Telex: 226000. Pres.: Arnie Kaplan.

Karjan Music Publ'g Co. (SESAC) (div. of Little Giant Ents.), Box 205, White Lake, N.Y. 12786. Tel: (914) 583-4471. Pres.: Michay Barnett.

Katch Nazar Music (ASCAP) (div. of Rose Hill Group), 3929 New Seneca Tpk., Marcelus, N.Y. 13108. Tel: (315) 673-1117. Prof. Mgr.: Vincent Taft.

Richard Kaye Publ'ns, 13251 Ventura Blvd., Suite 3, Studio City, Calif. 91604. Tel: (213) 501-5400.

Kaysam Music (ASCAP), 160 Fifth Ave., No. 723, New York, N.Y. 10010. Tel: (212) 807-7822. Telex: 425075. Pres.: Jack Kreisberg; Gen. Mgr.: Irv Lunin.

Kayteekay Music (ASCAP), see Glen Campbell.

Keca Music, see Creative Music Group.

Joe Keene Music Co. (BMI), PO Box 602, Kennett, Mo. 63857. Tel: (314) 888-2995. Pres. & Gen. Mgr.: Joe Keene.

Keeta Music Co. (BMI), see Briarshade.

Keetch, Caesar & Dino Music Inc. (BMI), see Plaza Sweet.

Kellijai Music Corp., 144 S. First St., Burbank, Calif. 91502. Tel: (213) 842-7198. Telex: 691600. Publ'g Dir.: Remedese Kelly.

Butch Kelly Prod'ns (ASCAP), 8909-B Kingsford Dr., Charlotte, N.C. 28210.

Kelly & Lloyd Music (ASCAP), see JMR Ents.

Kelly Music Publ'ns (BMI), see Country Star.

Kendor Music Inc. (SESAC), Main & Grove Sts., Delevan, N.Y. 14042. Tel: (716) 492-1254. VP & Gen. Mgr.: Lester P. Chappell.

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Kenwon Music (BMI), 5032 Lankershim Blvd., North Hollywood, Calif. 91601. Tel: (213) 766-7142. Pres.: Ken Weiss; Gen. Mgr.: Michelle Ladd; Prof. Mgr.: Michael Curtis.

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Kimtra Music (ASCAP), see Hat Band.

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King Kong Music (BMI), see Publishing Ventures.

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 LaLola Music Publ'g (BMI), see Neil A. Kjos.
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 Lazer Music Publ'g Co. (BMI), PO Box 77, Center Square, Pa. 19422. Tel: (215) 635-6921. Pres.: A. Gravatt; Gen. Mgr.: Debi Kane; Prof. Mgr.: C. Rock.
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 Lyn-Lou Music Inc. (BMI), 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 725-1400. Gen. Mgr.: Larry Rogers.
 Lynam Music (BMI), see Buttermilk Sky.
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 Mainspring Watchworks Music (ASCAP), PO Box 40133, San Francisco, Calif. 94140. Tel: (415) 926-4467. Gen. Mgr.: H.S. Carr.
 Mainstay Music Inc. (BMI), see Al Gallico.
 Main Stream Music (SESAC), see Hope.
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 Manatt, Phelps, Rothenberg & Tunney, 1888 Century Park E., No. 2100, Los Angeles, Calif. 90067. Tel: (213) 556-5555.
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Mega-Star Music (BMI)—Gen. Mgr.: Barry Yearwood—see Yearwood.

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Olenik Recs. (ASCAP), G-10282 N. Saginaw Rd., Clio, Mich. 48420. Tel: (313) 686-9644. Owner, Pres. & Prof. Mgr.: Nicholas H. Olenik.

Oleo Music (BMI), 226 1/2 S. Francisco, Redondo Beach, Calif. 90277. Tel: (213) 372-9317. Owner: Jim Turnage.

O'Lyric Music (BMI), 11833 Laurewood Dr., Suite 8, Studio City, Calif. 91604. Tel: (213) 506-5473. Pres.: Jim O'Loughlin; Music Publ'g Dir.: Tom Shapiro; Prof. Mgr.: Kathryn Haddock.

Once Upon A Time Music, PO Box 10121, Beverly Hills, Calif. 90213. Tel: (213) 471-3933. Pres.: Penny Schuler.

One Eye Soul Publ'g Co. (BMI), see Jamie.

Oneida Music Publ'g Co. (BMI), 760 Blandina St., Utica, N.Y. 13501. Tel: (315) 735-6187. Owner: Stanley Markowski; Gen. Mgr.: Joyce Markowski; Prof. Mgr.: Andrew Cittadino.

One More Music (ASCAP), see Annetra.

One Note Beyond Music (ASCAP), 230 Birmingham, Suite 14, Cardiff-by-the-Sea, Calif. 92007. Tel: (619) 942-1191. Pres.: John Weaver; Prof. Mgr.: Karen Richards.

Onisheon Music, see OAS Music Group.

Onysay Publ'g Co. (BMI), PO Box 9154, Wells Rd. SW, Knoxville, Tenn. 37920. Tel: (615) 970-2327. Pres.: H.S. Watson.

Oozie Music (BMI), PO Box 669, Woodstock, N.Y. 12498. Tel: (914) 679-6069/2458. Pres.: Harris Goldberg.

Open End Music (BMI), 7720 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 851-9115. Cable: NEWTIMES. Tel: 194738. Pres. & Gen. Mgr.: Bennett H. Grotzer.

Open Sky Music Publ'g (ASCAP), 10735 Vernon, Huntington Woods, Mich. 48070. Tel: (313) 546-7558. Pres.: Martin Scot Kosins; Gen. & Prof. Mgr.: Peg DuBois.

Orb Music Co. (ASCAP), PO Box 22129, San Francisco, Calif. 94122. Tel: (415) 883-2650. Pres.: Craig Luchin.

Orbob Music Ltd. (ASCAP), see Lipservices.

Orchid Publ'g (BMI), PO Box 18284, Shreveport, La. 71138. Tel: (318) 686-7362. Pres.: Bill Bohannon; Gen. Mgr.: Coy Bohannon; Prof. Mgr.: Dick Neesley.

Organ Literature Foundation, 45 Norfolk Rd., Braintree, Mass. 02184. Tel: (617) 848-1388. Pres.: Henry Karl Baker.

Osito Music Publ'g (BMI), see Group 8B.

Other Music Inc. (ASCAP), The Barn, North Ferrisburg, Vt. 05473. Tel: (802) 452-2111. Telex: (510) 299-0029. Pres.: Michael Couture; VP & Gen. Mgr.: William H. Schubert. (Administered by Music Management).

Otto Publ'g, 7766 NW 44 St., Sunrise, Fla. 33321. Tel: (305) 741-7766. Pres.: Frank X. Loconto.

Our Gang Entertainment, 14055 Cedar Rd., No. 308, Cleveland, Ohio 44118. Branch: Chicago, Ill., 1847 N. Nordica, Tel: 60635. Tel: (312) 637-3571.

Outer Galaxie Publ'g Inc. (BMI), see Aura Love.

Outer National Publ'g Co. Inc., see Lloyd Zane Remick.

Over the Rainbow Music, see Creative Music Group.

Oxford Univ. Press Inc. (ASCAP), 200 Madison Ave., New York, N.Y. 10016. Tel: (212) 679-7300. Cable: FROWDE. Music Dept. Mgr.: Susan Brailove.

Home office: England.

Oyster Music, see Open End.

P

P P X Publ'g (BMI), 301 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-6010. Cable: CHALPRISES. Telex: 236287.

Pace Music Co. (ASCAP), see Sam Fox.

Pacific Challenger Music (BMI), 2940 E. Miratoma Ave., Anaheim, Calif. 92806. Tel: (714) 992-6820. Pres.: C.E. Whittington; Gen. Mgr.: Dottie McKroy.

Pacific View Music (ASCAP), see Don Williams.

Package Good Music (BMI), 1145 Green St., Manville, N.J. 08835. Pres. & Gen. Mgr.: Marc Zydic; A&R: Mary Ellen Clark.

Padius Music Co. (BMI), see Faro.

Paganiniana Publ'ns Inc., 211 W. Sylvania Ave., Neptune, N.J. 07753. Tel: (201) 988-8400. Cable: TFBHOOKS, ASBURY PARK.

D. Pagani & Bro. Inc. (SESAC), 289 Bleacher St., New York, N.Y. 10014. Tel: (212) 472-6744. Pres.: Frank Gwian; VP: Theresa Costello.

Palamar Music Publ'g (BMI), 726 Carlson Dr., Orlando, Fla. 32804. Tel: (305) 644-3853. Pres.: Will Campbell.

Pale Pachyderm Publ'g (BMI), 109 Minna St., No. 391, San Francisco, Calif. 94105. Tel: (415) 543-0885. Telex: 278498. Gen. Mgr.: Thomas Timony.

Las Palmas Music (ASCAP), see Amestoy.

Palmerston (BMI), see Dawn Prod'ns.

Palo Publ'g (ASCAP) (div. of Benham Mgmt. Corp.), 755 Page Mill Rd., Suite A-160, Palo Alto, Calif. 94304. Tel: (415) 856-4355. Dir.: Herb Wong.

Pal Publ'g, 10755 Bachelup Valley Rd., Witter Springs, Calif. 95493. Tel: (707) 275-2777. Pres.: Jan Sobey.

Pam Music (BMI), see Ralph's Radio Music.

Pantego Sound (BMI), see Upstart.

Pantheon Desert Publ'g (BMI), 6325 N. Invergold Rd., Scottsdale, Ariz. 85253. Tel: (602) 948-5883. Pres.: Dennis Alexander; Gen. Mgr.: Madeline Smith-Lang; Prof. Mgr.: Santo Bombaci.

Parabud Music Corp., see Famous Music.

Paragon/Benson Publ'g Group, 1816 Hayes St., Nashville, Tenn. 37203. Tel: (615) 327-2836. Gen. Mgr.: Ron W. Griffin; Prof. Mgr.: Debbie Smith.

Paragon Music Corp. (ASCAP), see Paragon/Benson.

Paragon Music Inc., see Alexandria House.

Paramount Music Corp., see Famous Music.

ParaSac Music Corp., see Famous Music.

Park J. Tunes (ASCAP) (div. of Northcoast Entertainment, 813 Heritage Ln., Waterlove, Ohio 43566. Tel: (419) 878-8387. Pres.: Michael Drew Shaw; Asst. to Pres.: Judy Russell; Gen. Mgr.: Robert Drew Shaw; Prof. Mgr.: Bonnie Hallett.

Paris Music Corp. (SESAC), see Neil A. Kjos.

Participation Music Inc. (ASCAP), 1348 Lexington Ave., New York, N.Y. 10028. Tel: (212) 410-4774. Telex: 273316. Dirs.: Clive Calder, Dave Robinson; Prof. Mgr.: Rachele Greenblatt.

Dolly Parton Catalogues (ASCAP, BMI), see Tree Int'l.

Party Line Music (BMI), see Pickin' Post.

Pasha Music Co. (ASCAP), see The Grand Pasha.

Joseph Patelson Music House Ltd. (ASCAP), 160 W. 56 St., New York, N.Y. 10019. Tel: (212) 757-5587. Pres.: Joseph Patelson. Gen. Mgr.: Daniel A. Patelson.

Pathfinders Inc., 435 41 Ave. S., St. Petersburg, Fla. 33705. Tel: (813) 821-6136. Pres.: Robert F. Cunningham; Gen. Mgr.: Lois L. Cunningham; Prof. Mgr.: Adrian Lee Hanson.

Patlow Publ'g Co. (BMI), 17429 Indian Ave., Detroit, Mich. 48240. Tel: (313) 531-9330. Pres.: M.J. Patlow.

Pattern Music, see Creative Music Group.

Paulbi Music Publ'g Co. (BMI), 3518 Champlain Ave., Youngstown, Ohio 44502. Tel: (216) 755-7794. Owner, Pres. & Gen. Mgr.: Bill Schaffert.

Pavanne Music Co. (ASCAP), 2315 Foxhaven Dr., Franklin, Tenn. 37064. Tel: (615) 373-8506. Owners: Frank Stanton, Andy Badale.

Branch: New York, N.Y., 161 W. 54 St. Zip: 10019. Tel: (212) 245-1083. Contact: Andy Badale.

Pay Dirt Music (ASCAP), 1227 Spring St. NW, Atlanta, Ga. 30309. Tel: (404) 873-6425. Pres.: Barbara H. Richardson; Prof. Mgr.: Robert B. Richardson.

Peaceful Music Co. (BMI) (div. of Pacific Arts Corp. Inc.), PO Box 22770, Carmel, Calif. 93922. Tel: (408) 624-4704. Cable: PACAPTS. Telex: 351455.

Peace Pipe Music (BMI), see Firedrum.

Pedro Music Corp. (BMI), 1724 Bowcliff Terr., Westlake Village, Calif. 91361. Tel: (213) 706-0844, (805) 496-0115. Pres.: Cyril Shane.

Peer-Southern Org., 1740 Broadway, New York, N.Y. 10019. Tel: (212) 265-3910. Cable: SOUTHMUSIC. Telex: 424361. Chm.: Monique I. Peer; Pres.: Ralph Peer; VP: Mario Cont; Int'l Mgr.: Latin American Div.: Provi Garcia.

Branches: Los Angeles, Calif., 6777 Hollywood Blvd. Zip: 90028. Tel: (213) 469-1667. Tel: (910) 321-4098. Mgr.: Roy Kohn—Miami, Fla., Northeast Airlines Bldg., Rm. 1409, 150 SE Second St. Zip: 33131. Tel: (305) 358-1488. Mgr.: Omar Marchant—Sanctuary, P.R., Edificio Banco Ponce, 1250 Ponce de Leon Ave. Zip: 00908. Tel: (809) 725-2380, 723-3918. Gen. Mgr.: Paquito Fontrias—Nashville, Tenn., 7 Music Circle N. Zip: 37203. Tel: (615) 244-6200.

Peg Music Co. (BMI), see Neverland.

Peliper Music Co. (ASCAP), 4142 Benton Blvd., Kansas City, Mo. 64130. Tel: (816) 861-0852. Pres.: Robert Motley; Gen. Mgr.: Pearlina Motley; Prof. Mgr.: Byron Motley.

Pelton Publ'g Co. (BMI), PO Box 182, Midwood Sta., Brooklyn, N.Y. 11230. Tel: (212) 339-3536. Pres.: Jim Pelton; Gen. Mgr.: Dick Alexander; Prof. Mgr.: Nat Courtney; Promo: John Upton.

Penny Pincher Music, PO Box 780, Oakwood, Va. 24631-0780. Chm. & Pres.: Roy John Fuller; Gen. Mgr.: Rita Hale.

Penny Thoughts Music (BMI) (div. of John Penny Ent's. Inc.), 259A Beech St., Belmont, Mass. 02178. Tel: (617) 489-4510. Pres.: John Penny.

Pentagon Music Co. (BMI), see Jamie & Lipservices.

Pentagram Recs. (BMI), 116 Wendy Dr., Holtsville, N.Y. 11742. Tel: (516) 654-8459. Pres.: Art Poppe; Prof. Mgr.: Arthur Christopher.

People Pleaser Music (BMI), 1018 Central Ave., Charlotte, N.C. 28204. Tel: (704) 377-4596. Owner & Mgr.: Wayne Jernigan.

Pepper & Salt Music (ASCAP), see Bee/Mor.

Perennial Music (BMI), 3099 Diablo View Rd., Lafayette, Calif. 94549. Tel: (415) 930-7573. Gen. & Prof. Mgr.: Hillel Resner.

Periscope Music Co. (BMI), 129 Bishop St., Brockton, Mass. 02402. Tel: (617) 588-6348. Pres. & Prof. Mgr.: Edward M. Hurwitz.

Periterra Music (BMI), PO Box 4386, Long Island City, N.Y. 11104. Tel: (212) 786-2401, 426-1190. Pres.: Franc Peri.

Perta Music (ASCAP), 20 Martha St., Woodcliff Lake, N.J. 07675. Tel: (201) 391-2486. Pres.: Gene A. Perta; Gen. Mgr.: Marie Perta.

Perspective Music Co. (BMI), see NRP.

Peter-Jan Publ'g (BMI), 2313 S. 49 Ave., Omaha, Neb. 68106. Tel: (402) 556-5675. Pres.: Charles Canuso.

Peter Piper Publ'g (ASCAP), see Stuart Lans.

Ben Peters Music (BMI), 900 Old Hickory Blvd., Rt. 6, Brentwood, Tenn. 37027. Tel: (615) 373-5530.

C. F. Peters Corp. (BMI), 373 Park Ave. S., New York, N.Y. 10016. Tel: (212) 686-4147.

Home office: Germany.

Petewood Music Co. Inc. (ASCAP), see Drake Music Corp.

Petoskey Music Inc. (BMI), see Jet-Eye.

Pewter Pal Music (BMI), PO Box 133, Ojai, Calif. 93023. Pres.: Jim Pewter.

Phico Music (BMI), see Doug Moody.

Philetta Music (BMI), see Pewter Pal.

PhoenixKongs (ASCAP), 1437 W. Howard St., Chicago, Ill. 60626. Tel: (312) 274-0054. Owner: James Ourst.

Phonotones (ASCAP), 400 Essex St., Salem, Mass. 01970. Tel: (617) 744-7678. Pres.: Don Roze.

Phono Music (SESAC), see Music Craftshop.

Picasso Publ'g Co. (ASCAP), see Kenwon.

Pickin' Post Publ'g (BMI), Waterlawn Hwy., Lebanon, Tenn. 37087. Tel: (615) 449-1770. Pres.: Jewell W. Nave; Gen. & Prof. Mgr.: Joe W. Nave.

Picks & Strings Music (BMI)—Pres.: Dana A. Thomas; VP: Sammy Lowe Jr.; Gen. Mgr.: Walter Morris; Prof. Mgr.: Jonathan Williams, Clarence A. Oliver—see Jeffrey E. Jacobson.

S. Pie Music Co. (ASCAP), PO Box 333, Evanston, Ill. 60204. Tel: (312) 274-9126. Contact: Graham Carlton.

Pigfoot Music (ASCAP), c/o Crosslight Mgmt. Ltd., 1592 Crossroads of the World, Hollywood, Calif. 90028. Tel: (213) 462-6156.

Pilgrim Int'l Ltd. (ASCAP), see Jeffrey E. Jacobson.

Pilgrim's Hibiscus Music (ASCAP), see Jeffrey E. Jacobson.

Pinellas Music (BMI), see Arpell/Pinelas.

Pine Ridge Clipper Ltd. (BMI)—Contact: John Cavanaugh—see Castalia.

Pink Music (ASCAP), see Kenwon.

Pink Pig Music (BMI), see Funky but.

Pinpoint Music Publ'g (BMI), c/o Little Nashville Recs., Box 212, Rt. 3, Nashville, Ind. 47448. Tel: (812) 988-2000. Owners: Don D. & Marti Mae Sheets.

Planetary Music Publ'g Corp. (ASCAP), see Big Seven.

Playground Music (BMI), see Pewter Pal.

Plaza Sweet Music Inc. (ASCAP), 1841 Broadway, No. 1006, New York, N.Y. 10023. Tel: (212) 757-3287. Cable: MELLINMUS. Pres: Robert Mellin.

Pleasant View Music (ASCAP), see Chestnut Mound.

Plibby Music (BMI), see Four Moons.

Plus Three Music Inc. (SESAC), see Pride.

Poco Loco Music Co. (BMI), see Faro.

Pointless Music (BMI), see JEDO.

Polka Towne Music (BMI) (div. of Polka Music Corp.), 211 Post Ave., Westbury, N.Y. 11590. Tel: (516) 334-6228. Pres: Teresa Zapotska.

Pollyday Publ'g Co., see Su-Ma.

Polyphonic Publ'ns, see Birch Tree.

Pommard (BMI), c/o Dick K. Withers, Box 21053, Nashville, Tenn. 37221. Tel: (615) 352-5684.

Poppa Willie Music (BMI), see Don Williams.

Pops (BMI)—Pres: Dana A. Thomas; VP: Sammy Lowe Jr.; Gen. Mgr.: Walter Morris; Prof. Mgrs.: Jonathan Williams, Clarence A. Oliver—see Jeffrey E. Jacobson.

Popular Music Co. (ASCAP), 49 W. 45 St., New York, N.Y. 10036. Tel: (212) 840-8833. Pres: Morton Brown; Prof. Mgr.: Addy Browne.

Portable Music Co. Inc. (BMI), see Notable.

Portage Publ'g Co. (BMI), 16634 Gannon W., Rosemount, Minn. 55068. Tel: (612) 432-5737. Pres: Larry LaPole.

Port Claridge Music (ASCAP), 1727 Las Flores Dr., Glendale, Calif. 91207. Tel: (213) 462-3311. Pres: B.J. Baker; Gen. Mgr.: Dan Phillips.

Positive Prod'ns (BMI), PO Box 1405, Highland Park, N.J. 08904. Tel: (201) 463-8147. Pres: J.J. Vincenzo.

Powhatan Music Publ'g (BMI), PO Box 993, 211 E. Fourth St., Salem, Va. 24153. Tel: (703) 389-4829. Pres: Jack Mullins; Gen. Mgr.: Jim Eanes; Prof. Mgr.: J.R. Mullins.

Power Play Music (BMI) (div. of Gusto Recs. Inc.), 1900 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 889-8000. Contact: Julie Bunt.

Prairie Wind Music (BMI), PO Box 273, 1011 S. Third, Norfolk, Neb. 68701. Tel: (402) 371-7658.

Praise—Pres: Paul Ferrar; Gen. Mgr.: Linda Mayrunik—see Jeffrey E. Jacobson.

Preema Publ'g (ASCAP), PO Box 7156, Garden City, N.Y. 11530. Tel: (516) 292-1521. Contacts: Johnny Butler Jr., John Weed.

The Prescription Co. (BMI), 70 Murray Ave., Port Washington, N.Y. 11050. Tel: (516) 767-1929. Owner & Pres: David F. Gasman.

Prescription Rec. Co., 2534 14 St. NE, Suite 2, Washington, D.C. 20018. Contact: Douglas Randolph.

President Music Corp. (ASCAP), 6 Grace Ave., Great Neck, N.Y. 11021. Tel: (516) 466-8230. Pres. & Gen. Mgr.: Joseph E. Zerga.

Theodore Presser Co. (ASCAP), Presser Pl., Bryn Mawr, Pa. 19010. Tel: (215) 525-3636. Cable: RESSEPP.

James Price Music (BMI), 1662 Wyatt Pkwy., Lexington, Ky. 40505. Tel: (606) 254-7474.

Pride Music Group, PO Box 120249, Nashville, Tenn. 37212. Tel: (615) 244-8950. Pres: Blake Mevis.

Prime Time Music (ASCAP), see J. Aaron Brown.

Princess Music Publ'g Corp. (ASCAP), see H.B. Webman.

Pringle Music Publ'ns (BMI), 7021 Hatillo Ave., Canoga Park, Calif. 91306. Tel: (213) 347-3902.

Print Music Co. Inc. (ASCAP), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) 382-0660. Pres: Paul Friedberger; Gen. & Prof. Mgr.: Nathan Schnapf.

Priority Music (ASCAP), 3310 West End Ave., Nashville, Tenn. 37203. Tel: (615) 383-6000. Mgr.: Dennis Worley.

Prismatic Music Publ'g (BMI), see Larry Spier.

Pritchett Publ'ns (BMI), 38603 Sage Tree St., Palmdale, Calif. 93550. Tel: (805) 947-4657. Pres: L.R. Pritchett.

Branch: Daytona Beach, Fla., 171 Pine Haven. Zip: 32014. Tel: (904) 252-4849. Gen. & Prof. Mgr.: Charles Vickers.

Process Music Publ'ns (BMI), see Country Star.

Proclamation Prod'ns Inc. (ASCAP), Orange Square, Port Jervis, N.Y. 12711. Tel: (914) 856-6686.

Professional Music Prods. Inc. (ASCAP), 14731-E Franklin Ave., Tustin, Calif. 92680. Tel: (714) 838-8421.

Prompto Music Inc. (BMI), see Cotillion.

Propho Publ'g Inc. (ASCAP), PO Box 4945, 3203 Guadalupe, Austin, Tex. 78765. Tel: (512) 452-9412. Pres: Tom White.

Prophet Music Inc. (ASCAP), see Bicycle.

Protone Music (ASCAP) (div. of Protone Recs.), 970 Bel Air Rd., Los Angeles, Calif. 90077. Tel: (213) 472-5344. Dir.: Jane Courtland Welton.

Jeanne Pruett Music Inc. (BMI), Division St., Nashville, Tenn. 37203. Tel: (615) 242-9578.

Psalms Continued (BMI), see Sure-Fire.

Pseudo Songs (BMI), see Richard Kaye.

Publishers' Licensing Corp., 94 Grand Ave., Englewood, N.J. 07631. Tel: (201) 568-0050. Cable: PHILKURN. Telex: 219423. Contact: Philip S. Kurnit; Copyright Mgr.: Joan Coletti.

Publishing Ventures Inc., 1290 Ave. Of The Americas, Suite 264, New York, N.Y. 10019. Tel: (212) 399-0090. Pres.: John Apostol; Gen. & Prof. Mgr.: Andrea Starr.

Pullman (BMI), see Warner Bros.

Gerard W. Purcell Assocs. Ltd. (ASCAP), 964 Second Ave., New York, N.Y. 10022. Tel: (212) 421-2670. Pres. & Prof. Mgr.: Gerard W. Purcell.

Pushcart Music, PO Box 262, Ryder St., Brooklyn, N.Y. 11234. Tel: (212) 377-6723. Cable: MUSICLEASE. Telex: 668550. Pres: David Last; Gen. Mgr.: Jay Chernow.

Q

Quackenbush Music Ltd. (ASCAP), 1880 Century Park-E., No. 900, Los Angeles, Calif. 90067. Tel: (213) 553-1707. Pres.: Carly Simon; Gen. Mgr.: Arlyne Rothberg. (Administered by Gelfand, Rennert & Feldman)

Queen of Hearts Music, 6105A Youree Dr., Shreveport, La. 71105. Tel: (318) 861-0569.

Quickmix Music Inc. (BMI), see Jiru.

Quinones Music Co. (BMI), 1344 Waldron, St. Louis, Mo. 63130. Tel: (314) 863-3605. Pres: Eddie L. Johnson; Gen. Mgr.: Ora Lovings; Prof. Mgr.: Clinton Primm.

R

R C S Music Publ'g Inc. (ASCAP), 5220 Essen Ln., Baton Rouge, La. 70808. Tel: (504) 769-2996. Telex: (510) 993-3493.

R M S Publ'g Co. (ASCAP), see RMS Triad.

R M S Triad Prod'ns (ASCAP), 2607 Potomac Circle, West Bloomfield, Mich. 48033. Tel: (313) 661-5167. Prof. Mgr.: Bob Szajner.

R S O (The Robert Stigwood Org.), 1775 Broadway, New York, N.Y. 10019. Tel: (212) 975-0700. Telex: 125779. Pres: Fredric B. Gershon. (Administered by Chappell Music).

Racheff's Own Music (ASCAP), see A. Schroeder.

Radmus Publ'g Inc., see Larry Shayne.

Ragged Island Music (BMI), 4307 Saundersville Rd., Old Hickory, Tenn. 37138. Tel: (615) 847-3895. Pres: Margaret Lewis; Gen. & Prof. Mgr.: Myra Smith.

Rain Barrel Music, 601 N. Flowermound Rd., Lawton, Okla. 73501. Tel: (405) 248-4701.

Rainfire Music Publ'g (BMI), 15217 Otsego St., Sherman Oaks, Calif. 91403. Tel: (213) 784-0388. Pres: Lou Penta; VP: Billy Goodman.

Raintree Music (ASCAP), see Budd.

Rainy Now Music (ASCAP), see Cherry Lane.

Rally Music (BMI), see Ralph's Radio Music.

Ralph's Radio Music (BMI), Hwy. 441-23, Demorest, Ga. 30535. Tel: (404) 754-6249. Pres. & Prof. Mgr.: Ralph Raper.

Rambled Music, see Ivan Hoffman.

Rammus Music (BMI) (div. of House of Falcon Inc.), 821 N. 23, McAllen, Tex. 78501. Tel: (512) 687-7121. Cable: FALCON. Pres: A. Ramirez Jr.

Ram's Horn Music (ASCAP), see Special Rider.

H. & G. Randall Inc. (ASCAP), 29 Elaine Rd., Milford, Conn. 06460. Tel: (203) 878-7383. Pres: Gerald R. Randall; VP: Howard Randall; A&R: Gerald B. & Cathy Randall.

Branches: Middletown, N.Y., 15 Randall Heights. Zip: 10940. Tel: (914) 343-6918—Syracuse, N.Y., 100 W. Genesee St. Zip: 13204. Tel: (315) 468-0161.

Teddy Randazzo Music Inc. (BMI)—Pres.: Teddy Randazzo—see Razzle Dazzle.

Randolph & Son, 2534 14 St. NE, Washington, D.C. 20018. Tel: (202) 269-1469. Pres: Douglas W. Randolph; Gen. Mgr.: Doris A. King; Prof. Mgr.: David D. Randolph.

Ranlar Music (BMI), see Espy Music Group.

Fred Raphael Music Inc. (ASCAP), 319 Via Don Benito, Cathedral City, Calif. 92234. Tel: (714) 328-0170. Pres: Hermione Greene.

Rare Blue Music Inc. (ASCAP), see Chrysalis Music Group.

Bill Rase Prod'ns Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Pres. & Prof. Mgr.: Bill Rase.

Raven Music (BMI), 4107 Woodland Park Ave. N., Seattle, Wash. 98103. Tel: (206) 632-0887. Pres: Ronald W. Ellis.

Rawhide Music (BMI), see Merit Music.

Raybird Music (BMI), 457 W. 57 St., Suite 303, New York, N.Y. 10019. Tel: (212) 245-2299. Pres: Ray Passman; Gen. Mgr.: Teddy Charles.

Raydiola Music (ASCAP), PO Box 5270, Beverly Hills, Calif. 90210. Tel: (213) 857-5517. Prof. Mgr.: Fred S. Moultrie.

Razzle Dazzle Music Inc. (BMI), 51 W. 86 St., New York, N.Y. 10024. Tel: (212) 873-7179. Prof. Mgr.: Hermi Hankin.

Ready To Rock Music (BMI), 6253 Hollywood Blvd., No. 1010, Hollywood, Calif. 90028. Tel: (213) 461-1153. Pres: P.J. Brosnik; Gen. Mgr.: Larry Napieralski.

The Record Game, see Monkey Music.

Record Junkie (BMI), 9000 Cynthia St., Suite 205, Los Angeles, Calif. 90069. Tel: (213) 275-4790. Co-Pres.: Robert Adels, Topper Schroeder.

Recordo Music Publ'ns (BMI), see Leon Rene.

Red Admiral Music Inc. (BMI), see Chrysalis Music Group.

Red Barn Music Publ'g Co. (BMI), PO Box 84, Strausstown, Pa. 19559. Tel: (215) 488-1782. Pres: Patrick Siskafus; Gen. Mgr.: Mark Rake.

Red Dwarf Music (BMI), 13006 Saticoy St., North Hollywood, Calif. 91605. Tel: (213) 764-1172. Cable: VARSAR. Telex: 194449. Pres: Chris Kuchler.

Jack Redick Music Publ'g Co. (BMI), Box 85, Rt. 1, Georgetown, S.C. 29440. Tel: (803) 546-7139. Owner: Jack Redick.

Red River Songs Inc. (BMI), 1001 N. Lincoln St., Burbank, Calif. 91506. Tel: (213) 848-7373. Pres: Dorothy L. Bond; Gen. & Prof. Mgr.: Sherry Bond.

Red Robin Music Corp. (BMI), see Al Gallico.

Red Rock Music Co. (BMI), PO Box 2671, Denver, Colo. 80201. Tel: (303) 572-9099. Pres: James C. Scott Sr.; Gen. Mgr.: Beatrice James; Prof. Mgr.: Sherman Johnson.

Red Stripe Music (BMI), see Don Williams.

Red Tennis Music (BMI), 816 N. LaCienega Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-4521. Contacts: Dale Gonyea, Lynette Cimmi.

Jim Reeves Ents. Inc., PO Drawer 1, 200 Madison St., Madison Tenn. 37115. Tel: (615) 868-1150.

Reflex Music (ASCAP), PO Box 158355, Nashville, Tenn. 37215. Tel: (615) 242-3325.

Refuge Music Inc. (ASCAP), see Elektra/Asylum.

Regal Music Publ'ns (ASCAP) (div. of Century Recs.), 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel: (412) 781-4557. Pres: Edward J. Moschetti; Prof. Mgr.: Gail P. Gray.

Regent Music Corp. (BMI), see Goodman Group.

Reilly & Maloney Music (BMI), PO Box 4005, Pioneer Square, Seattle, Wash. 98104. Tel: (206) 682-3200. Gen. Mgr.: Jack Burg.

Relentless Music (ASCAP), 226 W. 21 St., New York, N.Y. 10011. Tel: (212) 989-8693. Pres: Geoffrey Lissauer.

Remembrance Music (ASCAP), see Tiki Ents.

Lloyd Zane Remick, 3 Penn Center Plaza, 7th fl., 15 & Market Sts., Philadelphia, Pa. 19102.

Renbourn's Mule, see Kicking Mule.

Renda Music Inc. (BMI), 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 277-1336. Pres: Floyd M. Ramsey.

Leon Rene Publ'ns (ASCAP), 2124 W. 24 St., Los Angeles, Calif. 90018. Tel: (213) 737-5125. Pres: Irma Rene; Gen. Mgr.: Rafael Rene; Prof. Mgr.: Anthony Jones.

Ren-Maur Music Corp. (BMI), 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 757-3638. Pres: Rena L. Feeny; Gen. Mgr.: Maureen G. Feeny; Prof. Mgr.: Billy Nichols.

Reno/Mez Music Inc. (ASCAP), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 654-9975. Telex: 4720023.

Republic Music Corp. (BMI), see World Music.

Respect Music Co. (BMI), 1159 S. La Jolla Ave., Los Angeles, Calif. 90035. Tel: (213) 938-3531.

Retro Music (ASCAP), see Firelight.

Revelation Music Publ'g Corp. (ASCAP), see Tommy Valando.

Revolver Music (ASCAP), 7901 Fourth St. N., Suite 310, St. Petersburg, Fla. 33702. Tel: (813) 576-9118. Pres: Charles R. Klump. (Administered by Famous Music)

Reynson Music (BMI), see Wrensong Inc.

William Rezey Music Co. (BMI), 815 Central Ave., Albany, N.Y. 12206. Tel: (518) 438-3333.

Rhnelander Music Inc. (BMI), see Marseant.

Rhythm Valley Music (ASCAP), 1304 Blewett St., Graham, Tex. 76046. Tel: (817) 549-1641. Pres. & Prof. Mgr.: Orville Clarida; Gen. Mgr.: Doris Clarida.

Ribbit Recs. & Publ'g Co., 2601 NW Expressway, Suite 901-W, Oklahoma City, Okla. 73112.

Ric Rac Music (ASCAP), Rt. 1, Box 327, Nashville, Ind. 47448. Tel: (812) 837-9569. Pres: R.L. Hanson.

Right Note Music, PO Box 41371, Memphis, Tenn. 38104. Tel: (901) 345-6731. Pres: Ben Jimerson.

Ripcord Music (BMI), 1350 Sixth Ave., New York, N.Y. 10019. Tel: (212) 765-9000. Pres: Robert Doughy; Gen. Mgr.: Thomas Sammons; Prof. Mgr.: Donald Adler.

Rip Music, see Creative Music Group.

Rite Music (BMI), 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres: Carl J. Burkhardt; VP: Philip Burkhardt.

Ritmo Latino Inc. (BMI), 17305 SW 88 Ave., Miami, Fla. 33157. Tel: (305) 251-0980. Cable: VATWEL. Telex: 808983. Pres: George Tavares; Gen. Mgr.: Roberto Wells.

River House Music (BMI), see Special Rider.

Robadon Music (BMI), PO Box 2094, Sheffield Lake, Ohio 44054. Tel: (216) 949-2078. Owner: Robert W. Sellers.

Marty Robbins Ents., 713 18th Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-3752.

Don Robertson Music Corp. (ASCAP), PO Box 4141, Thousand Oaks, Calif. 91359. Tel: (213) 495-0298. Pres: Don Robertson.

Robin Hood Music Co. (BMI), 5531 Tuxedo Terr., Hollywood, Calif. 90028. Tel: (213) 465-9758. Pres: John Marascalco; Office Mgr.: Bill Taylor.

Rock Garden Music Inc. (BMI), 26442 Sand Canyon Rd., Canyon Country, Calif. 91351. Tel: (805) 251-2599. Pres: Robert Stone; Gen. Mgr.: Terry Traynor.

Rockmasters Publ'g (BMI), see Guida Prod'ns.

Rockmore Music (BMI), 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Owner & Gen. & Prof. Mgr.: Willie H. Rocquemore; Pres: Perry Rocquemore; Sales Mgr.: Jennifer Jayson.

Rocky's Ragdoll Publ'g Co. (BMI), 205-A Television Circle, Savannah, Ga. 31406. Tel: (912) 927-1761. Pres: David M. Evans.

Rodeheaver Co. (ASCAP) (div. of Word Inc.), 100 Publishers Dr., Winona Lake, Ind. 46590. Tel: (219) 267-5116.

Roddsongs, see Rondor.

Roger Music Inc., 17752 Skypark Blvd., Irvine, Calif. 92714. Tel: (714) 850-1388. Pres: Joseph S. Shrimman.

Rohlfing Publ'g Co. (BMI), 8404 W. McNab Rd., Tamarac, Fla. 33321. Tel: (305) 722-6010. Owner: Ray C. Rihling.

Angelo Roman Ents., PO Box 3144, Covina, Calif. 91723. Tel: (213) 967-1451. 331-6905. Pres: Angelo Roman Jr.

Romare Publ'ns (ASCAP), see The Sound Column.

Roncom Music Co. (ASCAP), 305 Northern Blvd., Great Neck, N.Y. 11021. Tel: (516) 466-5810.

Rondor Music Int'l Inc., 1358 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. Cable: ALPERMOSS. Telex: 691282.

Rong Songs (ASCAP), PO Box 150951, Nashville, Tenn. 37215. Tel: (615) 352-6134. Pres: Ron Oates; Prof. Mgr.: Lynda K. Lance.

Rongwen Music (BMI), see Broude Bros.

Ron-Ken Music Inc. (ASCAP), see Jet-Eye.

Rontom Music Co. (ASCAP), 602 W. Iris Dr., Nashville, Tenn. 37204. Tel: (615) 298-3824. Owner: Tom Walls.

Room 7 Music (BMI) (div. of Seven Arts Press), PO Box 649, Hollywood, Calif. 90028-0649. Pres: Walter E. Hurst.

Room Toons Music (ASCAP), PO Box 49, Bradford, R.I. 02808. Tel: (401) 596-5221. Contact: Bob Bell.

Rooster Music (BMI) (div. of WW Assocs. Inc.) 314 Fairview N., No. 115, Seattle, Wash. 98109. Tel: (206) 623-0796. Pres: Walt Wagner.

Ropery Music (BMI), 645 Madison Ave., New York, N.Y. 10022. Tel: (212) 308-2636. Prof. Mgr.: Jane Lowy; A&R Dir.: Holly Lynn.

Rose Bridge Music Inc. (BMI), see Earl Barton.

Rose Canyon Music (SESAC), see Neil A. Kjos.

Brian Ross Music (BMI), 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121. Pres: Brian Ross.

Jerry Ross Music Corp., PO Box 937, Southampton, Pa. 18966. Tel: (215) 947-0460.

Rothstein Music Ltd., 720 E. 79 St., Brooklyn, N.Y. 11236. Tel: (212) 444-3283. Pres: Sharon Rothstein; VP & Prof. Mgr.: Eilyn Rothstein.

Rough Rider Music (SESAC), see Annetra.

Round Sound Music (BMI), 1918 Wise Dr., Dothan, Ala. 36303. Tel: (205) 794-9067. Pres: Jerry Wise.

Rowalbe Music Publ'g (ASCAP), c/o RBI Recs., 547 Broadway, New York, N.Y. 10012. Tel: (212) 673-9456. Pres: Rob Warren; Gen. Mgr.: Al Basa.

Royal Flair Music Publ'g (BMI), 106 Navajo, Council Bluffs, Iowa 51501. Tel: (712) 366-1136. Pres: Bob Everhart.

Royalhaven Music Inc. (BMI), see Pride.

Royal Martian Music (ASCAP), PO Box 3751, Hollywood, Calif. 90028. Pres: Dan Phillips; Int'l Dir.: David Scott; Contact: Blake Xolton.

Royal Oak (ASCAP), see Tree.

Royal T Music (ASCAP), 3442 Nies, Fort Worth, Tex. 76111. Tel: (817) 834-3879. Pres: James Michael Taylor; Gen. Mgr.: Barbranne Taylor; Prof. Mgr.: Peggy Souix.

Branch: Portland, Ore., 626 NE 109 Ct. Zip: 97220. Tel: (503) 254-5828. VP: James L. Taylor.

Roznbank Music Inc., see Laurie.

Rubank Inc. (ASCAP), 16215 NW 15 Ave., Miami, Fla. 33169. Tel: (305) 625-5323.

Rubber Bros. Publ'g Co. (BMI), see Video Dideo.

Rubicon Music (BMI), 8319 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 875-1775. Pres: Freddie Piro; VP & Gen. Mgr.: Teri Piro.

David Rubinson & Friends Inc., 827 Folsom St., San Francisco, Calif. 94107. Tel: (415) 777-2930. Telex: 340116. Pres: David Rubinson; Prof. Mgr.: Kathy Horton.

Rumblin' Songs (BMI), PO Box 202, Urbana, Ill. 61801. Tel: (217) 384-7395. Pres: J.P. Hess; Gen. Mgr.: Tom Shields; Prof. Mgr.: B. Cook.

Rumpelstiltsongs (BMI), see Wood'n Music.

Rust Ents. Inc., see Laurie.

Rustron Music Prod'ns (BMI), 200 Westmoreland Ave., White Plains, N.Y. 10606. Tel: (914) 946-1689. Pres: Rusty Gordon; Gen. Mgr.: Ron Caruso.

Prof. Mgrs.: Rusty Gordon, Ron Caruso.

Branch: Arcadia, Calif., Rustron Music West, 2804 S. Baldwin Ave. Zip: 91006. Tel: (213) 446-5855. Gen. & Prof. Mgr.: Mike Chown.

Rye Boy Music, see Beserkey.

S

S & J Music Publ'g Corp., see Laurie.

S L E MUSIC (ASCAP), 10113 Riverside Dr., North Hollywood, Calif. 91602. Tel: (213) 506-6600. Pres.: R.B. Smith

S P Q R Music (ASCAP), 69 Robin Hood Rd., Clifton, N.J. 07013. Tel: (201) 778-6759. Prof. Mgr.: Fausto Lucignani.

S & R Music Publ'g Co. (ASCAP), 71906 Hwy. 111, Rancho Mirage, Calif. 92270. Tel: (714) 346-0075. Owner & Gen. Mgr.: Scott B. Seely; Prof. Mgr.: Dolores Gulden.

Sabteca Music Co. (ASCAP), PO Box 10286, Oakland, Calif. 94610. Tel: (415) 465-2805. Pres.: Bernard Duane Herring.

Sacred Music Press (ASCAP), see Lorenz Creative Servs.

Safmar Publ'g Co. (BMI), PO Box 978, Mooresville, N.C. 28115. Tel: (704) 663-4892. Pres., Gen. & Prof. Mgr.: Jack Salrit.

Sagamore Hill Music Inc. (BMI), see Lipservices.

St. Francis Music Co. (BMI), see Derry.

St. Nicholas Music Inc. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 582-0970. Pres.: Johnny Marks.

Sally Music Co. (BMI), see Langley.

Salsoul Music Publ'g Corp. (ASCAP), 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-7340. Telex: 236464.

Salvation Music (BMI), see Stanyan.

Same Old Music Publ'g (BMI), PO Box 622, Orangevale, Calif. 95662. Tel: (916) 726-4816. Pres.: John Roberts; VP: James Chalmers.

Samfred Music Inc. (BMI), see Sam Fox.

Sam-Vox Music Inc. (ASCAP), see President.

Sandhill Forthre (ASCAP), 107 N. Hull, Minden, N.C. 68959. Tel: (308) 832-0941/1380. Owner: Bob Ayres.

Sanga Music Inc. (BMI), 250 W. 57 St., Suite 2017, New York, N.Y. 10107. Tel: (212) 586-6553. Cable: LEMANAG. Pres.: Harold Leventhal; Gen. Mgr.: Joy Graeme.

Sangre Prod'n's Inc. (ASCAP), 9844 Business Park Dr., Sacramento, Calif. 95827. Tel: (916) 361-3652. VP: Mary Neely; Exec. Coord.: Jan Eric Volz.

San Juan Avenue Music, 8909 W. Olympic Blvd., Beverly Hills, Calif. 90211. Tel: (213) 657-8795.

Sanskrit Publ'g Co. (ASCAP), 4120 Excelsior Blvd., Minneapolis, Minn. 55416. Tel: (612) 542-8629.

Sanson-Antobal Music Co. Inc. (ASCAP), see Fred Ahlert.

Sara Lee Music Publ'g Co. (BMI), see Chris Music Publ'g.

Saran Music Co. (BMI), PO Box 17667, Dallas, Tex. 75217. Tel: (214) 428-3128. Pres.: Dewey Groom.

SashaSongs Unlimited (BMI), see The Grand Pasha.

Sashay Music (ASCAP), see Morris Music & Chappell.

Sas 'n Ras Music (BMI), 902 Pine Cone Trail, Anderson, S.C. 29621. Tel: (803) 225-0833. Pres.: George C. Connor; Gen. Mgr.: Ann Simmons; Prof. Mgr.: Clayton Simmons.

Satryon Music (BMI), PO Box 75692, Los Angeles, Calif. 90075. Tel: (213) 656-0982. Owner: David Ausin.

Saucer Eyes Music Co. (BMI), see The Music Exchange.

Sawgrass Music Publ'g's Inc. (BMI), 1722 West End Ave., Nashville, Tenn. 37203. Tel: (615) 255-6635.

Scales of Justice Music Inc. (BMI), PO Box 2609, 1194 E. Main St., Lafayette, La. 70502. Tel: (318) 235-3587. Pres.: J. Michael Fernandez.

Scarb Publ'g Corp., see Famous Music.

Scates & Blanton Publ'g (BMI), see Asbar.

Scattawave Publ'g (ASCAP)—Pres.: Russell Alexander; VP & Gen. Mgr.: Doug Tow—see Jeffrey E. Jacobson.

Schabraf Music (BMI) (div. of Bee Jay Booking Agency & Rec'g Studios Inc.), 5000 Eggleston Ave., Orlando, Fla. 32810. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; VP & Gen. Mgr.: James A. Katt.

Schaum Publ'g's Inc. (ASCAP), 2018 E. North Ave., Milwaukee, Wis. 53202. Tel: (414) 276-9984. Pres.: John W. Schaum; VP & Gen. Mgr.: Wesley Schaum.

David Schine & Co. Inc., 626 S. Hudson Ave., Los Angeles, Calif. 90005. Tel: (213) 937-5000.

E.C. Schirmer Music Co. (ASCAP)/Ione Press Inc. (BMI), 112 South St., Boston, Mass. 02111. Tel: (617) 426-3137. Cable: SCHIRMUOCO. Pres.: Robert Mac Williams; Gen. Mgr.: Pauline Delaney.

G. Schirmer Inc. (ASCAP), 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-5100. Pres. & Gen. Mgr.: Edward Murphy; Prof. Mgr.: Barry O'Neal.

Arthur P. Schmidt Co., see Birch Tree.

Schoff, see European American.

Schroder Music Co. (ASCAP), 2027 Parker St., Berkeley, Calif. 94704. Tel: (415) 843-2365. Owner: Nancy Schimmel; Mgr.: Ruth Burnstein.

A. Schroeder Int'l Ltd., 200 W. 51 St., New York, N.Y. 10019. Tel: (212) 582-8995. VP & Gen. Mgr.: Beldeon Fortunato.

Schroeder & Gunther, see G. Schirmer.

Schwartz Music Co. Inc., see Laurie.

G. Scott Music Publ'g Co. (ASCAP), see JTL Publ'g's.

Scott Bros. Music Publ'g, 2114 Pico Blvd., Santa Monica, Calif. 90405. Tel: (310) 450-3193. Telex: (910) 490-2638.

Scott Music Publ'g's (ASCAP), PO Box 148, Hollywood, Calif. 90028. Pres.: Scott Fredrickson. (Distributed by Alfred Publ'g)

Scramrock Music Co. (BMI), 139 E. Harding Rd., Springfield, Ohio 45504. Tel: (513) 399-6708. Prof. Mgr.: Robert T. Dunst Jones.

Screen Gems-EMI Music Inc. (BMI), 6920 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-8371.

Branches: New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 489-6740—Nashville, Tenn., 1207 16 Ave. S. Zip: 37212. Tel: (615) 320-7700.

Scuffy Music (ASCAP)/Orange Bear Music (BMI), 800 S. Fourth St., Philadelphia, Pa. 19147. Tel: (215) 755-7000. Pres.: Walter B. Kahn; Gen. Mgr.: Michele O'Keefe Quigley.

Sea Cruise Music (BMI), see Briarmead.

Seaford Music (BMI), PO Box 42338, San Francisco, Calif. 94101. Tel: (415) 621-3277. Dir.: Barry Melton.

Seagrave Music (BMI), c/o Norman Epstein Mgmt., 644 N. Doherty Dr., Los Angeles, Calif. 90069. Tel: (213) 271-5181. Prof. Mgr.: Norman Epstein.

Seaneen Music (ASCAP), see DeWitt.

Season Experience Music (ASCAP), PO Box 1725, Daytona Beach, Fla. 32015. Tel: (904) 255-4891. Owner & Creative Mgr.: T. Patrick Brown.

John Sebastian Music (BMI), see MizMo.

See No Evil Music (ASCAP), see Espy Music Group.

Seesaw Music Corp. (ASCAP), 2067 Broadway, New York, N.Y. 10023. Tel: (212) 874-1200. Pres. & Prof. Mgr.: Raoul R. Ronson; Gen. Mgr.: S.B. Kohn.

Sidney A. Seidenberg Music Ltd., 1414 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 421-2021. Cable: SAS-TALENTS. Telex: 126394. Pres.: Sidney A. Seidenberg; Gen. Mgr.: Floyd Lieberman.

Seismic Music (ASCAP), 31 Nassau Ave., Wilmington, Mass. 01887. Tel: (617) 658-8391. Pres. & Mgr.: Larry Feehey.

Seizas Music (BMI), 913 Carman Rd., Massapequa, N.Y. 11758. Tel: (516) 798-8236. Contact: Ron Seizas.

Don Sellers Inc., see Birch Tree.

Ralph L. Seltzer, c/o Great Oak Vineyard, 1751 Draper Valley Rd., Selma, Ore. 97538. Tel: (503) 597-2161. Cable: MUSICWORLD. Owner: Ralph L. Seltzer; Music Dept. Mgr.: Nakhia Berglund.

Semenya Music Co. (BMI), see Gopam.

Semerak Publ'g Co. (BMI), 4327 S. Sacramento Ave., Chicago, Ill. 60632. Tel: (312) 523-3914. Pres.: R.M. Semerak.

Seminary Music Co., see Clonetone.

September Music Corp. (ASCAP), 250 W. 57 St., Suite 1916, New York, N.Y. 10019. Tel: (212) 581-1338. Cable: MILLSTAN. Pres.: Stanley Mills.

Serious Music, see Wrensong Inc.

Sesco Music (ASCAP), 1572 Park Crest Court, San Jose, Calif. 95118. Tel: (408) 265-2008. Pres.: Nicholas Sesaak; Gen. Mgr.: David Sesaak.

Seven Figure Music Corp. (ASCAP), see Al Gallico.

Seven Hills Publ'g Co. Inc. (BMI), 905 N. Main St., Evansville, Ind. 47711. Tel: (812) 423-1861. Pres.: Ed Krieteimer; Gen. Mgr.: P.J. Hayden.

Seven Of Us Music (BMI), 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084. Pres.: Michael F. Matushin Sr.

Seven Songs (BMI), see A. Schroeder.

Seventh Son Music (ASCAP), see Glen Campbell.

Sextet Music Co. (BMI), see Fred Ahlert.

Seyah Music (BMI), 1227 Spring St. NW, Atlanta, Ga. 30309. Tel: (404) 873-6425. Pres.: Barbara H. Richardson.

Shade Tree Music Inc. (BMI), 901 Lake Blvd., Redding, Calif. 96003. Tel: (916) 241-9020. Pres. & Prof. Mgr.: Merle Haggard; Bus. Rep. & Gen. Mgr.: Tex Whitson.

Shadowfax Music, see OAS Music Group.

Shadowlight Music (ASCAP), PO Box 9725, Marina del Rey, Calif. 90291. Tel: (213) 399-7449. Owner & Pres.: Ron Hart.

Shadowrock Music Inc. (BMI), see Earl Barton.

Shady Dell Music Inc. (BMI), see Earl Barton.

Shamba Publ'g Co. (BMI), 254 E. 29 St., Suite 7, Los Angeles, Calif. 90011. Pres.: Duffy Hooks III.

Shapiro Bernstein & Co. Inc. (ASCAP), 10 E. 53 St., New York, N.Y. 10022. Tel: (212) 751-5395. Cable: BERNSTEIN. Pres.: Richard M. Volffer; Exec. VP: Leon J. Brettler; Prof. Mgr.: Casey Del Casino.

Shari Music Publ'g Corp. (ASCAP), see Sanga.

Sharkey Music Inc. (ASCAP), see Cromia.

Shawnee Press Inc. (ASCAP) (div. of Waring Ent's Inc.), Delaware Weater Gap, Pa. 18327. Tel: (717) 476-0550. Chief Exec. Officer: Fred Waring Jr.; Pres.: Fred Waring; Sales Mgr.: Sam DeRenzi; Licenses Dir.: Steve Kanych.

Larry Shayne Ent's., 6362 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 462-1603.

Branch: New York, N.Y., 250 W. 57 St. Zip: 10019. Tel: (212) 957-9330. Contact: Patricia Bente.

Shekere Music (BMI), 2218 Rosewood Ave., Richmond, Va. 23220. Tel: (804) 355-3586. Pres. & Gen. Mgr.: Plunky Nkabinde; VP: Muzi Nkabinde; Prof. Mgr.: Khari Nkabinde.

Shelview Publ'g Co. (BMI), 4148 S. King Dr., Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: James W. Shelton Jr.

Shenandoah Music (ASCAP), see Terrace Music Group.

John Sheppard Music Press, see European American.

Sherlyn Publ'g Co. (BMI), see Big Seven.

Shelton Ent's Int'l (ASCAP), PO Box 120023, Nashville, Tenn. 37212. Tel: (615) 227-1407. Prof. Mgr.: Gregory D. Lucas.

Shnavel Publ'g (BMI), see Orb.

Shoe Prod'n's Inc., PO Box 12025, 485 N. Hollywood, Memphis, Tenn. 38112. Tel: (901) 458-4496. Pres.: Warren E. Wagner; Prof. Mgr.: Wayne Crook.

Short Rose Music (ASCAP), PO Box 120536, Nashville, Tenn. 37212. Tel: (615) 329-0856. Pres.: R.G. Boudon. (Administered by Scott Tut Music)

Shotgun Music Co. (BMI), 18 E. Sunrise Hwy., Freeport, N.Y. 11520. Tel: (516) 546-8008. Pres.: Bill Seabrook; Gen. Mgr.: Jess Rae Weeks; Prof. Mgr.: Marc Seabrook.

Shownote Music Co., see Showpiece.

Showoff Publ'g Co., see Showpiece.

Showpiece Prod'n's (BMI), PO Box 79, Main St., Yonkers, N.Y. 10702. Tel: (914) 965-0801, 968-5949. Pres.: Robert B. Schoen.

Showtime Publ'g Co. (BMI), PO Box 40074, Washington, D.C. 20016. Tel: (202) 397-6952. Pres.: Charles A. Ables; Gen. Mgr.: Berch L. Salles.

SIGHT & SOUND INT'L INC., PO Box 27, 3200 S. 166 St., New Berlin, Wis. 53151. Tel: (414) 784-5850. (SEE ADVERTISEMENT)

Sign Of The Ram Music (ASCAP), see Delev.

Silicon Music Inc. (BMI), 222 Tulane St., Garland, Tex. 75043. Co-Pres. & Gen. Mgrs.: Gene & Dea Summers.

Silk Purse Music (BMI), 1516 Oak St., Alameda, Calif. 94501. Tel: (415) 865-2040. Owner: Michael Cogan.

Silkwood Music (ASCAP), PO Box 120423, Nashville, Tenn. 37212. Tel: (615) 242-4314. Pres.: Barbara C. Shaffer.

Silver Blue Music Ltd. (ASCAP), 220 Central Park S., Penthouse, New York, N.Y. 10019. Tel: (212) 586-3535. Pres.: Joel Diamond.

Silver Crow Music (BMI), see Windham Hill.

Silver Heart Music (BMI), 1111 Firehill Rd., Hendersonville, Tenn. 37075. Tel: (615) 822-6786.

Silverhill Music (BMI), PO Box 39439, Los Angeles, Calif. 90039. Tel: (213) 663-8073. Exec. Ass't: Paul F. Wells.

Silverline Music Inc. (BMI), 329 Rockland Rd., Hendersonville, Tenn. 37075. Tel: (615) 824-7273. Pres.: Duane Allen; Gen. & Prof. Mgr.: Noel Fox. Local Branch: 1019 17 Ave. S. Zip: 37212. Tel: 327-4815.

Silver Music (ASCAP), see Blanchris.

Silverstate Publ'g (ASCAP), see Vegas Star.

Simma Music Co. Div. (ASCAP), see NRP.

George Simon Inc. (ASCAP), 2147 Sunshine Circle, Palm Springs, Calif. 92262. Tel: (619) 320-9392.

Paul Simon (BMI), 1619 Broadway, Suite 500, New York, N.Y. 10019. Tel: (212) 541-7571. Gen. Mgr.: Ian Holbyn.

Simonton Music (BMI)—Contact: Douglas Casmus—see Hat Band.

Singby Wire Music (BMI), see Widget.

Singby Singleton Music Inc. (BMI), 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 385-1960. Cable: SHELREC.

Singletree Music (BMI), see Merit Music.

Singspiration Inc. (ASCAP), see The Zondervan Corp.

Sing Sweetest Music (ASCAP), see Sweet Singer.

Sire Trini Music (BMI), see MizMo.

Swatt Music (BMI), PO Box 7172, Greenville, S.C. 29610. Tel: (803) 295-3177. Pres.: Jesse Eavette.

Six Shooter Music (ASCAP), see Merit Music.

Jimmy Skinner Music Publ'g (BMI), 5825 Vine St., Cincinnati, Ohio 45216. Tel: (513) 242-8000. Pres.: Lou Likeson.

Skinny Zach Music Inc. (ASCAP), 19301 Ventura Blvd., Suite 205, Tarzana, Calif. 91356. Tel: (213) 708-1300. Pres.: Zach Glickman.

Skip Jack Music (BMI), see Mizmic.

Skokie Music (ASCAP), see Catalogue.

Sky Harbor Music (BMI), see Seagrave.

Skyhill Publ'g Co. Inc. (BMI), 135 E. 62 St., No. 3B, New York, N.Y. 10021. Tel: (212) 308-3440. Telex: 724389. Pres.: Denny Cordell; Gen. Mgr.: Nick Cowan.

Sky Riders Music, PO Box 5059, Richmond, Calif. 94805. Gen. Mgr.: Gary Potterton; Prof. Mgr.: Jed Harrison.

Skyview Music (ASCAP), see Neil.

Slap Shot Music (BMI), see Don Williams.

Slash Music, 7381 Beverly Blvd., Los Angeles, Calif. 90036. Tel: (213) 937-4660.

Sleepy Deacon Ltd., 820 S. Dgolen Dr., Los Angeles, Calif. 90036. Tel: (213) 655-5745. Telex: 4720127. Co-Pres.: Howard Rosen, David Krens.

Slingshot Music (BMI) (div. of TRC Corp.), c/o TRC Mid-America Rec'g Center, 1330 N. Illinois St., Indianapolis, Ind. 46202. Tel: (317) 638-1491.

Slow Baby Music (BMI), see Windham Hill.

Slow Dancing Music Inc. (BMI), see Buttermill Sky.

Smithsons (BMI), 70 Watchung Ave., Belleville, N.J. 07109. Tel: (201) 751-1337. Pres.: Thomas S. Smith.

Smokestack Lightning Music (BMI), PO Box 2712, Hollywood, Calif. 90078. Tel: (213) 780-2072. Pres.: Robert Scherf.

Smootee Tunes Publ'g (BMI), 2621 Cortelyou Rd., Brooklyn, N.Y. 11226. Tel: (212) 462-7875. Partners: Shirley Smoot, C.A. Polk.

SMOOTH GROOVE Music (BMI), 1675 E. 21 St., Box 1H, Brooklyn, N.Y. 11210. Pres.: Gene M. DeLibero.

Snowflor Music (SESAC), see J. Aaron Brown.

Snow Music (BMI), 9120 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-8584.

Snugglesh Music Co. (ASCAP), see Snuggleshush.

Snuggleshush Music Co. (BMI), 9901 Durant Dr., Beverly Hills, Calif. 90212. Tel: (213) 553-0856. Pres.: Iren Koster; Gen. Mgr.: Tracey Silvers; Prof. Mgr.: Karen Koster.

Sokik Music (BMI), 455 N. Snyder Rd., Dayton, Ohio 45427. Tel: (513) 854-2797. Pres.: Rosie Freeders.

Sola Gratia (SESAC), see Schabraf.

Solar Systems Music (ASCAP), 441 E. 20 St., New York, N.Y. 10010. Tel: (212) 674-1143. Pres.: Sheila Davis; Prof. Mgr.: Hal Zachary.

Sola Scriptura Songs (BMI) (div. of Ark Recs.), PO Box 230073, Tigard, Ore. 97223. Tel: (503) 620-5680.

Solid Smoke Songs (ASCAP), PO Box 22372, San Francisco, Calif. 94122. Tel: (415) 731-0500. Gen. Mgr.: Marty Arbunich.

Solo Music Inc. (ASCAP), 4708 Van Nooy Ave., Sherman Oaks, Calif. 91423. Tel: (213) 762-2219. Pres. & Gen. Mgr.: Paul Mills.

Somerset Press (ASCAP), see Hope.

Henry J. Sommers (ASCAP), PO Box 7322, Silver Spring, Md. 20907. Tel: (301) 946-9039. Owner: Henry J. Sommers.

Son-Deane Publ'g's (ASCAP), Hartsdale, N.Y. 10530. Tel: (914) 693-1590. Pres.: Howard Deanto; Gen. Mgr.: Craig Deanto; Prof. Mgr.: Sondra Deanto.

S'one Songs (BMI), 10101 Woodlake Dr., No. M, Cockeysville, Md. 21030. Tel: (301) 628-7357. Gen. & Prof. Mgr.: George Brigman.

Songbud Music (ASCAP), see Budd.

Song Farm Music (BMI), PO Box 24561, Nashville, Tenn. 37202. Tel: (615) 242-1037. Pres.: Tom Pallardy; Gen. Mgr.: Jo Pallardy.

Songfest Music Corp. (ASCAP), see Gil Music.

Song of Songs Music (ASCAP), PO Box 219, Langhorne, Pa. 19047. Tel: (215) 757-4144. Contact: Barbara Rice.

Songs For Real (BMI) (div. of Real Recs. Inc.), PO Box 958, 434 Ave. U, Bogalusa, La. 70427. Tel: (504) 732-2942. Pres., Gen. & Prof. Mgr.: James R. Bateman Jr.

Songs for Today Inc., 50 E. 42 St., Suite 401, New York, N.Y. 10017. Tel: (212) 687-2299. Bd. Chm.: Jeffrey S. Kruger; Pres.: Howard Kruger; Creative Affairs: Leslie Lewis; VP Copyright & Licensing: Margaret Brace.

Songs From The Box (BMI), 5180 Park Ave., Memphis, Tenn. 38119. Tel: (901) 761-5074. Pres.: Mark Blackwood; Gen. Mgr.: Jerry Goin; Prof. Mgr.: M. Sparrow Holt.

Songs of Bandier-Koppelman (ASCAP), see The Entertainment Co.

Songs of Manhattan Island Music Co. (BMI), see The Entertainment Co.

Songs of the Southland (BMI), see Short Rose & Scott Tut Music.

Songpainter Music (BMI), see Tree.

Songsellers Co. (ASCAP) (div. of Aflot Music Ent's Inc.), 1697 Broadway, Suite 603, New York, N.Y. 10019. Tel: (212) 247-2904. Pres.: R. Fisher; Gen. Mgr.: F.M. Fisher.

Song Songs (ASCAP), 229 San Vicente, Suite D, Santa Monica, Calif. 90402. Tel: (213) 393-1343. Pres.: Peter Kaye.

Song Tailors Music Co. (BMI), see I've Got the Music.

Song Yard Music (ASCAP), see Tree.

Sonlife Music Co. (ASCAP) (div. of Paul Johnson Music Prod'n's Inc.), PO Box 352, Woodland Hills, Calif. 91365. Tel: (213) 703-6707. Pres.: Paul A. Johnson; Admin. Ass't: Agnes Overall.

Son Of Kong Music (ASCAP), see Publishing Ventures.

Son-Ton Music Co. (ASCAP), 110 N. Main, Fostoria, Ohio 44830. Tel: (419) 435-1789. Pres.: Rex Felton; Gen. Mgr.: Ronald Hanson.

Sound Approach, 31 Penny Dr., Huntington Station, N.Y. 11746. Tel: (516) 421-3824. Pres.: Elaine M. Schoppe; Gen. Mgr.: William R. Schoppe Jr.

The Sound Column Cos., 46 E. Herbert Ave., Salt Lake City, Utah 84111. Tel: (801) 355-5327. Pres. & Gen. Mgr.: Ron Simpson.

Sound Image Music (BMI), 6556 Wilkinson, North Hollywood, Calif. 91606. Tel: (213) 986-1166. Pres.: Martin John Eberhardt; Gen. Mgr.: David Blake Chaffield; Prof. Mgr.: John Bishop.

Sound Image Publ'g (ASCAP), see Sound Image Music.

Sound Inc. Music (BMI), 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5182.

Sound of Nolan Music (BMI), see Kanny Nolan.

Sounds Ambient Music Inc. (ASCAP), PO Box 499, Queens, N.Y. 11365. Tel: (212) 969-2418. Pres.: Marty Pekar; Gen. Mgr.: Marcia Vance.

Sounds of Memphis Publ'g (BMI), see Beckie.

Sound Stage Studios Inc., 10 Music Circle S., Nashville, Tenn. 37203. Tel: (615) 256-2676.

Sound Syndicate (BMI), 7769 Melrose Ave., Los Angeles, Calif. 90046. Tel: (213) 653-4818. Pres.: Al Durand; Gen. Mgr.: Donna Lee; Prof. Mgr.: Dick Gordon.

The Source Unlimited, 331 E. Ninth St., New York, N.Y. 10003. Tel: (212) 473-7833. Contacts: Margaret Kononowitz, S.J. Mollica.

Southern Crescent Publ'g (BMI), 121 N. Fourth St., Easton, Pa. 18042. Tel: (215) 258-5990. Pres.: Jim Kirk; Gen. Mgr.: Jonathan Strong. Branch: Washington, D.C., 4545 Connecticut Ave. NW, No. 1003. Zip: 20009. Tel: (202) 362-2286.

Southern Melody Publ'g Co. (BMI), PO Box 4040, Duke Sta., Durham, N.C. 27706. Tel: (919) 489-4349. Pres.: Barry Pass.

Southern Music Co. (ASCAP), 1100 Broadway, San Antonio, Tex. 78292. Tel: (512) 226-8167. Pres. & Gen. Mgr.: Arthur Gurwitz; Publ'n's Dir.: Arthur Ephross.

Southern Writers Group, Box 40764, 2804 Azalea Pl., Nashville, Tenn. 37204. Tel: (615) 383-8682. Pres.: Buzz Cason; Prof. Mgr.: Carol Lindsey.

Southwest Words & Music (BMI) (div. of Suncountry Ent's.), 14 E. Second St., Tucson, Ariz. 85705. Tel: (602) 327-3368.

Spaceark Ents. (ASCAP), PO Box 1150, Harvard Springs, Yermo, Calif. 92398. Pres.: Troy B. Raglin; Gen. Mgr.: J. McAllister; Prof. Mgr.: T. Dodds.

Sparrow Recs. Inc., 8025 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 703-6599.

Special Rider Music (ASCAP), PO Box 860, Cooper Sta., New York, N.Y. 10276. Tel: (212) 473-5900. Cable: RAMHORN. Telex: 661139. Admin'r & Gen. Mgr.: Naomi Saltzman; Prof. Mgr.: Jeffrey Rosen.

Spectrum Publ'ns (SESAC), PO Box 57, San Carlos, Calif. 94070. Tel: (415) 593-9554. Dir.: Dr. Paul L. Weaver.

Ben Speer Music (SESAC), 54 Music Square W., Nashville, Tenn. 37203. Tel: (615) 329-9999.

Spencer Music Co. (ASCAP), 736 West End Ave., New York, N.Y. 10025. Tel: (212) 697-5895. Pres.: J.C. Allgeier; Gen. Mgr.: Bruce Spencer; Prof. Mgr.: Alan Abel.

Larry Spier Inc. (ASCAP), 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 686-1777. Telex: 236464. Pres.: Larry Spier; VP: Dorothy Spier.

Spin Tunes (BMI), see Live Music Publ'g Group.

Spiral Rec. Corp. Publ'ns (ASCAP), 875 Fifth Ave., New York, N.Y. 10021. Tel: (212) 737-3304.

Spirit & Soul Publ'g Co. (ASCAP), PO Box 7574, Tulsa, Okla. 74105. Tel: (918) 587-1515. Pres.: Benjamin P. Ferrell.

Spoolie Notes (BMI), 16770 Glastonbury, Detroit, Mich. 48219. Tel: (313) 532-3296. Pres.: Michael A. Talley; Mgr.: Colleen Tague.

Stable Music Co. (BMI), 6503 Wolfcreek Pass, Austin, Tex. 78749. Tel: (512) 288-3370. Owner: Rex T. Shery.

Stabur Communications Inc., 24681 Northwestern Hwy., Southfield, Mich. 48075. Tel: (313) 355-0055. Pres.: Paul Burke; VP: E.G. Penet.

Stabur East Music (ASCAP), see Stabur Communications.

Stamer & Bell (ASCAP), see Galaxy.

Wade C. Staley Music Publ'ns, PO Box 5712, High Point, N.C. 27662. Tel: (919) 885-0263.

Thomas C. Stangland Co. (ASCAP), PO Box 19263, Portland, Ore. 97219. Pres.: Thomas C. Stangland.

Stanhill Music (SESAC), see Stan Corneilus.

Stanyan Music Co. (ASCAP), PO Box 2783, Hollywood, Calif. 90028. Tel: (213) 657-7311. Pres.: Rod McKuen; Prof. Mgr.: Wade Alexander.

Starcounty Music Co. (BMI), see Stargold Publ'ns.

Starcraft Music (ASCAP), PO Box 3415, Granada Hills, Calif. 91344. Tel: (213) 368-1612. Pres.: Jack M. Kall.

Starfox Publ'g (BMI), PO Box 13584, 1957 Kiburn Dr., Atlanta, Ga. 30324. Tel: (404) 872-6000/4000. Owner & Prof. Mgr.: Aleck Janoulis.

Stargem Recs. Inc. (ASCAP, BMI), 43 Music Square E., Nashville, Tenn. 37203. Tel: (615) 244-1025. Pres.: Wayne Hodge.

Stargold Publ'ns Inc. (ASCAP), PO Box 140542, Nashville, Tenn. 37214. Tel: (615) 868-4692. Pres.: Roy G. Edwards Jr.; Gen. Mgr.: John L. Weaver III; Prof. Mgr.: Fay Benson Weaver.

Stars & Bars Publ'g, 6300 Linway Terr., McLean, Va. 22101. Tel: (703) 821-8789.

Starsound Music (BMI), 2844 Stout Rd., Cincinnati, Ohio 45239. Tel: (513) 742-0316. Pres.: David Chastain.

Stars & Stripes Music (BMI), see Americus.

Startime Music (ASCAP), Box 643, 48-780 Eisenhower Dr., La Quinta, Calif. 92253. Tel: (714) 564-4823. Pres.: Fred Rice; Gen. Mgr.: Robert Rice.

Starwest Music (BMI), 1048 14 St., Longview, Wash. 98632. Tel: (206) 423-9085.

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Stone Bluff Music (SESAC), see Lorenz Creative Servs.

Stonebridge Music (ASCAP), see Bicycle.

Stone Diamond Music Corp., see Jobete.

Stoney Point Music (BMI), 38 Stoney Point Ln., Charlotte, N.C. 28210. Tel: (704) 554-8505. Contacts: Bill Bradford, Sandy Bell.

Storming Music Inc. (BMI), see Sanga.

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Strictly Administration Music (BMI), see Sweet Glenn.

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Sugar Creek Co. (BMI), see Hot Bear.

Sugarplum Music Co. (BMI), 1022 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 255-5711.

Sugarvine Music (BMI), PO Box 3664, Davenport, Iowa 52808. Gen. Mgr.: Gary Unger.

Suki Music (BMI), see JEDO.

Sulzer Music (BMI), 3515 Kensington Ave., Philadelphia, Pa. 19134. Tel: (215) 744-6111. Pres.: Dave Wilson; Gen. Mgr.: Claire Mac.

Sunac Music Inc. (BMI), c/o Howard I. Comart, 1775 Broadway, New York, N.Y. 10019. Tel: (212) 582-4434.

Su-Ma Publ'g Co. Inc. (BMI), PO Box 1125, Shreveport, La. 71163. Tel: (318) 222-7182. Pres.: Stanley J. Lewis; Gen. & Prof. Mgr.: Dennis Lewis.

Summy-Birchard Music (ASCAP)—Pres.: Ernest R. Farmer—see Birch Tree.

Sunbelt Music Co. (ASCAP), see Music Craftshop.

Sunflower Music Corp. (ASCAP), see The Goodman Group.

Sunflower Press Music (BMI), 3550 Liac Ave., Cincinnati, Ohio 45208. Tel: (513) 231-6676. Gen. Mgr.: John Edward Hasse.

Sun Island Music Publ'g Co. (BMI), 281 E. Kingsbridge Rd., Bronx, N.Y. 10458. Tel: (212) 733-5342. Pres.: Murray Fuller.

Sunnyslope Music (ASCAP) (div. of Hal Bernard Ents.), PO Box 6507, 1281 Victory Pkwy, Cincinnati, Ohio 45206. Tel: (513) 861-1500. Pres.: Stanley B. Hertzman.

Sunshine Country Ents. Inc. (BMI), PO Box 31351, Dallas, Tex. 75231. Tel: (214) 690-8875. Cable: SUNSHINE. Pres. & Gen. Mgr.: Bart Barton; Prof. Mgr.: Pat McKool; Nat'l Sales Mgr.: Rusti James.

Sunshine Music Co. (BMI), see Gordon.

SunTran Publ'g Co., 9578 Lakeshore Blvd., Mentor, Ohio 44060. Tel: (216) 352-7080. Pres.: Patrick Burrier.

Supertype Publ'g Inc. (ASCAP), see Cotillion.

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Sure-Fire Music Co. Inc. (BMI), 60 Music Square W., Nashville, Tenn. 37203. Tel: (615) 244-1401. Pres.: Teddy Wilburn; Gen. Mgr.: Leslie Wilburn; Prof. Mgr.: Lester Wilburn.

Sure Music & Rec. Co., PO Box 94, 39 N. Sprout Rd., Broomall, Pa. 19008. Tel: (215) 356-2996. Pres.: Leonard Rosen; Gen. Mgr.: Stewart Harmon; Prof. Mgr.: Beth Merle.

Surrey Music Co. (ASCAP)—Pres.: Frank Stanton; Prof. Mgr.: Anne Stokes—see Pavana.

Suzuki Method Int'l, see Birch Tree.

Sweet Bernadette Music (BMI), see Mighty Matthew.

Sweet Glenn Music (BMI), c/o The Music Umbrella, PO Box 1067, Santa Monica, Calif. 90406. Tel: (213) 452-0116. Pres.: Glenn H. Friedman; Gen. Mgr.: Karol Godwin-Friedman; Prof. Mgrs.: Glenn H. & Douglas Friedman.

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T R F Music Inc., see Alpha Music.

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T S O M Music (BMI), see De Walden.

Tabernacle Publ'g Co. (ASCAP), see Hope.

Taepor Music (ASCAP) (div. of Barcus-Berry Inc.), 5381 Production Dr., Huntington Beach, Calif. 92649. Tel: (714) 898-9211. Pres.: L.M. Barcus; Prof. Mgr.: John F. Berry.

Taggie Music Co. (BMI), see Gopam.

Tajah Music (BMI), see Raybird.

Tallyrand Music Inc. (ASCAP), see Bicycle.

Talmadge Prod'ns (ASCAP), see Catalogue.

Tannen Music Inc. (BMI), 38 Laurel Ledge Court, Stamford, Conn. 06903. NYC Tel: (212) 489-6740. Pres.: Paul Tannen.

Tapadero Music (BMI), see Merit Music.

Tarzana Music Press (SESAC), see Fred Bock.

Tata Grande Publ'g Co. (BMI), 2107 Ansbury Dr., Houston, Tex. 77018. Tel: (713) 686-5108. Owner: Gabe Tucker.

TAURACIOUS MUSIC (BMI), 100 Mercer St., Seattle, Wash. 98109. Tel: (206) 285-8926. Pres.: Kelly M. Christensen.

Tazmanian Music (BMI), see Hat Band.

T-Boy Music Publ'g (ASCAP), see Lipservices.

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Telex Music (BMI), 11887 Ethice St., No. 5, Malibu, Calif. 90265. Tel: (213) 457-5475. Pres.: Patricia Blair; Prof. Mgr.: Raymond Blair.

Temar Music (ASCAP), 463 Loudon Rd., Riverside, Ill. 60546. Tel: (312) 447-4439. Pres.: T.V. Purvun.

Templeton Publ'g Co. Inc. (ASCAP), see Shawnee Press.

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Third Story Recs. (ASCAP), 3436 Sansom St., Philadelphia, Pa. 19104. Tel: (215) 386-5998/5987.

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3-Deal Music (BMI), 2123 N. Seminary Ave., Chicago, Ill. 60614. Tel: (312) 348-3730. Pres.: Carl Bonafede; VP: Frank Pizani.

Three Willows Music (BMI), 515 W. 62 St., Chicago, Ill. 60621. Tel: (312) 487-3081. Pres. & Prof. Mgr.: Frances Willoughby; Gen. Mgr.: John Davis.

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Timberwolf Music Inc. (BMI), see Mystery Music.

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Tortoise Music (ASCAP), see Folklore & Windham Hill.

Tosack Songs (ASCAP), see The Music Exchange.

Touchable-Lovespun Music (ASCAP, BMI), see Funky but.

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Tragicomic Music Publ'g House, see Birch Tree.

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Tree Publ'g Co. Inc. (BMI), see Tree Int'l.

Trianon Publ'ns (BMI), 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-5383. Owner & Prof. Activities Dir.: Devora Brown; Creative Dir.: Cindy Mander; Copyright Mgr.: Sheldon Brown.

Tribute Publ'g Inc., see PFX.

Tribute Music Co. (BMI), PO Box 1646, Burbank, Calif. 91507. Tel: (213) 849-5774. Cable: VENTUMUSIC. Owners: Robert L. Bogle, Donald L. Wilson; Gen. Mgr.: S. Rivera.

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Trust Music Mgmt. Inc., 6255 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 462-6933. Telex: 69-8356.

Trusty Publ'ns (BMI), Rt. 1, Box 100, Nebo, Ky. 42441. Tel: (502) 249-3194. Pres.: Elsie Childers.

Ernest Tubb Music Inc. (BMI), see Drake Music Group.

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Turbine Music, see Gopam.

Tutch Music Co. (BMI), PO Box 163, West Redding, Conn. 06896. Tel: (203) 438-5366. Pres.: Paul Hotchkiss; Prof. Mgr.: M. Terry.

Scott Tuth Music (BMI), PO Box 121213, Nashville, Tenn. 37212. Tel: (615) 329-0856. Pres.: R. Scott Tuth; Prof. Mgr.: Susan Marshall.

Twiford Music (BMI), 4640 E. Lewis, Phoenix, Ariz. 85008. Tel: (602) 840-2076. Owner: L. John Twiford.

Twilight City Music Publ'ns (BMI), see Songsellers Co.

Twitty Bird Music Publ'g Co. (BMI), 8 Music Square W., Nashville, Tenn. 37203. Tel: (615) 327-3162.

Two Fifty Nine Music (BMI), 2939 W. Marshall St., Richmond, Va. 23230. Tel: (804) 359-0001. Gen. Mgr.: Barry Gottlieb.

212 Music Co. (BMI), see The Entertainment Co.

Two Sisters Music (BMI), see Mighty Matthew.

2 U T Music, see Iguana Music.

Tyler Publ'g Co. (BMI), PO Box 231, Tyler, Tex. 75710. Tel: (214) 597-2961. Mgr.: Curtis Kirk.

Tymena Music (BMI), 430 Pearce Rd., Pittsburgh, Pa. 15234. Tel: (412) 341-0991. Pres.: Ty Lemley; VP & Gen. Mgr.: Toimena Lemley; Prof. Mgr.: Bud Lemley.

Tymer Music (BMI), PO Box 1669, Carsbad, Calif. 92008. Tel: (619) 729-8406.

Harrison Tyner Int'l Inc., PO Box 25083, Nashville, Tenn. 37202. Tel: (615) 833-6693. Pres.: Harrison Tyner; VP Opts. & Gen. Mgr.: Sue Tyner; Prof. Mgr.: Bristow Hopper.

Tyner Music (ASCAP), see Harrison Tyner.

Tyscot Music (ASCAP), see Clark Publ'g.

Ultima Thule Music Publ'g Co. (BMI), PO Box 20604, Sacramento, Calif. 95820. Tel: (916) 386-0610. Pres.: Almeritt V. Covington.

Unit Core (BMI), see Mayflower Music.

United Artists Music, PO Box 572, 6753 Hollywood Blvd., Los Angeles, Calif. 90028. Tel: (213) 469-3600. Cable: UNARTMUSIC. Telex: (910) 321-4052. Branch: New York, N.Y., 729 Seventh Ave. Zip: 10019. Tel: (212) 575-2978. Cable: UNARTMUSIC. Telex: 629496.

United Int'l Copyright Reps. (ASCAP), PO Box 168, New York, N.Y. 10018. Universal Ed., see European American.

Universal Stars Music Inc. (BMI), Box 5-B, Rt. 3, Leesville, La. 71446. Pres.: Sherree Stephens.

Universe Communications (SESAC), 8033 Sunset Blvd., No. 1025, Los Angeles, Calif. 90046. Tel: (213) 851-0695. Pres.: Nate Fortz.

University Of Miami Music Publ'ns (ASCAP), see Sam Fox.

Upam Music Co. (BMI), see Gopam.

Upstart Music (BMI), 2210 Rapier Blvd., Arlington, Tex. 76013. Tel: (817) 461-8481. Pres., Gen. & Prof. Mgr.: Charles Stewart.

Upward Bound Music Co. Inc. (BMI), 7385 SW 45 St., Miami, Fla. 33155. Tel: (305) 262-7300. Pres.: Samuel Solomon Jr.; Gen. Mgr.: Willie Collins.

Up With People (ASCAP), 3103 N. Campbell Ave., Tucson, Ariz. 85719. Tel: (602) 327-7351. Pres.: J.B. Belh.

V

Vaam Music (BMI), 3740 Evans Ave., Suite C-114, Los Angeles, Calif. 90027. Tel: (213) 664-7765. Pres.: Pete Martin.

Vado Music Co. (ASCAP), 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 946-4405. Pres.: Vincent A. Velardi; VP: Marty Pomerantz; Gen. Mgr.: Gloria Black.

Tommy Valando Publ'g Group Inc., 1270 Ave. of the Americas, Suite 2110, New York, N.Y. 10020. Tel: (212) 489-9696. Pres.: Tommy Valando; Gen. Mgr.: Arthur Valando; Prof. Mgr.: Paul McKibbins.

Rocky Valdez Music, 4640 W. 118 St., Hawthorne, Calif. 90250. Tel: (213) 676-8882. Pres.: Rocky Valdez.

Thomas J. Valentino Inc. (ASCAP), 151 W. 46 St., New York, N.Y. 10036. Tel: (212) 246-4675. Pres.: T.J. Valentino.

Jerry Vample Publ'g Co. (BMI), PO Box 23152, Kansas City, Mo. 64141. Pres. & Gen. Mgr.: Jerry Vample; Prof. Mgr.: Michael L. Charles.

Paul Vance Publ'g Co. (ASCAP), 159 W. 53 St., New York, N.Y. 10019. Tel: (212) 581-0030. Pres.: Paul Vance.

Vanguard Music Corp. (ASCAP), 1595 Broadway, New York, N.Y. 10019. Tel: (212) 246-1343. Pres.: Frank Siegfried; Gen. Mgr.: Bobby McFarland.

Var Music Publ'g Co. (BMI), PO Box 2392, Woburn, Mass. 01888. Tel: (617) 935-5386. Pres.: Joseph Allen Court Viglione; Gen. Mgr.: Eric E. Brown; Prof. Mgr.: Melody Tarbox.

VAUDELL MUSIC PUBL'NS (ASCAP), 19146 Twig Ln., Cupertino, Calif. 95014. Tel: (408) 252-1580. Pres.: Elsworth F. Moss. (Affiliated with Apex Music Publ'ns)

Branch: Melbourne, Fla., 4290 Sherwood Blvd. Zip: 32935. Tel: (305) 254-9286. Chief Exec.: Harvey P. Moss. (SEE ADVERTISEMENT)

Vector Music Corp. (BMI), see Drake Music Group.

Yee Two Music (BMI), see Richard Kaye.

Yee Ye Music Corp. (BMI), see Mietus.

Vegas Star Music (BMI), 2128 Paradise "A," Las Vegas, Nev. 89104. Tel: (702) 731-1296. Pres.: Sam L. Lewis; Gen. Mgr.: Bobby Lewis; Prof. Mgr.: Valleau Lewis.

Velvet Apple Music (BMI), see Tree.

Verde Vista Music (ASCAP), 2383 Union St., No. 4, San Francisco, Calif. 94123. Tel: (415) 567-6935. Pres.: S. White.

Vermillion (BMI), see Dawn Prod'n's.

Vern-Way (ASCAP), see Dawn Prod'n's.

Very Own Music Co. (BMI), see A. Schroeder.

Vibar Music, see Laurie.

Video Dideo Publ'g Co. (BMI), 1145 Linwood St., Birmingham, Ala. 35215. Tel: (205) 956-6791.

Vila Music (ASCAP), see Funky but.

Norm Vincent Publ'g (BMI), 2110 The Woods Dr., Jacksonville, Fla. 32216. Tel: (904) 246-3216. Pres.: Norman F. Vincent; Gen. Mgr.: Karen W. Vincent.

Virgin Ear Music (BMI), see Richard Kaye.

Virginia Arts Publ'g Co. (BMI), Box 800, Louisa, Va. 23093. Tel: (703) 967-2245. Pres. & Gen. Mgr.: R. Paul Brier.

Virginia Music Co. (BMI), 209 Main St., Fort Lee, N.J. 07024. Tel: (201) 947-3900. Pres.: Al Thomas; Gen. Mgr.: Tom Arigiro.

Vital Music (ASCAP), see Jolly Cheeks.

Visual Songs (BMI), see Creative Corps.

Vital-Elastic Co. (SESAC), 6400A S. Woodward Ave., Downers Grove, Ill. 60515. Tel: (312) 963-0200. Pres.: Lawrence Musielak.

Vita Music Publ'g Co. (BMI)—Pres.: Melody Tarbox; Gen. Mgr.: Joe Viglione—see Var.

Viv-Val Publ'g Co. (ASCAP), PO Box 8131, Van Nuys, Calif. 91409. Tel: (213) 908-9601. Pres.: V. VanKirk; Gen. Mgr.: Will Fullerton; Prof. Mgr.: T. Madrid.

Jerry Vogel Music Co. Inc. (ASCAP), 58 W. 45 St., New York, N.Y. 10036. Tel: (212) 730-0478. Cable: TINPANALLY.

Voices of Paradise (ASCAP), see Songs from the Box.

Vokes Music Publ'g Co. (BMI), PO Box 12, New Kensington, Pa. 15068. Tel: (412) 335-2775. Pres. & Mgr.: Howard Vokes.

Von Zerneck/Greenwald Music (ASCAP), see Fricon Entertainment.

W

W P N Music Co. Inc. (ASCAP), see Print Music.

Walden Music Inc. (ASCAP), see Cotillion.

Warner Bros. Music (ASCAP) (div. of Warner Bros. Inc.), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-3323. Cable: WANG. Chm.: Chuck Kaye; VP & Gen. Mgr.: Jay Morgenstern; Prof. Mgr.: Michael Sandow; Copyright Dir.: Al Kohn.

Branches: New York, N.Y., 75 Rockefeller Plaza. Zip: 10019. Tel: (212) 484-8000. Prof. Mgr.: Henry Marks—Nashville, Tenn., 44 Music Square W. Zip: 37203. Tel: (615) 248-5000. VP & Gen. Mgr.: Tim Wipperman.

Warner/Levinson Publ'g Co. (ASCAP), 9 E. 46 St., New York, N.Y. 10017. Tel: (212) 661-2106. Pres.: Larry Levinson.

Warus Music (BMI), 1410 E. 72 St., Chicago, Ill. 60619. Tel: (312) 752-2755. Pres.: U.S. Warren.

Washwear Music (BMI), see Songsellers Co.

Waterhouse Music (BMI), 526 Nicollet Ave., Minneapolis, Minn. 55402. Tel: (612) 332-6575.

Ashley Watson Publ'g (BMI), see Starfox.

Wayne Watts Music (BMI), 3604 N. Rogers Ave., Baltimore, Md. 21207. Tel: (301) 367-1339.

Watt Works Inc. (BMI), Willow, N.Y. 12495. Tel: (914) 688-5373. Pres.: Michael Mandler.

Wave Maker Music Inc. (ASCAP), see Lipservices.

Weather Report Music (BMI), see MizMo.

Web IV Music Publ'g (BMI), 2107 Faulkner Rd. NE, Atlanta, Ga. 30324. Tel: (404) 321-5993.

H. B. Webman & Co., 1650 Broadway, Suite 701, New York, N.Y. 10019. Tel: (212) 586-0240. Cable: WEBMANMUSIC. Owners & Mgrs.: Hal & Belle Webman.

Wedge Music Inc. (BMI), see Skinny Zach.

Wee-B Music Publ'g Inc. (ASCAP), see World Wide.

Ron Weiser Publ'g (BMI), 6918 Peach Ave., Van Nuys, Calif. 91406. Tel: (213) 781-4805, 994-5644. Pres.: Ron Weiser. (Administered by Bug Music Nroup)

Stevens H. Weiss, 444 Madison Ave., New York, N.Y. 10022. Tel: (212) 752-1330. Cable: SONGBIRD. Admin'r: Stevens H. Weiss; Ass't Admin'r: Shelley Kaye.

Welch Grape Publ'g Co., 991 Oak St., West Barnstable, Mass. 02668. Tel: (719) 362-4908. Pres. & Prof. Mgr.: Michael L. Welch; Gen. Mgr.: Terry Welch.

WELK MUSIC GROUP, 1299 Ocean Ave., Suite 800, Santa Monica, Calif. 90401. Tel: (213) 451-5727, 870-1582. Exec. VP & Gen. Mgr.: Dean Kay. (SEE ADVERTISEMENT)

Well Received Music, see Beserkey.

Wells Drive Music (BMI), see Budd.

Wellton Music (BMI), see Protone.

Wesicac Music (BMI), 129 W. Main St., Lake City, S.C. 29560. Tel: (803) 394-3712. Owner: William R. Bragdon Jr.

Western Hemisphere Music Co. (BMI), 252 Robby Ln., New Hyde Park, N.Y. 11040. Tel: (516) 627-8861. Pres.: Harvey Rachlin; Gen. Mgr.: Steve Rachlin; Prof. Mgr.: Craig Rachlin.

Western Sierra Music (BMI)—Tel: (916) 361-0861—see Sangre.

Western Statur Music (BMI), see Statur Communications.

We Three Music Inc. (BMI), see H.B. Webman.

Weyman Music (ASCAP), see Amestoy.

White Cat Music (ASCAP), Box 3247, Shawnee, Kan. 66203. Tel: (913) 631-6060. Pres.: Frank Fara; VP: Cal Chowning; A&R: Patty Parker.

Don White Publ'g (ASCAP), 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) 765-4889. Pres.: P. Donald White.

White Dwarf Music (ASCAP), c/o Donald Recs., 875 Ave. of the Americas, Suite 1001, New York, N.Y. 10001. Tel: (212) 279-3226. Telex: 428893. Gen. Mgr.: Alex Alexander.

White Stetson Music (BMI), see Americus.

Whitewing Music (BMI), see Jamil.

Widget Publ'g (BMI), PO Box 2446, Muscle Shoals, Ala. 35660. Tel: (205) 381-1300. Pres., Gen. & Prof. Mgr.: Ron Ballaw.

Shane Wilder Music (BMI), PO Box 3503, Hollywood, Calif. 90028. Tel: (213) 762-1613. Pres.: Shane Wilder.

Wild Heather Music (BMI), PO Box 121394, Nashville, Tenn. 37212. Tel: (615) 298-4529. Pres.: Al Cunniff.

Will-Du Music Publ'g (BMI), 833 N. Orange Grove Ave., Los Angeles, Calif. 90046. Tel: (213) 653-8358. Pres.: L.L. Duffon; Gen. Mgr.: M. Wershaw; Prof. Mgr.: Lou Duffon.

Williams' Brick Music (ASCAP)—Pres.: Frank Williams—see Jeffrey E. Jacobson.

Don Williams Music Group, 1888 Eastern Park E., No. 1106, Los Angeles, Calif. 90067. Tel: (213) 556-2458. Owner & Gen. Mgr.: Don Williams.

Dootsie Williams Publ'ns (BMI), 121 S. Hope St., Suite 334, Los Angeles, Calif. 90012. Tel: (313) 628-7768. Pres. & Prof. Mgr.: Dootsie Williams; Gen. Mgr.: Jo Williams.

MARY WILLIAMS MUSIC CLEARANCE, 6223 Selma Ave., Suite 211, Hollywood, Calif. 90028. Tel: (213) 462-6575. Pres.: Mary Williams. (Music Clearance) (SEE ADVERTISEMENT)

Willis Music Co. (SESAC), 7380 Industrial Rd., Florence, Ky. 41042. Tel: (606) 283-2050. Pres.: Edward R. Cranley; Controller: Frank Scordato.

Withorn Music (BMI), see Hope.

WiSinc Music Publ'g (BMI), Box 100-N, RFD 3, Stuart, Va. 24171. Tel: (703) 694-6128. Pres. & Gen. Mgr.: John F. Williams; Prof. Mgr.: Frank W. Singleton.

Wilson Brothers Music (ASCAP), see Funky but.

Wilson/Zario (BMI), see Suler.

Windham Hill Music (BMI), PO Box 9388, Stanford, Calif. 94301. Tel: (415) 329-0647. Pres.: William Ackerman; Gen. Mgr.: Anne Ackerman.

Wind in the Trees Music (BMI), PO Box 84088, Los Angeles, Calif. 90073. Pres.: Don Sampson.

Window Music Publ'g Co. Inc. (BMI), see Drake Music Group.

Mike Wing Music Publ'g (BMI), PO Box 171, Bellevue, Wash. 98009. Tel: (206) 828-3642. Owner: Mike Wing.

Winner Music (BMI), c/o International Rec'g Co., 2516 W. Armitage Ave., Chicago, Ill. 60647. Tel: (312) 227-2000. Pres.: Leonard March.

Wishbone Music (ASCAP), see Don Williams.

Lanny Wolfe Music, see Paragon/Benson.

Wonderland Music Co. Inc. (BMI), see Walt Disney.

Curtis Wood Music (ASCAP), PO Box 22312, Nashville, Tenn. 37202. Tel: (615) 876-1729.

Wooden Bear Music (ASCAP), see Big Heart.

Wooden Nickel Music Inc. (ASCAP) c/o Cooper, Epstein & Hurwitz, 9465 Wilshire Blvd., Suite 800, Beverly Hills, Calif. 90212. Tel: (213) 550-1010. Pres.: James Golden; VP: Bill Taut.

Terry Woodford Music, see I've Got The Music.

Woodglen Publ'ns (BMI), PO Box 35855, Houston, Tex. 77035. Tel: (713) 499-5943. Owner & Gen. Mgr.: Dan Mechura Sr.

Woodland Hills Music Press (BMI), see Fred Koch.

Wood'n Music Inc., 1875 Second Ave., New York, N.Y. 10029. Tel: (212) 876-1445. Pres.: Elliot Rothpearl; Gen. Mgr.: Charles Greene.

Woodnick Publ'g Co. (BMI), PO Box 38, Lexington, Ala. 35648. Tel: (205) 247-3983. Pres., Gen. & Prof. Mgr.: Woody Richardson.

Curtis L. Woods Publ'g Co. (BMI), PO Box 701, Miami Lakes, N.C. 28659. Tel: (919) 667-6662. Gen. & Prof. Mgr.: Curtis L. Woods.

Wordside Publ'g (BMI), see Carl Miles.

Word Music (ASCAP), 4800 W. Waco Dr., Waco, Tex. 76796. Tel: (817) 772-7650.

Branches: North Hollywood, Calif., PO Box 2130, Toluca Lake Sta. Zip: 91602; 10220 Riverside Dr. Zip: 91602. Tel: (213) 508-5550—Nashville Tenn., 2300 Hillsboro Rd., Suite 302. Zip: 37212. Tel: (615) 383-8964.

Worker's Union Music, see Larry Shayne.

World Artist Music Co. Inc. (BMI), see Cherry Lane.

World Music Inc. (ASCAP), 18 E. 48 St., New York, N.Y. 10017. Tel: (212) 688-6230. Pres.: Sammy Kaye; Prof. Mgr.: Marie Garbarine.

World's Finest Music (BMI), 1109 Brooks Ln., Indianapolis, Ind. 46202. Tel: (317) 542-7460. Pres.: Karriem Musher; Prof. Mgr.: Michael Whitaker.

World Wide Music Inc., Ash St., Rt. 2, Box 466-B, Central City, Ky. 42330. Tel: (502) 754-5050. Pres.: Paul C. Hayes.

Worldwide Music Publ'ns & Dist., PO Box 995, Ansonia Sta., New York, N.Y. 10023. Pres.: Eric Fletcher.

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SHEET MUSIC (Jobbers & Suppliers)

CALIFORNIA

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alfred Publ'g Co. Inc., PO Box 5964, 15335 Morrison St., Sherman Oaks 91413. Tel: 995-8811. Pres.: Morton Manus; Sales Mgr.: Jack Tracy.
Chappell Music Co., 6255 Sunset Blvd., Suite 1904. Zip: 90028. Tel: 469-5141.

Home office: New York, N.Y.
Chesbro Music Co., 17421-B E. Gale Ave., City of Industry 91748. Tel: 964-1153.

Home office: Idaho Falls, Idaho.
Criterion Music Corp., 6124 Selma Ave., Hollywood 90028. Tel: 469-2296.
Carl Fischer of Los Angeles Inc., 1101 S. Hope St. Zip: 90015. Tel: 749-5227.
Gen. Mgr.: Sara M. Joy.

Home office: New York, N.Y.
Inspirational Music, PO Drawer 1, Northridge 91328. Tel: 987-2911.
M C A Music (div. of MCA Inc.), 70 Universal City Plaza, Universal City 91608. Tel: 508-4550.

Home office: New York, N.Y.
Peer-Southern Org., 6777 Hollywood Blvd., Hollywood 90028. Tel: 469-1667. Cable: SOUTHMUSIC LOS ANGELES. Telex: (910) 321-4098. Bd. Chm.: Monique I. Peer; Pres.: Ralph Peer II; Branch Mgr.: Roy Kohn.

Home office: New York, N.Y.
J. W. Pepper of Los Angeles, 701 E. Gardena Blvd., Gardena 90247. Tel: 538-2260. Branch Mgr.: Lee Paynter.

Home office: Valley Forge, Pa.
Morse M. Freeman Inc., 733 S. Spring St. Zip: 90055. Tel: 623-7211. Pres. & Gen. Mgr.: Harold L. Freeman, Ass't Gen. Mgr.: Terrence M. Stevens.

Warner Bros. Publ'ns Inc., 9000 Sunset Blvd. Zip: 90069. Tel: 273-3323.
Chm.: Chuck Kaye; Pres.: Jay Morgenstern, Exec. VP & Gen. Mgr.: Frank Military; Sales: Ray Kennedy, George Lanson.

Home office: New York, N.Y.
Western Int'l Music Inc., 2859 Holt Ave. Zip: 90034. Tel: 870-9381. Pres.: William Schmidt.

Western Music Sales Serv., PO Box 975, North Hollywood 91603-0975. Tel: 760-8700. Gen. Mgr.: George Perl.
Branch: Federal Way, Wash.

• OJAI (Area Code 805)

Creative Concepts Publ'g Corp., 967 E. Ojai Ave. Zip: 93023. Tel: 646-4811.
Pres.: John L. Haag.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Hansen House, PO Box 42069, 141 Kearny. Zip: 94142. Tel: 986-2387.
Cable: HANMUSIC. Telex: (910) 372-7733. Pres.: Charles Hansen; Sales Mgr.: Stan Halverson.

Home office: Las Vegas, Nev.
Byron Hoyt Sheet Music Serv., 190 Tenth St. Zip: 94103. Tel: 431-8055.
Pres.: Arthur B. Gurwitz; Sales Mgr.: Donald M. Schmeer Jr.

• TUSTIN (Area Code 714)

Professional Music Prods. Inc., 14731 E. Franklin Ave. Zip: 92680. Tel: 838-8421.

COLORADO

• DENVER METROPOLITAN AREA (Area Code 303)

Linear Music Publ'ns, 1790 Webster St., Lakewood 80215. Tel: 238-0186.

FLORIDA

• DAYTONA BEACH (Area Code 904)

Cude & Pickens Dist'g, 519 N. Halifax Ave. Zip: 32018. Tel: 252-0381. Pres. & Sales Mgr.: Bobby Lee Cude.

• FORT LAUDERDALE (Area Code 305)

Plymouth Music Co. Inc., 170 NE 33 St. Zip: 33334. Tel: 563-1844. Gen. Mgr.: Bernard Fisher.

• MIAMI METROPOLITAN AREA (Area Code 305)

COLUMBIA PICTURES PUBL'NS (div. of Columbia Pictures Inds. Inc.), PO Box 4340, 16333 NW 54 Ave., Hialeah 33014. Tel: 620-1500. WATS (800) 327-7643. Pres.: Frank J. Hachinson; Sales Mgr.: Bill Price; Jobber & Foreign Sales Mgr.: Raul Ariles.
Branch: Lebanon, Ind.; Studio P/R Inc. (SEE ADVERTISEMENT)

Hansen House, 1860 West Ave., Miami Beach 33139. Tel: 532-5461.
Home office: Las Vegas, Nev.

Peer-Southern Org., Republic Nat'l Bank Bldg., Rm. 1409, 150 SE Second Ave. Zip: 33131. Tel: 358-1488. Bd. Chm.: Monique I. Peer; Pres.: Ralph Peer II, Gen. Mgr.: Omar Marchant.

• TAMPA (Area Code 813)

J. W. Pepper of Florida, 5201 Harney Rd. Zip: 33610. Tel: 621-3444.
Home office: Valley Forge, Pa.

GEORGIA

• ATLANTA (Area Code 404)

Georgia Music Supply Inc., PO Box 490331, Zip: 30349. Tel: 996-3385.
Pres.: Richard F. DeCourcy; Gen. Mgr.: Linda G. Ashmore.
J. W. Pepper of Atlanta, 4273 Wendell Dr. SW. Zip: 30336. Tel: 691-6500.
Home office: Valley Forge, Pa.

• CLARKESVILLE (Area Code 404)

Clarkesville Rec. Sales Co. Inc., 608 N. Washington St. Zip: 30523. Tel: 754-2152.

IDAHO

• IDAHO FALLS (Area Code 208)

Chesbro Music Co., Box 2009, 327 Broadway. Zip: 83401. Tel: 522-8691.
FAX: 522-8712. Ext. 73. Pres.: Joan Chesbro; Sales Mgr.: Doug Goates.
Branch: City of Industry (Los Angeles Metropolitan Area), Calif.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Carl Fischer of Chicago Inc., 312 S. Wabash Ave. Zip: 60604. Tel: 427-6652.
Home office: New York, N.Y.

Harris-Teller Inc., 7400 S. Mason Ave. Zip: 60638. Tel: 496-2100. Pres.: Edward Harris; Gen. Mgr.: Mike Harris; Sales Mgr.: F. Salvador, W. Cavens.
Martin & Morris, 4312 S. Indiana. Zip: 60653. Tel: 268-6676.

Vital-Elsnic Co., 6400A S. Woodward Ave., Downers Grove 60516. Tel: 963-0200. Pres.: Lawrence G. Musielak.

• PEORIA (Area Code 309)

St. Louis-Peoria Music Co., 222 SW Adams St. Zip: 61602. Tel: 676-3141.
WATS: (outside Ill.) (800) 447-0958, (in Ill.) (800) 322-8114. Gen. Mgr.: John P. Tomlins.
Affiliate: Las Vegas, Nev., Hansen House.

INDIANA

• ALEXANDRIA (Area Code 317)

Alexandria House Inc., PO Box 300, S.R. 9 S. Zip: 46001. Tel: 724-4438.
Pres.: Robert G. Rest; Sales Mgr.: Randall W. Vader.

• LEBANON (Area Code 317)

Studio P/R Inc. (div. of Columbia Pictures Publ'ns), 224 S. Lebanon St. Zip: 46052. Tel: 482-4440. Consultant: James C. Houston.
Home office: Hialeah (Miami Metro Area), Fla.; Columbia Pictures Publ'ns.

KENTUCKY

• FLORENCE (Area Code 606)

Willis Music Co., 7380 Industrial Rd. Zip: 41042. Tel: 283-2050.

LOUISIANA

• ALEXANDRIA (Area Code 318)

Gospel Dist. Inc., PO Box 1706, 1212 Main St. Zip: 71301. Tel: 443-2549.
Pres., Gen. & Sales Mgr.: J.D. Davis.

MARYLAND

• BALTIMORE (Area Code 301)

Marshall/Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Pres. & Sales Mgr.: Manny Goldberg.

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Boston Music Co., 116-122 Boylston St. Zip: 02116. Tel: 426-5100. Gen. Mgr.: Warren W. Morris; Sales Mgr.: Charles A. Constantine. Local branches: Boston Music Co. at Berkeley, 146 Massachusetts Ave. Zip: 02215. Tel: 267-8223. Branch Mgr.: Jeff Lucas; Boston Music Co. at Harvard Square, 57 Boylston St., Cambridge 02138. Tel: 497-1567. Branch Mgr.: Bonnie Summerfield.
Albert Najarian Whse. Music Inc., 269 Lexington St., Waltham 02154. Tel: 899-2200. Pres. & Sales Mgr.: Albert Najarian.

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

J. W. Pepper of Detroit, 552 Robbins Dr., Troy 48007. Tel: 588-1000.
Home office: Valley Forge, Pa.
Thomas Music Supply Co., 3715 N. Woodward Ave., Royal Oak 48072. Tel: 549-4422.

MINNESOTA

• MINNEAPOLIS-ST. PAUL METROPOLITAN AREA (Area Code 612)

World Wide Publ'ns, 1303 Hennepin Ave., Minneapolis 55403. Tel: 333-0940.

• WINONA (Area Code 507)

Hal Leonard Publ'g Corp., 960 E. Mark St. Zip: 55987. Tel: 454-2920.
Branch: Milwaukee, Wis.

MISSOURI

• SPRINGFIELD (Area Code 417)

Gospel Publ'g House, 1445 Boonville Ave. Zip: 65802. Tel: 862-2781.

NEVADA

• LAS VEGAS (Area Code 702)

Hansen House, 953 E. Sahara. Zip: 89104. Tel: 737-5211. Pres.: Charles H. Hansen; VP Mktg.: Richard H. Suter.
Branch: Miami Beach (Miami Metropolitan Area), Fla.
Affiliates: San Francisco, Calif.; Hansen House, Peoria, Ill.; St. Louis-Peoria Music Co.; Seattle, Wash.; Capitol Music Co. Inc.

NEW JERSEY

• CHERRY HILL (Area Code 609)

Charles Dumont & Son Inc., PO Box 2810, 22 Springdale Rd. Zip: 08034. Tel: 424-5813; WATS (800) 257-8283. Pres.: Charles J. Dumont; Sales Mgr.: Michael S. Dumont.

NEW YORK

• HARTSDALE (Area Code 914)

Bronx Ents. Inc., 393 N. Central Ave. Zip: 10530. Tel: 428-3393. Gen. Mgr.: Jack Bronen.
Home office: Bronx (New York Metro Area), N.Y.

• MELVILLE (Area Code 516)

Belwin-Mills Publ'g Corp., 25 Deshon Dr. Zip: 11747. Tel: 293-3400. Pres.: Martin Winkler; Sales Mgr.: Thomas Oris.

• NEW YORK METROPOLITAN AREA (Area Code 212)

Big 3 Music Corp., 729 Seventh Ave. Zip: 10019. Tel: 575-2968/2971. Pres.: Harold Seider; Gen. Mgr.: Russ Martens.
Bradley Publ'ns (div. of RBR Communications Inc.), 43 W. 61 St. Zip: 10023. Tel: 757-8805. Co-Pres.: Richard Bradley, Bill Radics; VP: Mark Dunham (Distributed by Columbia Pictures Publ'ns, Hialeah (Miami Metro Area), Fla. - see listing)

Bronx Ents. Inc., 2462 Webster Ave., Bronx 10458. Tel: 364-3350. Pres.: Sidney Bronen; Sales Mgr.: Andrew Bronen.
Branch: Hartsdale, N.Y.

Camera Publ'ns, 489 Fifth Ave. Zip: 10017. Tel: 682-8400. Telex: 236920. Pres.: Vittorio Benedetto; Publ'ns Dir.: Johnny Dentato.
Chappell Music Co., 810 Seventh Ave. Zip: 10019. Tel: 399-7373. (Distributed by Hal Leonard)

Branches: Los Angeles, Calif.; Nashville, Tenn.
Pietro Deiro Music Headquarters Inc., 123 Greenwich Ave. Zip: 10014. Tel: 675-5460. Pres.: Bruno A. Borghesan.

Carl Fischer Music Dist. S., 54 Cooper Square. Zip: 10003. Tel: 777-2550.
Branches: Los Angeles, Calif.; Chicago, Ill.

Doris Fisher Music Corp., 1619 Broadway. Zip: 10019. Tel: 221-3434.
Lee/Art Graphics Inc., 157 Chambers St. Zip: 10007. Tel: 267-4140. Pres.: Lucie Koppelman; Gen. Mgr.: Charles Koppelman.

M C A Music (div. of MCA Inc.), 445 Park Ave. Zip: 10022. Tel: 759-7500. Telex: 423647.
Branches: Universal City (Los Angeles Metropolitan Area), Calif.; Nashville, Tenn.

Edwin H. Morris & Co. Inc. (div. of MPL Communications Inc.), 39 W. 54 St. Zip: 10019. Tel: 581-1330.

Music Sales Corp., 33 W. 60 St. Zip: 10023. Tel: 254-2100.
Peer-Southern Org., 1740 Broadway. Zip: 10019. Tel: 265-3910. Chm.: Monique I. Peer; Pres.: Ralph Peer II; VP: Mario Conti.

Branches: Hollywood (Los Angeles Metro Area), Calif.; Miami, Fla.; Nashville, Tenn.

Rashid Sales Co., 191 Atlantic Ave., Brooklyn 11201. Tel: 852-3295/3298.
Cable: ALRASHID. Pres.: Albert Rashid; Sales Mgr.: Raymond Rashid.
Local branch: 155 Court St. Zip: 11201. Tel: 852-3298. Gen. Mgr.: Stanley Rashid.

R. L. Silver Assocs. Inc., 527 Madison Ave. Zip: 10022. Tel: 752-3180.
Tempo Music Inc., 750 Park Ave. Zip: 10021. Tel: 249-7500.
Terminal Musical Supply Co. Inc., 166 W. 48 St. Zip: 10036. Tel: 869-5270.
Pres.: Larry Nitka; Sales Mgr.: George Rizzo.

Warner Bros. Publ'ns Inc., 75 Rockefeller Plaza, 14th fl. Zip: 10019. Tel: 484-8000. Cable: WANG. Chm.: Chuck Kaye; Pres.: Jay Morgenstern; Exec. VP & Gen. Mgr.: Frank Military; Sr. VP: Herman Steiger; Sales: Bob King, Bob Schacht.
Branch: Los Angeles, Calif.

• **PORT CHESTER (Area Code 914)**

Cherry Lane Music Co. Inc., 110 Midland Ave. Zip: 10573. Tel: 937-8601. Telex: 646948. Pres.: (Mr.) Lauren Kesser, Sales Mgr.: Laurence Kornblum.

• **WEST BABYLON (Area Code 516)**

Mark Music Serv. Ltd., 87 Eads St. W. Zip: 11704. Tel: 420-8310. Pres.: Harold Goydel; Gen. Mgr.: David Weiss; Sales Mgr.: Steven Goydel.

NORTH CAROLINA

• **CHARLOTTE (Area Code 704)**

Brodt Music Co., 1409 E. Independence Blvd. Zip: 28205. Tel: 332-2177.

OHIO

• **CINCINNATI (Area Code 513)**

Davitt & Hanser Music Co. Inc., 415 Greenwell Ave. Zip: 45238. Tel: 451-5000.

Hal-Nat Music Publ'g Co., PO Box 37156. Zip: 45222. Tel: 531-7605, 891-2300. Pres.: Saul Halper; Gen. Mgr.: Steven D. Halper.

• **CLEVELAND (Area Code 216)**

Grossman Music Corp., 1278 W. Ninth St. Zip: 44113. Tel: 696-1234. Cable: GROMUSIC. Pres.: Henry S. Grossman; Music Dept. Sales Mgr.: Byron Simon.

• **COLUMBUS (Area Code 614)**

Stanton's Sheet Music Inc., 330 S. Fourth St. Zip: 43215. Tel: 224-4257. Pres.: James E. Strouse.

PENNSYLVANIA

• **VALLEY FORGE (Area Code 215)**

J. W. Pepper & Son Inc., Box 850, Eisenhower Rd. Zip: 19482. Tel: 666-9600. Branches: Gardena (Los Angeles Metro Area), Calif.; Tampa, Fla.; Atlanta, Ga.; Troy (Detroit Metro Area), Mich.

RHODE ISLAND

• **PROVIDENCE (Area Code 401)**

Axeirod Music Inc., 251 Weybosset St. Zip: 02903. Tel: 421-4833.

TENNESSEE

• **CLEVELAND (Area Code 615)**

Pathway Press, 1080 Montgomery Ave. Zip: 37311. Tel: 476-5197.

• **NASHVILLE (Area Code 615)**

Acuff-Rose Sales Inc., 2510 Franklin Rd. Zip: 37204. Tel: 385-3031. Pres.: Wesley H. Rose; Sheet Music Sales Mgr.: John R. Brown.

The Benson Co., 365 Great Circle Dr. Zip: 37228. Tel: 259-9111. Telex: 555131. Pres.: Robert R. MacKenzie; Sales Mgr.: Bill Robison.

Chappell Music Co., 11 Music Circle S. Zip: 37203. Tel: 244-3382. Mgr.: Henry Hurt.

Home office: New York, N.Y.

M C A Music (div. of MCA Inc.), 1106 17 Ave. S. Zip: 37212. Tel: 327-4622. VP & Gen. Mgr.: Jerry Crutchfield.

Home office: New York, N.Y.

Peer-Southern Org., 7 Music Circle N. Zip: 37203. Tel: 244-6200. Bd. Chm.: Monique I. Peer; Pres.: Ralph Peer II.
Home office: New York, N.Y.

TEXAS

• **FORT WORTH (Area Code 817)**

Don Edgar Music, 2312 Jasper. Zip: 76106. Tel: 626-3448. Owner & Gen. Mgr.: D.D. Edgar.

• **SAN ANTONIO (Area Code 512)**

Southern Music Co., 1100 Broadway. Zip: 78215. Tel: 226-8167. Pres. & Gen. Mgr.: Arthur Gurwitz.

WASHINGTON

• **FEDERAL WAY (Area Code 206)**

Western Music Sales Serv., 1290 SW 301 St. Zip: 98003. Tel: 839-3795. Sales Assoc.: Vic Melin.
Home office: North Hollywood (Los Angeles Metro Area), Calif.

• **SEATTLE (Area Code 206)**

Capitol Music Co. Inc., PO Box 21906, 1530 Third Ave. Zip: 98111. Tel: 622-4013. Gen. Mgr.: Paul C. Leaf.
Affiliate: Las Vegas, Nev., Hansen House.

WISCONSIN

• **MILWAUKEE (Area Code 414)**

Hal Leonard Publ'g Corp., PO Box 13819, 8112 W. Bluemound Rd. Zip: 53213. Tel: 774-3630. Telex: 266668. Exec. VP: Keith Mardak
Home office: Winona, Minn.

TAPE PRODUCT CHART LISTINGS

A/V Paragon, see Universal Tape.

Acme Dist., PO Box 8123, 5644 Holmes, Kansas City, Mo. 64112. Tel: (816) 444-8123. Pres.: Shirley Black, Sales Mgr.: Ward Black.

Adtec, see Tegeler.

Agfa-Gevaert Inc., 275 North St., Teterboro, N. J. 07608. Tel: (201) 288-4100. Pres.: R.A.M. Copennarth; Tape Mktg. Dir.: Maria A. Curry.
Sales offices: Burlingame, Calif., 1633 Old Bayshore Hwy. Zip: 94010. Tel: (415) 692-2432—Los Angeles, Calif., 1801 Century Park E. Zip: 90067. Tel: (213) 552-9622—Atlanta, Ga., 380 Interstate N., Suite 200 Zip: 30339. Tel: (404) 955-4326—Oak Brook, Ill., 2803 Butterfield Rd., Suite 200. Zip: 60521. Tel: (312) 242-1951—Lexington, Mass., Lexington Office Center, Hayden Ave. N.J. Zip: 02173. Tel: (617) 861-6740—Seacaucus, N.J., 24 Meadowlands Pkwy., Suite 300. Zip: 07094. Tel: (201) 330-1800—Irving, Tex., 4225 Wingren Rd., Suite 201. Zip: 75062. Tel: 255-0505.

American, see Stanford.

Amplex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011/3345. Telex: 348464. Pres.: A.H. Hausman; Tape Sales Mgr.: R.A. Antonio.

Sales offices: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Arlington Heights, Ill., 719 W. Algonquin Rd. Zip: 60005. Tel: (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20817. Tel: (301) 530-8800—Allendale, N.J., 5 Pearl Court. Zip: 07401. Tel: (201) 825-9600—Carrollton, Tex., 3353 Earhart Dr. Zip: 75006. Tel: (214) 960-1162.

Associated Audio Servs. Inc., 181 Westchester Ave., Port Chester, N.Y. 10573. Tel: (914) 937-5129.

Audio Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Tape Sales Mgr.: John S. Maloney.

Audiomagnetics Corp., 2602 Michelson Dr., Irvine, Calif. 92716. Tel: (714) 833-0020.

Avtek, see Northwestern.

B A S F SYSTEMS CORP., Crosby Dr., Bedford, Mass. 07130. Tel: (617) 271-4000. Pres.: Dieter Heuser.

Branches: Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel: (213) 451-8781—Atlanta, Ga., 3300 Buckeye Rd., Suite 403. Zip: 30341. Tel: (404) 455-4145—Arlington Heights, Ill., 3345 N. Arlington Heights Rd., Suite G. Zip: 60004. Tel: (312) 870-7800—Ridgewood, N.J., 1600 State Hwy 208. Zip: 07410. Tel: (201) 794-9380. (SEE ADVERTISEMENT)
KENNETH A. BACON ASSOCS., 24-E Commercial Blvd., Novato, Calif. 94947. Tel: (415) 883-5041. (SEE ADVERTISEMENT)

Bendiox, see Fuji.

Betamax, see Sony.

Bonneville Prod'ns, 130 Social Hall Ave., Salt Lake City, Utah 84111. Tel: (801) 237-2400. Telex: (910) 925-5266.

Broadcast 1, see RKD.

Burlington Audio Tapes Inc., 106 Mott St., Deanside, N.Y. 11572. Tel: (516) 678-4414. Pres. & Tape Sales Mgr.: Rudy Schwartz.

Calibron (sub. of Koss Corp.), 600 Lake Emma Rd., Lake Mary, Fla. 32746. Tel: (305) 323-2400.

CERTRON CORP., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280. Sr. VP Mktg.: Ray Allen; VP: Hal Wilde; Sales Mgr. Monica Terrill. (SEE ADVERTISEMENT)

Colorchrome, see RKD.

Color Plus, see 3M.

Concertape, see Radio Shack.

Continental Electronics, 4087 Glencoe Ave., Marina del Rey, Calif. 90291. Tel: (213) 822-2045.

The Creative Word, 17885 B-2 Skypark Circle, Irvine, Calif. 92714. T (714) 549-0138. Pres. & Tape Sales Mgr.: Bryan Hill.

Crown Magnetics Inc., 22 E. Maple St., Cleona, Pa. 17042. Tel: (717) 274-2812. Pres. & Tape Sales Mgr.: Chuck Musser.

Cycles, see Audio Magnetics.

D L K Acoustical Prods. Inc., 1405 Mendota Heights Rd., St. Paul, Minn. 55120. Tel: (612) 454-7727. VP Dieh Artym; Tape Sales Mgr.: Steve Abbott.

DATA PACKAGING CORP., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Richard Morningstar, VP Sales: Gene Hull. (SEE ADVERTISEMENT)

Emerald, see Irish Magnetic.

Enlightenment, see RKD.

Extra Dynamic, see RKD.

4 Starr, see Le-Bo/Peerless.

Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10118. Tel: (212) 736-3335. Cable: FUJIFILM. Telex: 423298.

VP & Gen. Mgr.: John Dale; Special Acts Mgr.: Al Bedross, Nat'l Sales Mgr.: Stan Bauer; Consumer Prods. Mgr.: Jim Auer; Industrial Prods. Mgr.: Tom Daly.

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General Electric Co., 1 College Blvd., Portsmouth, Va. 23705. Tel: (804) 483-5000.

H I Ents Inc., 9537 Teistar Ave., Suite 121, El Monte, Calif. 91731. Tel: (213) 444-9224.

Hitachi Sales Corp. of America, 401 W. Artesa Blvd., Compton, Calif. 90220. Tel: (213) 774-5151.

I P S (Inches Per Second) Inc., PO Box 496, 1601 N 11th Ave., Bohemia, N.Y. 11716. Tel: (516) 585-9600. Telex: (510) 227-1585. Pres.: William Prechtel; Sales Mgr.: Douglas Scott.

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582.

J V C Inds. Co., 41 Slater Dr., Elmwood Park, N.J. 07407. Tel: (201) 794-3900.

Larkson, 10 Scott Pl., Point Arena, Calif. 95468. Tel: (707) 882-2833.

Pres.: Alan Niven; Tape Sales Mgr.: Alan Dstby.

Laser, see Swire Magnetics.

Le-Bo/Peerless Co., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600. Telex: 133126. Pres.: Pat Mastronardo; Tape Sales Mgr.: Larry Jacobson.

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE, Washington, D.C. 20002. Tel: (202) 832-7883. Pres.: Harold H. Lion; Tape Sales Mgr.: Richard Lion.

Loranger Entertainment (div. of Loranger Mfg. Corp.), PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600.

M J S Magnetic Tape Prods., 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-5544.

Magnavox (div. of NAP Consumer Electronics Corp.), PO Box 6950, Knoxville, Tenn. 37914. Tel: (615) 521-4316.

MAGNETIC MEDIA CORP., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Telex: 143223. Pres.: Aaron Wasserstrom; Tape Sales Mgr.: Paul Mastroianni. (SEE ADVERTISEMENT)

Magnetic Tape Int'l, see ZiMag-Magnetic Tape Int'l.

Mann Endless Cassette Inds. Corp., PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; VP: Joseph Lee; U.S. Sales: Robert Kline.

Maxell Corp. of America, 60 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8020. Pres. T. Okada; Nat'l Sales Mgrs.: (consumer audio) M. Standley, (consumer video) D. Patrician, (professional/industrial prods) J. Ringwood; Adv. Mgr.: Chris Mangapane.

Memorex, see Memtek.

Memtek Prods., PO Box 988, Santa Clara, Calif. 95052. Tel: (408) 987-1752. Telex: 176446. VP & Gen. Mgr.: John R. Humphreys; Nat'l Sales Mgr.: Jack C. Battaglia.

Branches: Fullerton, Calif., 1401 E. Drangethorpe, Suite D Zip 92631—Lombard, Ill., 335 Eisenhower Ln. S. Zip: 60148—Troy, Mich., 3221 W. Big Beaver Rd., Suite 106. Zip: 48084—King of Prussia, Pa., 741 Fifth Ave. Zip: 19406—Springfield, Va., 5803 Rolling Rd., Suite 215-A. Zip: 22152—Lynchwood, Wash., 4208-198 St. SW, Suite 110. Zip: 98036.

Microsette, see Recortec.

Nakamichi USA Corp., 1101 Colorado Ave., Santa Monica, Calif. 90401. Tel: (213) 451-5901. Cable: NAKREI. Telex: 652429.

Northwestern Inc., 1224 SW Broadway, Portland, Ore. 97205. Tel: (503) 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher.

Olimpic, see Burlington Audio.

P D Magnetics, PO Box 4499, Wilmington, Del. 19807. Tel: (302) 999-4253. Telex: 835420.

Panasonic Co. (div. of Matsushita Electronic Corp. of America), 1 Panasonic Way, Secaucus, N.J. 07094. Tel: (201) 348-7000.

Phico (div. of NAP Consumer Electronics), PO Box 6950, Knoxville, Tenn. 37914. Tel: (615) 521-4316.

Physio Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel: (714) 621-9561. Gen. Mgr.: Robert Deates; Prod'n Mgr.: Rick Deates.

Prestige, see Tapemasters.

Pro-Fi One, see DLK.

Pro-Fi Three, see DLK.

Pro-Fi Two, see DLK.

Quasar Co., 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel: (312) 451-2235.

R K D Tape Corp., 3 Fairfield Crescent, West Caldwell, N.J. 07006. Tel: (201) 575-8484.

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102. Tel: (817) 390-3272.

Realistic, see Radio Shack.

Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 962-0220. Telex: (910) 379-5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Trovelli.

Sanyo Electric Inc., 1200 W. Artesa Blvd., Compton, Calif. 90220. Tel: (213) 537-5830.

Scotch, see 3M.

See Hear Inds. (div. of RJA Inc.), 717 E. Artesa Blvd., Carson, Calif. 90746. Tel: (213) 516-0315. Pres.: Ray Jacobs; Tape Sales Mgr.: Mike Zoto.

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Cable: SENTIND. Pres.: Barry Rosen; Tape Sales Mgr.: Daniel Rosen.

Sony Tape Sales Co. (div. of Sony Corp. of America), Sony Dr., Park Ridge, N.J. 07656. Tel: (201) 930-1000. Telex: 147212. Tape Sales Pres.: John Hollands.

Sound Center Inc., 4307 W. Vliet St., Milwaukee, Wis. 53208. Tel: (414) 344-4447. Pres.: Lynn Talliar; Tape Sales Mgr.: Pamela Jeske; Chief Eng.: Timothy Hauboldt.

Sound/Pro Inds. Inc., 7529 Trask Ave., Playa del Rey, Calif. 90291. Tel: (213) 822-0510. Pres.: Donald K.M. Rothgerg; Exec. VP: JoAnne Audl Rothgerg; VP Mktg.: Don Millard; Sales Mgr.: Tom Reed; Mktg. Dr.: Donald J. Sigaly.

Spectrum Fidelity Magnetics, 1770 Lincoln Hwy. E., Lancaster, Pa. 17602. Tel: (717) 295-9275. Pres.: Martin Sponaugle; Tape Sales Mgr.: John Yoder.

Stanford Int'l, 569 Laurel St., San Carlos, Calif. 94070. Tel: (415) 592-5958. Pres. & Tape Sales Mgr.: Fred Dobbs.

Mark Starr Corp., 1609 64 St., Emeryville, Calif. 94608. Tel: (415) 658-0109.

Super Arilyn, see TDK.

Supertape, see Radio Shack.

Swire Magnetics Co., 301 E. Alondra, Gardena, Calif. 90248. Tel: (213) 515-0494. Telex: 4720651. Pres.: James W. Lantz; Tape Sales Mgr.: Charles Trausch.

Branch: Brooklyn, N.Y., 1578 E. 52 St. Zip: 11234. Tel: (212) 338-6145. Eastern Reg'l Mgr.: Joe Kochman.

Sylvania (div. of NAP Consumer Electronics), PO Box 6950, Knoxville, Tenn. 37914. Tel: (615) 521-4316.

T D K Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050. Tel: (516) 825-0100. Pres.: Rocky Wakakami; VP Sales & Mktg.: Terry Tsutsui; Nat'l Sales Mgr.: Doug Chatburn; Nat'l Video Prods. Mgr.: Ed Pessara; Nat'l Adv. Mgr.: Lou Abramowitz.

Branches: Irvine, Calif., 2102 E. Alton St., Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Reg'l Sales Mgr.: Gene Dunham—Marietta, Ga., 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Sales Mgr.: Kevin Young—Bensenville, Ill., 1065 Thondale Ave. Zip: 60106. Tel: (312) 595-3490. Reg'l Sales Mgr.: Lynn Kiff.

T S I, see Tape Specialty.

TAPECDM INC., 45 Jefferson St., Stamford, Conn. 06902. Tel: (203) 325-1541. Telex: (710) 474-3334. Pres.: Gene Tornatore, VP: Fred Luminoso. (SEE ADVERTISEMENT)

Tapemasters Inc., PO Box 38651, Dallas, Tex. 75238. Tel: (214) 349-0081. WATS: (800) 527-1227. Pres.: Jack Rheingans; Tape Sales Mgr.: William D. Murray.

Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-9450. Sales Mgr.: Michael T. Mulcahy.

Tape Specialty Inc., 13411 Saticoy St., North Hollywood, Calif. 91605. Tel: (213) 786-6111. Telex: (910) 499-1474. Pres.: Al Singer; Exec. VP: Len Feldman; VP Sales: Steven Feldman; Eng.: Stuart Feldman.

Tegeler Mfg. Inc., 8 1/2 St., Blaine, Wash. 98230. Richmond, B.C., Canada Tel: (604) 270-8682. Pres.: Gordon Cleashy.

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223 5N. St. Paul, Minn. 55144. Tel: (612) 733-1082.

Tracs, see Audio Magnetics.

Tramar Corp., 1798 Technology Dr., San Jose, Calif. 95110. Tel: (408) 947-1000.

Triad Prods. Inc., 1910 Ingersol, Des Moines, Iowa 50309. Tel: (515) 243-2125.

U T C, see Universal Tape.

Ultrachrome, see RKD.

Ultra Dynamic, see Maxell.

U-matic, see Sony.

UNITED TAPE CO., 10746 Magnolia Blvd., North Hollywood, Calif. 91601

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INTERNATIONAL

ARGENTINA

Population: 28,400,000.

Rate of exchange: \$1 (US) = 77,905 pesos.

Per capita income: \$2,100.

Holidays: January 1, Holy Thursday, Good Friday, May 1 (Labor Day), May 25 (Anniversary of the 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), August 17 (Anniversary of the Death of General San Martin), December 8 (Immaculate Conception), December 25.

• record & tape manufacturers / distributors / importers

A R, see American Rec'g.

Accord, see Musidisc.

Air Bus, see Musictape.

America, see Musidisc.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres. Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana; Int'l Dir.: Ramon Villanueva.

Labels: (Owned) AR, Tennessee, (licensed foreign) Accion (Mexico), Continental (Brazil), DJM (UK), Everest (USA), Fomit Cetra (Italy), GNP-Crescendo (USA), Musidisc (France), Sonet (Sweden), Sweet City (USA).
Angel, see EMI-Odeon.

Artaria-Kotrona S.r.l., Esmeralda 459, Buenos Aires 1007. Tel: 392-2683. Cable: ARADISC. Execs.: Ingrid Brohne, Elizabeth Kallay, Bruno Iannice, Marta Alicia Biejer; Gen. Mgr.: Ramon Iannice; Sales Mgr.: Claudio Davita. (Distributor/Importer)

Labels: (Owned) Artaria, Excluded Cassette, Kontrast, Kotrona, Propitei, Specialty; (licensed) Amerindian (Germany), Bis (Sweden), Delos (USA), Harmonia Mundi (Germany), Everest group (USA), Schwann (Germany), Unicorn (UK).

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

Aurora SA, Cerrito 866, 1057 Buenos Aires. Tel: 46-3251. Telex: 390-18720. (Distributor)

Bang Bang, see Jaime Olszewicki-Circle Line & Musidisc.

C B S SAICF (Discos), Emilio Mitre 1819, 1424 Buenos Aires. Tel: 922-4011. Cable: COLRECORD. Telex: 17091. Pres. & Gen. Mgr.: Roberto Osvaldo Lopez.

Labels: (Owned) CBS, Columbia, Epic, Odyssey, Orfeo, Portrait; (licensed) A&M (USA), B&W (USA), Blue Sky (USA), Boardwalk (USA), Caribou (USA), Cleveland Int'l (USA), Full Moon (USA), GTO (UK), Geffen (USA), Heriba (Bolivia), Jet Pad (Switzerland), Kishner (USA), Lynx (USA), Nemporer (USA), Network (USA), Ode (USA), PIR (USA), Precision (USA), Priority (USA), Sendor (Uruguay), Sono-Radio (Peru), T-Neck (USA), TSDP (USA), Tabu (USA), Tappan Zee (USA), Uncle Jam (USA), Unlimited Gold (USA).

Camel, see Musictape.

Capitol, see EMI-Odeon.

Carmusic SAIC, Mexico 2835, 1223 Buenos Aires. Tel: 97-7185. Pres.: Laura Roma Casella; Gen. Mgr.: Alba Casella.

Casablanca, see PolyGram.

Cashbox, see Interdisc.

Cauce, see Trova.

Circle Line, see Jaime Olszewicki-Circle Line & Musidisc.

Colon Recs. S.r.l., 33 Orientales 955/57, 1236 Buenos Aires. Tel: 922-5323. Mgr.: Rudi B. Szuznik. (Wholesaler/Importer/Exporter)

Columbia, see CBS.

D G G, see PolyGram.

Dance Music, see Musidisc.

Discolandia Dueri & Cia. Ltda., Ave. Belgrano 3459, 3rd fl., Dept. 15, Buenos Aires.

EMI-Odeon SAIC (IFPI), Mendoza 1660, 1428 Buenos Aires. Tel: 781-4061/9. Cable: TURNTABLE. Telex: 22796. Mng. Dir.: Luis S. Aguado; Finance Dir.: Alberto Pandelo; Prod'n Dir.: Roberto Altuna; Prod. Dir.: Roberto Ruiz; Comm'l Dir.: Alberto Caldeiro; Factory Mgr.: Jorge Cellerino. Labels: (Owned) Angel, Capitol, EMI, EMI-America, Harvest, Liberty, Odeon, Parlophone, (licensed) WEA (USA).

E P S A (Electrical Prods. SAIC), Mexico 2835, Buenos Aires. Tel: 93-8316, 97-4609. Pres. & Gen. Mgr.: Laura Roma Casella. (Distributor-Tape only)

Epic, see CBS.

Excluded Cassette, see Artaria-Kotrona.

Festival, see Musidisc.

Fontana, see PolyGram.

Harvest, see EMI-Odeon.

Impacto, see Tonodisc.

Interdisc SA/K-Tel, Pedro Goyena 70/72, 1424 Buenos Aires. Tel: 923-4926/9209. Pres.: Ruben Cirio Aprile; VP: Maria Vargas Aprile; Sales

Mgr.: Jorge Aprile; Accounting: Luis Spadafora; Art & Prod'n: Pupo Puentes; Promo.: Jorge Alloggio, Luis Gisi; Int'l: Maria Aprile. Labels: (Owned) Cashbox, Interdisc; (licensed foreign) AVI (USA), Baby (Italy), Buddha (USA), Carosello (Italy), Continental (Brazil), K-tel (USA), Melody (Mexico), Musidisc Europa (France), Prelude (USA).

Jazz Anthology, see Musidisc.

Karusell, see PolyGram.

Kontrast, see Artaria-Kotrona.

Kotrona, see Artaria-Kotrona.

Liberty, see EMI-Odeon.

Linea Tres, see RCA.

London, see PolyGram.

Magnatec SA, Albarno 1540, 1440 Capital Federal. Tel: 68-6834. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa.

Mercury, see PolyGram.

Microfon Argentina SA (IFPI), Lavalle 1430, 6th fl., 1048 Buenos Aires. Tel: 49-6128, 40-8766. Cable: MICROFON BAIREs. Telex: 17774 MIFON AR. Pres.: Mario Ruben Kaminsky; VP: Norberto Kaminsky. Labels: (Owned) Micca; (licensed foreign) Alshire (USA), Ariola (worldwide), Arista (USA), Audiodefidelity (USA), Island (USA), Jupiter (Germany), MCA (USA), Ricordi (Italy), Ri-Fi (Italy), Verve (Venezuela).

Micca, see Microfon.

Music Hall, see Sicomericana.

Musictape S.r.l., Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita.

Labels: (Owned) Air Bus, Camel, Musictape; (licensed) Anhembí (Brazil), Bendig (Brazil), Camel (Brazil), Coombe (UK), Count Down (Germany), Crazy (Brazil), FIF (Brazil), GTA (Brazil), Infoco (Brazil), Intersom (Brazil), Seta (Brazil), Sigma (Brazil), Take Play (Brazil), Tropisong (Brazil).

Musidisc Europe Sudamericana SAICF, Uruguay 1037, 4th fl., 1016 Buenos Aires. Tel: 41-0464/7091. Cable: MUSIDISC BAIREs. Telex: 22197. Dir.: Jaime Olszewicki.

Labels: (Owned) Accord, America, Dance Music, Festival, Jazz Anthology, Musidisc, Non Stop, Raviol, Score, Visadisc; (licensed domestic) Bang Bang, Circle Line Prods; (licensed foreign) Atlas (Italy), Atropa (France), Coombe (UK), Countdown (Germany), Durium (Italy), Earth (USA), Eiver (Belgium), Emergency (USA), GMT (France), Lesser Int'l (Germany), MCR (Netherlands), Mouse (Belgium), Musix (Italy), Notable (USA), PVK (UK), Panarecord (Italy), Rockoko (USA), Saar (Italy), Victoria (Germany).

N G, see Tonodisc.

Non Stop, see Musidisc.

Odeon, see EMI-Odeon.

Odyssey, see CBS.

Jaime Olszewicki-Circle Line Producciones, Agüero 1920, 8th fl., 18, 1425 Buenos Aires. Tel: 826-0034. Cable: CIRCLE LINE BAIREs. Telex: 22197. Gen. Dir.: J. Olszewicki Fried; Gen. Mgr.: A.M. Hernandez.

Labels: (Owned) Bang Bang, Circle Line; (licensed foreign) Albatros (France), Dial (Spain), Eiver (Belgium), Ibach (France), MM (France), Multiple (UK), Tommy (Uruguay), Victoria (Germany).

Orfeo, see CBS.

Parade, see Sicomericana.

Paraso Recs. S.r.l., Maipu 896, 1006 Buenos Aires. Tel: 392-1674. Telex: 121625. (Distributor/Importer)

Parlophone, see EMI-Odeon.

Philips, see PolyGram.

Polydor, see PolyGram.

PolyGram Discos SA (IFPI), Av. H. Frigoyen 1628, 4th fl., 1344 Buenos Aires. Tel: 49-5934/6251/5821. Mng. Dir.: John Lear; Int'l Mgr.: Adrian Berwick; Promo. Mgr.: Leopoldo Bentivoglio.

Labels: (Owned) Casablanca, DGG, Fontana, Karussell, London, Mercury, Philips, Polydor, Vertigo, Verve; (licensed foreign) Charisma (UK), Disneyland-Vista (USA), Lollipop, MGM (USA), RSD (USA), Rocket (UK).

Portrait, see CBS.

Proarca, see RCA.

Prodisco, see Tonodisc.

Promusica, see Tonodisc.

Propitei, see Artaria-Kotrona.

R C A Recs. (IFPI), Marcelo T. de Alvear 636, 10th fl., 1058 Buenos Aires. Tel: 32-1611/1731/1573. Pres.: Adolfo Pino; Mktg. Co-ord. Mgr.: Luis S. Mendez; Prod. Development Mgr.: Adolfo D. San Martin; Finance Dir.: Juan C. Bernardez.

Labels: (Owned) Linea Tres, Proarca; (licensed foreign) Barclay (France), Camden (USA), Can't Stop (USA), Eralo (France), Fantasy (USA), Hansa (Germany), Mellow (Netherlands), Polar (Sweden), Pure Gold (USA), RCA (USA), Red Seal (USA), Victor (USA), Victrola (USA).

Raviol, see Musidisc.

Rhombus, see Trova.

Ritmo, see Sicomericana.

Rondo Musical S.r.l., La Pampa 2586, 1428 Buenos Aires. Tel: 784-0747. Gen. Mgr.: Jorge C. Esperon.

Sazam, see Sicomericana.

Score, see Musidisc.

Sicomericana SAICFI/Discos Music Hall (IFPI), Jose E. Uriburu 40-42, 1027

Buenos Aires. Tel: 46-9807. Cable: SICAMERICANA. Telex: 18373. Pres.: Nestor Norberto Selasco; Gen. Mgr.: Cirilo Langus; Sales Mgr.: Ricardo Taverna.

Labels: (Owned) Music Hall, Parade, Ritmo, Sazam; (licensed) Durium (Italy), Hispavox (Spain), Marler (Spain), Musart (Mexico), TH (USA).

Specialty, see Artaria-Kotrona.

Tema, see Trova.

Tennessee, see American Rec'g.

Tonodisc SA (IFPI), Gulpina 375, 1406 Buenos Aires. Tel: 612-4873/5107, 611-4819. Telex: 9191. Pres.: Natalio Garber; VP: Francisco Vidal; Sales Mgr.: Ricardo Portela; Promo. Mgr.: Julio Garcia; Prod'n Mgr.: Raul Gimenez.

Labels: (Owned) Impacto, NG, Prodisco, Promusica; (licensed foreign) BASF (Venezuela), Boni (Colombia), Ljubljana (Yugoslavia), Musart (Mexico), Victor (Japan).

Tower Recs., Av. F. Lacroze 2301, 1426 Buenos Aires. Tel: 772-7860. Telex: 18383. Chief Exec.: Ralph Douglas Haiek; Gen. Mgr.: Maria Ponturo; Sales Mgr.: Gustavo Alberto Fernandez. (Distributor/Importer/Exporter)

Trova Inds. Musicales SA (IFPI), Cangallo 4378/80/82, Buenos Aires. Tel: 811-0890/0990/2810. Pres.: Felix Horowitz; Gen. Mgr. & A&R: Nahun Roberto Rudaef.

Labels: (Owned) Cauce, Rhombus, Tema, Trova, Vernal.

Vernal, see Trova.

Vertigo, see PolyGram.

Verve, see PolyGram.

Visadisc, see Musidisc.

W K Producciones Artisticas, Juan Francisco Segui 3728, Buenos Aires. Contact: Enrique Iriberrn.

• music publishers

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

Edami S.r.l. (Ed. Argentina de Musica Int'l), Tucuman 994, 1049 Buenos Aires. Tel: 35-2187/4358. Gen. Mgr.: Elsa N. Villar.

Edifon S.r.l., Lavalle 1430, 6th fl., Buenos Aires. Tel: 40-4080/8/9. Cable: MICROFON BAIREs. Telex: 17774 MIFON AR. Pres.: Mario Ruben Kaminsky; Gen. Mgr.: Elena S. de Lararabal.

Korn Intersong SAIC (Ed. Musical), Av. Cordoba 1351, 2nd fl., Buenos Aires. Tel: 44-0611/5142/9798. Cable: EDIKORN. Mng. Dir.: Nelida Lopez French.

M A I (Musica Argentina & Internacional) SA Ed., Mendoza 1660, 1428 Buenos Aires. Tel: 781-4061/4069. Telex: 22796. Pres.: Luis S. Aguado; Gen. Mgr.: Roberto J. Hernandez.

Melograf S.r.l. (affiliate of CBS Songs Int'l), Paraguay 1583, 1061 Buenos Aires. Tel: 41-2134. Dir.: Maria del Carmen Haydenwurcel.

Musictape (SAOAC), Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre.

Jaime Olszewicki, Agüero 1920, 8th fl., 18, 1425 Buenos Aires. Tel: 826-0034. Cable: CIRCLE LINE BAIREs. Telex: 22197. Gen. Dir.: J. Olszewicki Fried; Gen. Mgr.: A.M. Hernandez.

P A M S C D SAC (Pan American Music Serv. Corp.), Jose E. Uriburu 40-42, 3rd fl., Buenos Aires. Tel: 49-0399, 46-9807/00. Cable: PAMESCO.

Peer-Southern Int., see Edami.

Puma (Publicaciones Musicales Americanas) S.r.l., Culpina 375, Buenos Aires. Tel: 612-4873/5107. Pres.: Francisco Vidal; Gen. Mgr.: Marta Rizzo.

Relay (Eds. Musicales) SA, Paroissein 3930, Buenos Aires. Tel: 70-4171/4175. Telex: 21239. VP: Jorge Oscar Schutt; Mgr.: Howard Dean McCluskey.

S I G E M (Sistema Globo de Ediciones Musicales), 683 Florida, Buenos Aires. Tel: 392-9962.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion Wagneriana de Buenos Aires, Santa Fe 1243, 1st fl., Buenos Aires.

Collegium Musicum de Buenos Aires, Libertad 1630, Buenos Aires. Mozarteum Argentino, Rodriguez Pena 1882, 1021 Buenos Aires. Tel: 44-4836. Pres.: Jeannette Arata de Erze.

CATALOG SERVICES

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana.

C B S Recs. SAICF (Discos), Emilio Mitre 1819, 1424 Buenos Aires. Tel: 922-4011. Cable: COLRECORD. Telex: 17091. Pres. & Gen. Mgr.: Roberto Osvaldo Lopez.

SoHo S.r.l., Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Pres.: Nelson Montes.

LICENSING ORGANIZATION, MUSIC

S A O A I C (Sociedad Argentina de Autores & Compositores de Musica), Lavalle 1547, 1444 Buenos Aires. Tel: 40-4867. Telex: 9212. Pres.: Roberto Panera; Mng. Dir.: Abel Javier Aristegui. (Performing rights only)

LICENSORS, RECORD & TAPE

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. Musicape SRL, Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita.

PLATING, PROCESSING & PRESSING PLANTS

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. C B S SAICF (Discos), Emilio Mitre 1819, 1424 Buenos Aires. Tel: 922-4041. Cable: COLRECORD. Telex: 17091. Pres. & Gen. Mgr.: Roberto Osvaldo Lopez. (LP only) Galvadis SRL, 11 de Septiembre 481, Ramos Mejia, Buenos Aires. Tel: 653-6826. Gen. Mgr.: Raul Iglesias.

RECORD PROMOTION

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins. Musicape SRL, Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. (PKG) Audio: Cassette.

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (PKG) Audio: Cassette, open reel.

Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

E M I-Odeon SAIC, Montaneses 2150, 1428 Buenos Aires. Tel: 781-4061/69. Cable: TURNTABLE. Telex: 22796. Audio: Cassette.

E P S A (Electrical Prods. SAIC), Mexico 2835, Buenos Aires. Tel: 93-8316. 47-4609. Pres. & Gen. Mgr.: Laura Roma Casella. Audio: 8-tr., cassette, open reel.

Magnatec SA, Albarino 1540, 1440 Capital Federal. Tel: 68-6834. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa. Audio: Cassette.

Musicape SRL, Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita. Audio: Cassette, open reel.

PolyGram Discos SA, Av. H. Yrigoyen 1628, 4th fl., 1344 Buenos Aires. Tel: 49-5934/6251/5821. Mng. Dir.: John Lear.

SoHo SRL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. Audio: Cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

EMPTY CARTRIDGES, CASSETTES & REELS

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana (Audio only) Brand names: AR, TENNESSEE.

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer) Audio: 8-tr., cassette.

Magnatec SA, Albarino 1540, Capital Federal 1440. Tel: 68-6840. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa. (Empty only)

SoHo SRL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. (Empty only) Audio: PENTAGON Cassette.

ENVELOPES & MAILERS

JACKETS & SLEEVES

LABELS, DISK

POLYETHYLENE BAGS & SHRINKWRAP

See Professional Tape Supplies & Accessories for tape labels. Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Magnatec SA, Albarino 1540, Capital Federal 1440. Tel: 68-6834. Cable: MAGNATEC BAIREs. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa. Audio: Boxes, hubs.

SoHo SRL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. Audio: Cassette labels.

RAW MATERIALS

DISK & TAPE MANUFACTURING EQUIPMENT

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Argentina SACI, Bme. Mitre 1902/10, Buenos Aires. Tel: 45-9012/7726/8465. Cable: ARGEVA. Audio: Blank—compact cassette, open reel; raw—cassette, broadcast, studio.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. (Blank only) Audio: PERCEPTION, SONOLINE, TENNESSEE cassette.

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer) Audio: Cassette, open reel.

Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

B A S F (Argentina) SA, PO Box 4800, Av. Corrientes 327, 1000 Buenos Aires. Tel: 32-9491/9496. Telex: 121067. Audio & Video: Cassette, open reel.

Musicape SRL, Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita.

Audio: Blank—cassette; raw—1/2" cassette. SoHo SRL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. Audio: PENTAGON Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

SoHo SRL, Uruguay 806, 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. Product: PENTAGON In-cassette, reel-to-reel, reel-to-cassette duplicators.

TAPE PACKAGING & LABELING EQUIPMENT

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

• accessories

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. Product: Record—carrying & storage cases; Tape—carrying & storage cases, head cleaners, leaders & splicing tape.

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer) Product: Record—carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors, replacement stylus; Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Holimar SRL, Cespedes 2670, Buenos Aires. Tel: 73-8127. (Importer) Product: Record—ORTOFON replacement styli.

Musicape SRL, Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita. Product: Record—turntable mats; Tape—head cleaners, leader tape, splicing tape & equip.

Ortofon, see Holimar. SoHo SRL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. Product: Tape—head cleaners, bulk erasers, demagnetizers, splicing tape & equip. (all audio)

• store fixtures

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer) Product: Record & tape browser boxes, display racks, divider cards, security systems.

Musicape SRL, Quesada 6012, 1431 Buenos Aires. Tel: 571-9190. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto F. Silvestre; Sales Mgr.: Hector Yulita. Product: Tape display racks (audio).

• jukebox importer

• jukebox title strip importer

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer) Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

• promotional merchandising aids

Artaria-Kotrona SRL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer) Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

AUSTRALIA

Population: 15,000,000. Rate of exchange: \$1 (US) = 1.13 Australian dollars. Per capita income: \$9,400. Holidays: January 1, January 26 (Australia Day), Good Friday, Easter Monday, April 25 (Anzac Day), Queen's Birthday, December 25, December 26 (Boxing Day).

RECORDS & TAPE:

Type of distribution: Manufacturer-to-retailer predominates. Type of promotion: Radio exposure predominates, but TV film clips have usually been very effective. Jukeboxes: 5,000.

RADIO STATIONS:

No. of commercial 126; No. of government 88.

Comment: Primarily independent operations, with specialized programming occurring in metropolitan areas. Pop/rock stations are usually dominant in the metropolitan areas, with MOR and country stations dominating elsewhere.

TELEVISION STATIONS:

No. of commercial 50; No. of government 87. Comment: American and English shows are dominant, with locally produced shows accounting for approximately 20% of programming.

• record & tape manufacturers / distributors / importers

A B C, see CBS. A O, see Crest.

A T A Recs., 96 Glebe Point Rd., Glebe, Sydney, NSW 2037. Tel: (02) 660-3466. Cable: SHOWBIZ. Telex: 22429. Mng. Dir.: Kevin Jacobsen; Gen. Mgr.: Maxwell Moore; Sales Mgr.: Col Joyce. (Distributed by Festival) Labels: (Owned) ATA, Southern Star, Wheel.

Abstract, see Powerworks. Acoustic Monitor, 106 Belmore Rd., Riverwood, NSW. Tel: 253-0644. Telex: 72758. (Distributor)

Albert Prods., 139 King St., Sydney, NSW 2000. Tel: (02) 232-2144. Telex: 27194. Mng. Dir.: E.F. Albert; Int'l Bus. Affairs Mgr.: Crispin Dye; European Div. Mgr.: Fita Ruccobono; Int'l Promo. Mgr.: Alex Young; Exec. Prods.: Harry Vanda, George Young; Studio Mgr.: Bruce C. Brown.

Alleluia, see Spotlight. Another Rec. Dist'n, GPO Box 236C, Hobart, Tasmania 7001. Tel: (002) 34-8905. Telex: 57059. Dir.: Stefan Markovitch. (Distributor)

Archiv, see PolyGram. Argus Music Pty. Ltd., 10-16 Dowling St., Woolloomooloo, Sydney, NSW 2000. Contact: Malcolm Reed.

Armada, see Trafalgar. Astor, see PolyGram. Asylum, see WEA.

Atco, see WEA. Atlantic, see WEA. Au Fail, see Monash.

Au-Go-Go, see Missing Link. Aura, see Larrikin.

Avan-Guard Music Pty. Ltd. (IFPI), PO Box K714 Haymarket, 401A Pitt St., 1st fl., Sydney, NSW 2000. Tel: (02) 267-5253. Telex: 21822. Mng. Dir.: Ali Knoll; Gen. Mgr.: Judith Knoll; Sales & A&R Mgr.: J.M. Antal.

Branches: Holland Park, Qld. 4121, 7 Sebring St. Tel: (07) 349-0494. Gen. Mgr.: John Ungerer—Everard Park, SA, Tempo Rec. Sales Pty. Ltd., 573 South Rd. Tel: (08) 297-0851. Gen. Mgr.: Ron Chadwick—Battery Point, Tasmania 7000, 3 Hampden Rd. Tel: (002) 346-042. Gen. Mgr.: Ben van Gerwen—East Melbourne, Vic. 3002, PO Box 53. Tel: (03) 486-1507. Gen. Mgr.: Barbara Perry—Osborne Park, WA 6017, Tempo Rec. Sales Pty. Ltd., 204/396 Scarborough Beach Rd. Tel: (09) 444-0677. Gen. Mgr.: Joe Karam.

Labels: (Owned) Avan-guard, Pepito, Tifton; (licensed domestic) Tempo; (licensed foreign) BIS (Sweden), CBS Int'l, CMH (USA), Cicala (Italy), Discovery (USA), Durium (Italy), Epic Int'l, Hed Azzi (Israel), Kings of Jazz (Italy), Labor (USA), Mahossa (USA), Mister (Italy), Muse (USA), Musicraft (USA), Ode (New Zealand), Start (Italy), Trend (USA).

Ava & Susans Recs., PO Box A357, Shop 21, 590 George St., Sydney, NSW 2000. Tel: (02) 264-3179. Mng. Dir.: Barry Stahl; Gen. Mgr.: Brian Leonard. Label: (Licensed) Entracte (USA).

Avenue, see Image. Axis, see EMI.

Batfolk, see Battyman. Batgas, see Battyman. Batjazz, see Battyman.

Battyman Recs. Australia, PO Box 94, 101 William St., Bathurst, NSW 2795. Tel: (063) 315-708, 312-062. Cable: BATRECORDS. Proprietor: Christopher Batty; A&R: Tony Ansell; Sales Mgr.: Ian Frame; Adv. & Album Cover Design: Marc Batty. Labels: (Owned) Batfolk, Batgas, Batjazz.

Big Mouth, see Laser. BIG TIME PHONOGRAPH REC. CO. (AUSTRALIA) PTY. LTD., 2/80 Perry St., North Sydney, NSW 2060. Tel: (02) 923-1199. Telex: 71181. Mng. Dir.: David Paterson; Gen. Mgr.: Michael McMartin; Label Mgr.: Roger Gold. (Distributed by EMI) Labels: (Licensed domestic) Green, Phanton; (licensed foreign) True North (Canada).

Patsy Biscoe Recs., 5 Paringa Ave., Somerton Park, SA 5048. Tel: (08) 294-7922. Mng. Dir.: T.J. Evans; Gen. Mgr.: P. Hewett; Sales Mgr.: W. Woods. Labels: (Owned) Evasound, Patsy Biscoe Children's Recs.; (licensed domestic) Madison House. Bluebird, see RCA.

Southern Music Publishing Co. (A/Asia) Pty. Ltd. Sydney, Australia

- Board, see Catskill.
 Bootleg, see Fable.
 Boulevard Recs., 54 Alfred St., ground fl., Milsons Point, Sydney, NSW 2061. Tel: (02) 436-3799. Gen. Mgr.: Rob Tillett.
 W. A. Buchanan & Co., 21 Nyabra St., Fortitude Valley, Qld. 4006. Tel: (07) 52-4004. Mng. Dir.: C.J. Buchanan; Gen. Mgr.: E.J. Buchanan; Sales Mgr.: V. Phillips. (Importer)
 Labels: (Licensed foreign) Good Life (USA), Kingsway (UK), Lillenas (USA).
 Bullet, see Crest.
 Bungalow, see Opal.
 Bunyip Recs. Pty. Ltd., 4/22 Malvern Ave., Sydney, NSW 2095. Tel: (02) 977-3628. Mng. Dir.: Ian B. MacLeod.
 Labels: (Owned) Bunyip, Pinewood, Rockability.
 C 8 S Recs. Australia Ltd. (IFPI), 15 Blue St., North Sydney, NSW 2060. Tel: (02) 339-0255. Cable: COLRECORD. Telex: 21246. Mng. Dir.: Robert B. Jamieson.
 Labels: (Owned) CBS, Epic, Portrait; (licensed domestic) ABC; (licensed foreign) Blue Sky, Boardwalk, Caribou, C&G, Geffen, Illegal, Jet, Kirshner, Nemperor, T-Neck, TSOP, Tabu, Tappan Zee, Uncle Jam, Unlimited Gold (all USA), Virgin (UK).
 Camden, see RCA.
 Candle, see Larrikin.
 Capitol, see EMI.
 Carina Co. Pty. Ltd., PO Box 126, Carina House, 6 Artarmon Rd., Willoughby (Sydney), NSW 2068. Tel: (02) 95-2005. Cable: CARINIA. Telex: 10101. Mng. Dir.: Mrs. N. Kulakowski; Gen. Mgr.: C.R. Barlow.
 Labels: (Owned) Carina, Chic, Classics-For-All, Line 99, Opera-For-All.
 Cascade, see Delron.
 Casino, see Delron.
 Catskills Music Pty. Ltd., 18 Oleander St., Brighton, NSW 5048. Tel: (08) 296-9965. Mng. Dir.: T.J. Evans; Gen. Mgr.: R.E. Evans; Music Prod'n: R. Robjohns.
 Label: (Owned) Board.
 Cherry Pie Recs. PO Box 225, NSW 2120. Tel: (02) 84-5506. Telex: 10101. Mng. Dir.: Graeme Rule.
 Hyde, see Carina.
 Cleon Recs., 70 King George St., Unit 2, Victoria Park, WA 6100. Tel: 362-1184. Mng. Dir.: Martin Clarke.
 Classics-For-All, see Carina.
 Classics For Pleasure, see EMI.
 Cleopatra Recs., PO Box 121, Elsternwick, Vic. 3185. Tel: (03) 523-6124. Telex: 34225. Mng. Dir.: Jeremy Feibiger.
 Labels: (Owned) Cleopatra, Musicland, Option.
 Colossal Recs. of Australia Pty. Ltd., 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Cable: COLLOSSAL. Telex: 30333. Mng. Dir.: Mimmo Lo Prete; Gen. Mgr.: Osvaldo Maione; Sales Mgr.: Sam Lo Prete.
 Labels: (Owned) Colossal, DEMA (licensed) Ala, Alpha, Ariston, Baby, CBS, CGD, Carosello, Clan, Durium, EMI, Fonola, Foyer, Movimento Musica, Phonogram, Ricordi, Ri-Fi, WEA (all Italy); Jugoton (Yugoslavia), Marter (Spain), Telstar (Netherlands), Zafiro (Spain).
 Columbia, see EMI.
 Concert Rec's. PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145. Tel: 631-6189. Gen. Mgr.: John Clancy; Sales Mgr.: Mary Clancy.
 Labels: (Owned) Concert, Moonlight.
 Copperfield Recs., 305 Lower Plateau Rd., Bilgola Plateau, NSW 2107. Tel: (02) 389-3043. Mng. Dir. & Gen. Mgr.: David Gibson; Sales Mgr.: Leif Gibson. (Distributed by Janda)
 Labels: (Owned) Copperfield; (licensed foreign) Big (Italy), Euro (Italy), Prom (Germany), Symphony Tone (Switzerland).
 Cotillion, see WEA.
 Crest Rec. Co. Pty. Ltd., PO Box 270, St. Kilda, Vic. 3182. Tel: (03) 592-6733. Mng. Dir.: Marcus Herman.
 Labels: (Owned) AO, Bullet, Crest, Crest Int'l.
 D E M A, see Colossal.
 D & G, see PolyGram.
 Delron Recs. (div. of Ibanez & Co. Pty. Ltd.), PO Box 64, 10-14 W. Parade, West Ryde, NSW 2114. Tel: (02) 80-3193/6334. (Importer/Exporter as World Wide Rec. Imports)
 Labels: (Owned) Cascade, Casino, Delron, Solid Gold.
 Deluxe Recs. Pty. Ltd., PO Box 1670, North Sydney, NSW 2060. Tel: (02) 92-0844. Telex: 21654. Mng. Dir.: Michael Browning; Gen. Mgr.: Warren Cross. (Licensed to RCA)
 Labels: (Owned) Deluxe, Luxury.
 Discurio Pty. Ltd., 20 McKillop St., Melbourne, Vic. 3000. Tel: (03) 67-5391. Gen. Mgr.: Peter Mann.
 Label: (Owned) Score.
 Domestic Harmony, see Larrikin.
 E M I Recs. Australia (IFPI), 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 2-0912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Dawkins; A&R Mgr.: Peter Karpin; Promo. Mgr.: Russell Thomas; Sales Mgr.: Alex Coroneos; Mktg. Mgr.: David Gilchrist.
 Branches: Adelaide, SA 5067, 83 Fullerton Rd., Kent Town. Tel: (08) 332-9233. Telex: 88312. Sales Mgr.: Paul Martinovich—Brisbane, Qld. 4066, 24 McDougall St., Milton. Tel: (07) 36-7388. Telex: 41912. Sales Mgr.: Graham Smith—Melbourne, Vic. 3205. Tel: (03) 690-3022. Telex: 33359. Sales Mgr.: Geoff Burch—Perth, WA 6008, 292 Roakey Rd., Subiaco. Tel: (09) 381-4055. Telex: 93146. Sales Mgr.: Jeff Reynolds.
 Labels: (Owned) Axis, Capitol, Classics For Pleasure, Columbia, EMI, EMI America, EMI Int'l, Electrola, Harvest, His Master's Voice (HMV), Listen For Pleasure, Odeon, Oz, Parlophone, Pathe, Pathe Marconi, Regal, Regal Zonophone, Stateside, Studio 301, Toshiba; (licensed domestic) Albert Prod'n, WBE; (licensed foreign) Blue Note (USA), Cube/Fly (UK), Liberty (USA), Private Stock (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Threshold (UK), United Artists (USA), Waverley (UK).
 Earth Media Rec'g Co., 14 Glen St., Milsons Point, NSW. Tel: (02) 929-8669. Electrola, see EMI.
 Elektra, see WEA.
 Epic, see CBS.
 Eureka Recs., PO Box 113, North Ryde, NSW 2113. Tel: (02) 888-6470. Mng. Dir.: Les Simmonds; Gen. Mgr.: Helen Matthews. (Licensed to RCA)
 Labels: (Owned) Eureka, Stockade.
 Evasound, see Patsy Biscoe.
 Expordisc, GPO Box 236C, Hobart, Tasmania 7001. Tel: (002) 34-8905. Telex: 57059. Dir.: Stefan Markowitz. (Exporter).
 Fable Rec. Co. Pty. Ltd., 137 Moray, South Melbourne, Vic. 3205. Tel: (03) 699-9999. Telex: 33609. Mng. Dir.: Ron Tudor. (Licensed to PolyGram)
 Labels: (Owned) Bootleg, Fable.
 Festival Recs. Pty. Ltd. (IFPI), 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Cable: FESTIVAL. Telex: 25686. Mng. Dir.: Alan Hely; Gen. Mgr.: Jim White; Sales Mgr.: Noel W. Brown. (Manufacturer/Distributor)
 Labels: (Owned) Festival, Festival Int'l, Infinity, Interfusion.
 Fiddling Fool Prod'n, 67 King St., Glenbrook, NSW 2773. Tel: (047) 395-579. Dir.: Gus McNeil.
 Flight, see Spotlight.
 Focus, see Spotlight.
 Fontana, see PolyGram.
 Fontana Gold, see PolyGram.
 44, see PolyGram.
 Genesis Recs., PO Box 26, Auburn, NSW 2144. Tel: (02) 649-7016. Mng. Dir.: Bob Goodfellow.
 Labels: (Owned) Genesis; (licensed) Star Song (USA), Triangle (USA), Gold Seal, see RCA.
 Grass Roots Recs., PO Box 4, Drummyong, NSW 2047. Tel: (02) 82-0669. Cable: MATTMUS. Telex: 10101. Owners: Phil & Chris Matthews.
 Ron Gray, 12 Sheffield St., Merryland, NSW 2160.
 Green, see Larrikin.
 H M V, see EMI.
 Hadley Recs., Egret Pl. Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary B. Scott.
 Hammar IV Prod'n Pty. Ltd., PO Box 225, 376 Swan St., Richmond, Melbourne, Vic. 3121. Tel: (03) 428-1618. Mng. Dir.: Sino Guzzardi; Sales Mgr.: Vin Forbes.
 Branch: Lane Cove, NSW 2066, 47a Penrose St., Suite 1. Tel: (02) 427-1155. Mgr.: Alec Smith.
 Happening Prod'n Pty. Ltd., Umline House, 4th fl., 5-13 Northcliff St., Milsons Point, Sydney, NSW 2061. Tel: (02) 922-4100. Cable: SEMUS. Telex: 26405.
 Harbour, see Image.
 Harvest, see EMI.
 Heliodor, see PolyGram.
 His Master's Voice, see EMI.
 Horizon Recs., 68 Arther St., North Sydney, NSW 2061. Tel: (02) 922-1277. Chief Exec. & Gen. Mgr.: D. Robertson; Sales Mgr.: R. Robertson.
 Hot Recs., 314-316 Victoria St., Darlinghurst, Sydney, NSW 2010. Tel: (02) 357-5912. Telex: 72646. Dirs.: Graeme Regan, Chris Read, Martin Jennings. (Manufacturer/Distributor)
 Label: (Owned) Hot.
 Billy Hyde Music Pty. Ltd., 7 Union St., South Melbourne, Vic. 3205. Telex: 38513. Pres.: Garry Hyde; Gen. Mgr.: Ivor McGuffin.
 I C Recs. (AUSTRALIA) PTY. LTD., 196 Nelson Rd., South Melbourne, Vic. 3205. Tel: (03) 699-6190/6566. Telex: 135028. Dirs.: Peter Boyle, Frank Howson; Gen. Mgr.: Andrew Smith; PR: Mardi Le Page.
 IMAGE RECS. PTY. LTD. (IFPI), 137 Moray St., South Melbourne, Vic. 3205. Tel: (03) 699-9999. Cable: IMAGERECORD. Telex: 33609. Mng. Dir.: John E. McDonald; Gen. Mgr.: Keith Colias; Promo. & Sales Mgr.: Steve Rawlins.
 Labels: (Owned) Avenue, Harbour, Image, Music Plus; (licensed) Axe (Canada), Boot (Canada), Coombe (UK), Emerald (UK), Gateway (USA), Jupiter (Germany), Karma (Germany), Midsong (USA), Music World (New Zealand), Shiva (Belgium), Specialty (USA), TTR (Netherlands), Sydney Thompson (UK), Who's Who in Jazz (USA). (SEE ADVERTISEMENT)
 Infinity, see Festival.
 Interfusion, see Festival.
 International, see RCA.
 International Spotlite Promos. Inc., 22 Russell St., Greenacre, NSW 2190. Mgr.: Virginia Rix.
 J & B Recs. Ltd., 30 Whiting St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4377. Chm.: Brian Nicholls; Gen. Mgr.: Tony Paris; Sales Mgr.: Lee Wroe Johnson.
 Jazzis Recs., PO Box 512, Double Day (Sydney), NSW 2028. Tel: (02) 36-3580. Telex: 70041.
 Jazznote, see Larrikin.
 K & G Magnetic Tapes, PO Box 118, St. Peters, Sydney, NSW 2044; 1/122 Euston Rd., Alexandria, Sydney, NSW 2015. Tel: (02) 519-2677. Cable: MAGTAP. Telex: 71659. Gen. Mgr.: W.F. Gordon; Sales Mgr.: E. Black.
 Labels: (Owned) KGC; (licensed foreign) Bartlett Biss (UK), Pinnacle (UK).
 K-tel Int'l (Australia) Ltd., PO Box 121, 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: 660-0011. Telex: 24810. Chief Exec.: K.J. McDonald; Gen. Mgr.: T.J. Tambakis.
 Karussell, see PolyGram.
 KAZIAFOK, 206/57 Upper Pitt St., Kirribilli, NSW 2061. Tel: (02) 929-4485. Mng. Dir.: Christopher Woods; Mktg. Dir.: Maria Stunt.
 Ken A Tone, see Old Tyme.
 Larrikin Recs., PO Box 162, Paddington, NSW 2021. Tel: (02) 336-567. Chief Exec. & Gen. Mgr.: Warren Fahey; Sales Mgr.: Craig McIntosh.
 Labels: (Owned) Aura, Domestic Harmony, Green, Larrikin, Rissole, Rounder Australia, Third Degree, Wendie; (licensed domestic) Candle, Grass Roots, Jazznote, Move; (licensed foreign) Flying Fish (USA), Kicking Mule (USA), Rounder (USA), Sonet (UK), Stash (USA), Sugar Hill (USA), Topic (UK).
 Laser Recs. Pty. Ltd., 55 Grove St., Birchgrove, Sydney, NSW 2041. Tel: (02) 818-2590. Mng. Dir.: G. Pierson; Gen. Mgr.: A. Davidson; Sales Mgr.: L. Wood.
 Labels: Big Mouth, Laser, Reg Leg, Studio One.
 Liberation Recs., 9 Dundas Ln., Albert Park, Melbourne, Vic. 3206. Tel: (03) 690-3399. Telex: 31738. Mng. Dirs.: Michael Gudinski, Glenn Wheatley; Gen. Mgr.: Gary Ashley; Dir.: Ray Evans; Bus. Affairs: Simon Young; Nat'l Mktg. & Promos: Peter Caswell; A&R Co-ord.: Helen Field.
 Line 99, see Carina.
 Listen For Pleasure, see EMI.
 Local, see Missing Link.
 Luxury, see Deluxe.
 Lyonim Trading, PO Box 517, Crows Nest, NSW 2065.
 Lyric, see Old Tyme.
 M G M, see PolyGram.
 M R Acoustics, PO Box 165, Annerley, Brisbane 4103. Tel: 48-7598. Telex: 42603. Dir.: Colin H. Robertson; Gen. Mgr.: G.A. Robertson.
 Labels: (Licensed foreign) American Gramophone (USA), Audio Source (USA), Firstline (USA), HiFi Sound (UK), Nautius (USA), Nippon Phonogram (Japan), Opus 3 (Sweden), Proprius (Sweden), RCA (Japan), Reference (USA).
 Madison House, see Patsy Biscoe.
 Memory Lane Music, 1100 High St., Armadale, Vic. 3143. Tel: (03) 509-7633. Nat'l Sales: Patrick Clarke; Gen. Mgr.: Joseph Shellin; Sales Mgr.: Pat Clarke (Importer/Exporter).
 Mercury, see PolyGram.
 Mercury/Emary, see PolyGram.
 Mercury Golden Imports, see PolyGram.
 Metro, see PolyGram.
 Midi, see WEA.
 Midnight Recs., PO Box 144, Milsons Point, NSW 2061; 275 Alfred St., North Sydney, NSW 2060. Tel: (02) 922-6077. Telex: 23551. Mng. Dir.: Peter Rx.
 Minstrel Recs. Co. Pty. Ltd., 12 Humphrey St., Rosebery, NSW 2018. Tel: (02) 699-2720, 667-1386. Gen. Mgr.: Peter Gani; Sales Mgr.: Julie Gabriele; Dirs.: P. Zappia, C. Zahar.
 Missing Link Recs., 239 Flinders Ln., Melbourne, Vic. 3000. Tel: (03) 63-5507. Telex: 57059. Mng. Dir.: Keith Glass; Gen. Mgr.: Bruce Milne.
 Labels: (Owned) Au Go Go, Missing Link; (licensed foreign) Cherry Red (UK), Ralph (USA), Rough Trade (UK), Statik (UK).
 Monash Recs. (Australia) Pty. Ltd., 203 Balacalava Rd., Caulfield, Vic. 3161. Tel: (03) 527-5192. Telex: 36954. Dirs.: Jeff Harrison, Peter Snow; Gen. Mgr.: Max Robertson.
 Labels: (Owned) Au Fat; (licensed) Cherry Red (UK), Rhino (USA).
 Moonlight, see Concert.
 Move Recs., 10 Glen Dr., Eaglemont 3084. Tel: (03) 497-3105. Chief Exec.: Martin Wright.
 Mushroom Recs. Pty. Ltd., 9 Dundas Ln., Albert Park, Melbourne, Vic. 3206. Tel: (03) 690-3399. Cable: MUSHREC. Telex: 31738. Mng. Dir.: Michael Gudinski; Dir.: Ray Evans; Gen. Mgr.: Gary Ashley; Bus. Affairs: Simon Young; Nat'l Mktg. & Promos.: Peter Caswell; A&R Co-ord.: Helen Field.
 Branch: East Sydney NSW 2011, 140 William St., 5th fl., Suite 2A. Branch Mgr.: Liz Dayney.
 Musicland Export Corp., PO Box 380, Elsternwick, Vic. 3185. Tel: (03) 523-6124. Telex: 34225. Mng. Dir.: Joanne Feibiger; Sales Mgr.: David R. Williams. (Exporter; Distributor as Musicland Rec. Dests.)
 Musicland Rec. Dests., PO Box 121, Elsternwick, Vic. 3185; 26 Oak Grove, Ripponlea, Vic. 3182. Tel: (03) 523-6124. Telex: 34225. Mng. Dir.: Jeremy Feibiger; Gen. Mgr.: David R. Williams; Dist'n Mgr.: William R. Tolson. (Distributor; Exporter as Musicland Export Corp.)
 Music Plus, see Image.
 Network Pub'g (IFPI), 73 Miller St., 1st fl., Suite 6, North Sydney, NSW 2060. Tel: (02) 436-2907. Telex: 23976. Mng. Dir.: Doug Jansen; Gen. Mgr.: D. Jacobs. (Licensed to WEA)
 Label: (Owned) Rich.
 Nonesuch, see WEA.
 Nostalgia, see Old Tyme.
 Odeon, see EMI.
 Old Tyme Imports, 350 Centre Rd., Bentleigh, Vic. 3204. Tel: (03) 557-1050. Owner & Gen. Mgr.: Kenneth M. Henderson.
 Labels: (Owned) Lyric, Nostalgia, Saville, Sunbeam; (licensed domestic) Ken A Tone, Philophone; (licensed foreign) Air Check (USA), Arcadia (UK), Blue Rhythm (Germany), Caprice (Sweden), Dawn Club (Germany), Doric (USA), Fountain (UK), Halcyn (UK), Harrison (USA), Hightight (USA), IJRC (USA), Joy (UK), Monmouth-Evergreen (USA), Music For Collectors (USA), Nostalgia (Sweden), Phontastic (Sweden), President (UK), Radio Archives (USA), Saville (UK), Soutrak (USA), Spokane (USA), Sunbeam (USA), Totem (USA), VJM (UK).
 Omega Recs. Pty. Ltd., Spectrum Bldg., Suite 104, 1st fl., 220 Pacific Hwy., Crows Nest, NSW 2065. Tel: (02) 922-3243/3485. Dir. & Gen. Mgr.: E.A. Standfield; Sec'y: S.R. Matthews. (Distributed by Janda)
 Labels: (Owned) Omega, Velvet.
 Opal Recs., 20 Barnes St., West Tamworth, NSW. Tel: (067) 659-290. Chief Exec.: Ross Murphy. (Distributed by Hadley)
 Labels: (Owned) Bungalow, Opal, Stoney Broke.
 Opera-For-All, see Carina.
 Option, see Cleopatra.
 Outlet Rec'g Co. Ltd., 1 Jane St., Smithfield, Sydney, NSW.
 Oz, see EMI.
 P C Stereo Pty. Ltd., PO Box 272, Mount Gravatt, Brisbane, Qld. 4122. Tel: (07) 343-1612. Telex: 42993. Mng. Dir.: Clive A. Purcell; Sales Mgr.: M. Shephard.
 Labels: (Licensed) Chalfont (USA), Chandos (UK), Delos (USA), Sefel (Canada), Telarc (USA), Tioch (USA), Varese Sarabande (USA).
 Parlophone, see EMI.
 Pathe, see EMI.
 Pathe Marconi, see EMI.
 Pedigree, see Pyramid.
 Pepto, see Avan-Gard.
 Phantom Recs. Pty. Ltd., Box A566, Sydney South, NSW 2000. Tel: (02) 264-8992. Dir.: Dae Jennings; Gen. & Sales Mgr.: Jules R. B. Normington.
 Philips, see PolyGram.
 Philips Int'l, see PolyGram.
 Philophone, see Old Tyme.
 Pinewood, see Bunyip.
 Polydor, see PolyGram.
 PolyGram Recs. Pty. Ltd. (IFPI), Unit A, 122 McEvoy St., Alexandria, NSW 2015. Tel: (02) 699-1399. Cable: PHONREC. Telex: 26856. Mng. Dir.: Bruce Mackenzie; Mktg. Mgr.: Graham Newman; Financial Controller: Michael Smellie.
 Labels: (Owned) Archiv, Astor, DG, Fontana, Fontana Gold, 44, Heliodor, Karussell, MGM, Mercury, Mercury/Emary, Mercury/Golden Imports, Metro, Philips, Philips Int'l, Polydor, Polypho, Polystar, Privilege, RSO, Resonance, Vertigo, Verve, W&G; (licensed domestic) Fable; (licensed foreign) BBC (UK), Capricorn (USA), Chess (USA), Cream (USA), Gladdy (UK), Kudu (USA), MCA (USA), Mercury/Delite (USA), Mercury/Lone Star (USA), Motown (USA), PRU (UK), Pablo (USA), Pablo Live (USA), Polydor/EG (UK), Polydor/Kolob (USA), Polydor/MVP (USA), Polydor/Oyster (USA), RSO/Curtom (USA), Rialto (UK), Rocket (UK), Salvation (USA), Track (UK), Unverse (USA).
 Polypho, see PolyGram.
 Polystar, see PolyGram.
 Portrait, see CBS.
 Powderworks Recs. & Tapes Pty. Ltd., 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Telex: 20270. Dir.: Ken Harding; A&R/Mktg. Mgr.: Phil Israel; Adm'n. Ass't: Linda Tallo.
 Labels: (Owned) Abstract, Powderworks; (licensed foreign) Avatar, Beggars Banquet, Bulldog, Creole, Logo, Mute, Original, Radialchoice, Super-ville, Transatlantic (all UK), Stanyan (USA).
 Praiseworthy, see Spotlight.
 Privilege, see PolyGram.
 Pure Gold, see RCA.
 Pyramid Recs., 116 New South Head Rd., Edgecliff, Sydney, NSW 2027. Tel: (02) 32-1225. Telex: 10101. Owner: Stuart Emanuel; Sales Mgr.: Mark Plum.
 Labels: (Owned) Pedigree, Pyramid.
 R C A Ltd. (IFPI), Strathfield Plaza, The Boulevard, Strathfield, Sydney, NSW 2135. Tel: (02) 764-3888. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Brian Smith; Mktg. Mgr.: Darrell Wilson.
 Labels: (Owned) Bluebird, Camden, Gold Seal, International, Pure Gold, Rockaway, Victor, Vostoka, Vintage; (licensed domestic) Deluxe, Eureka, Powderworks, Stockade; (licensed foreign) AVI (USA), Altic (Canada), Buddha (USA), Can't Stop (USA), Grunt (USA), Lifesong (USA), Milennium (USA), Polar (Sweden), Pyramid (USA), Roulette (USA), Salsoul (USA), Tembo (UK), Windsong (USA).
 R S O, see PolyGram.
 Ramrod, see Johnny Rebb.

Reader's Digest Servs. Pty. Ltd., 26-32 Waterloo St., Surry Hills, Sydney, NSW 2010. Tel: (02) 699-0111. Cable: READIGEST. Telex: 20260. Rec. & Tape Dept. Mgr.: Keith N. Anderson.

Johnny Rebb Ents. Pty. Ltd., PO Box 341, 370A Port Hacking Rd., Caringbah, NSW 2229. Tel: (02) 525-7124. Pres. Johnny Rebb. Gen. Mgr.: Syd McDonagh; Music Co-ord.: Russ Kruger.

Label: (Owned) Ramrod.

Regal, see EMI.

Regal Zonophone, see EMI.

Regular Recs. Pty. Ltd., 134-A Cathedral St., Woolloomooloo, NSW 2011. Tel: (02) 358-5066. Tel: 70518. Mng. Dir.: Martin Fabinyi; Gen. Mgr.: Diane Berryman; Sales Mgr.: Lynn Morrissey. (Distributed by WEA)

Reg Leg, see Laser.

Reprise, see WEA.

Resonance, see PolyGram.

Rhema Recs., 210 Pitt St., 5th fl., Sydney, NSW 2000. Tel: (02) 267-3466. Mng. Dir.: David Smallbone; Gen. Mgr.: Phil Truscott; Sales Mgr.: Alan Kennedy.

Labels: (Owned) Rhema; (licensed foreign) Benson, Bread & Honey, Mananatha, Star Song (all USA).

Rich, see Network.

Rissolo, see Larrikin.

Rockably, see Bunyip.

Rockaway, see RCA.

Rough Diamond, see Astor.

Rounder Australia, see Larrikin.

Saville, see Old Tyme.

Score, see Discuro.

Shloh, see Spotlight.

Sire, see WEA.

Solid Gold, see Delron.

Southern Star, see ATA.

Spotlight Music Pty. Ltd., 262 Pitt St., Sydney, NSW 2000. Tel: (02) 264-7922. Mng. Dir.: Lorna O'Neill; Gen. Mgr.: Kevin N. Hooper; Sales Mgr.: Quin Mills.

Labels: (Owned) Alleluia, Focus; (licensed domestic) Flight, Praiseworthy, Shloh, Tradewinds, Willow; (licensed foreign) Birdwing (USA), Celebration (UK), Full Flight (New Zealand), Gertson (USA), K&R (USA), Manna (USA), Pretty Good (USA), Sparrow (USA), Worldwide (Canada).

Stateside, see EMI.

Stockade, see Eureka & RCA.

Stoney Broke, see Opal.

Studio One, see Laser.

Studio 301, see EMI.

Sunbeam, see Old Tyme.

Swagie Recs., 21 Renown St., Burwood, Vic. 3125. Tel: (03) 288-6280. Pres.: Nevil L. Sherburn.

Telmak Teleprods. Pty. Ltd., 28 Montague St., Balmann (Sydney), NSW 2041. Tel: (02) 818-3188. Telex: 71324.

Tempo, see Avan-Guard.

Third Degree, see Larrikin.

Tifton, see Avan-Guard.

Toshiba, see EMI.

Tradewinds, see Spotlight.

Trafalgar Music Pty. Ltd., 74B Trafalgar St., Annandale, NSW 2038. Tel: (02) 660-0385. Mng. Dir.: Charles Fisher; Gen. Mgr.: Michael McMartin.

Labels: (Owned) Armada, Trafalgar.

Trans-Tasman Prods Pty. Ltd., PO Box 178, Kenmore, Brisbane, Qld 4069. Tel: (07) 378-1942. Gen. Mgr.: Graham Broughton; Sales Mgr.: Roger Curry.

Label: Music World.

Traq Discs., Chandler House, 2nd fl., 118-120 Edward St., Brisbane, Qld 4000. Tel: (07) 229-6550. (Distributor)

Velvet, see Omega.

Vertigo, see PolyGram.

Verve, see PolyGram.

Victor, see RCA.

Victrola, see RCA.

Viking Rec. Co. Pty. Ltd., B.O. Smith & Son, ANZ Bank Bldg., 20th fl., 68 Pitt St., Sydney, NSW 2000. Tel: (02) 233-6933. Cable: BABRUC. Telex: 22929. (Sales office only)

Vintage, see RCA.

VIRGIN AUSTRALIA PTY. LTD., 66 Victoria St., McMahons Point, NSW 2060. Gen. Mgr.: Moira Bennett. (Distributed by CBS)

W B E Recs., 88 Richardson St., Albert Park, Vic. 3206. Tel: (03) 699-5366. Telex: 35906. Contact: David Wyatt. (Licensed to EMI)

W E A Recs. Pty. Ltd. (FFPI), 39/47 Albany St., Crows Nest, Sydney, NSW 2065. Tel: (02) 438-4511. Telex: 24653. Mng. Dir.: Paul M. Turner; Mktg. Dir.: Peter Ikin; A&R Mgr.: Gibson Kemp; Nat'l Promos. Mgr.: Steve Hands.

Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Elektra/Musician, Midi, Nonesuch, Reprise, Sire, WEA, Warner Bros. (licensed) Big Tree, Brother, Dark Horse, Delphine, Duck, Emerald City, F-Beat, Finnadar, Full Moon, Little David, Manticore, Midnight, Mirage, Modern, Nonesuch, Pacific, Quest, Radar, Real, Regular, Solar, Swansong.

W & G, see PolyGram.

Warner Bros., see WEA.

Wendi, see Larrikin.

Wheatley Recs. Pty. Ltd., 87-91 Palmerston Crescent, South Melbourne, Vic. 3205. Tel: (03) 699-5366. Telex: 35906. Mng. Dir.: Glenn Wheatley; Gen. Mgr.: Richard East.

Wheel, see ATA.

Willow, see Spotlight.

Wizard Recs. (Australia) Pty. Ltd., 301 Castlereagh St., Sydney, NSW 2001. Tel: (02) 20912. Telex: 24182. A&R Dir.: Robie Porter; Gen. Mgr.: Alan Blake. (Distributed by EMI)

Word Recs. Australia, 18-26 Canterbury Rd., Heathmont, Vic. 3135. Tel: (03) 729-3777. Gen. Mgr.: Stanley R. Moulton.

Branch: Sydney, NSW 2000, 309 Pitt St. Tel: (02) 267-3911.

Labels: (Licensed) Good News, Light, New Song, Seed, Word (all USA); Image VII (Canada).

Word of Life Centre, 134 Beach St., Frankston, Vic. 3199.

World Wide Rec. Imports—Tel: (02) 80-6631—see Delron.

Acuff-Rose Publ'ns Pty. Ltd., see Allans Music.

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Branch: Sydney, NSW 2061, 28 Glen St., Milsoms Point. Tel: (02) 922-7357.

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 B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel: 320-6555. Telex: 30448. Mgr.: H. Hanfeld. Product: Tape-head cleaners, splicing tape & equip.
 Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Cable: COLDSSAL. Telex: 30333. Mng. Dir.: Mimmo LoPrete; Sales Mgr.: Sam LoPrete. Product: Record & Tape-carrying & storage cases (audio).
 Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Stephen L. Green; Gen. Mgr.: Robert R. Blake; Technical Mgr.: W. Dale Humphriss. Product: Record-carrying & storage cases, cleaning clothes; tape-carrying & storage cases (audio, video), head cleaners (audio, video), demagnetizers (audio), leader tape, splicing tape & equip.
 Klarian Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3541. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: A.K. Horman. Branches: Artarmon, NSW 2064, 3 Lancelly Pl., Unit 3. Tel: (02) 438-1388-Brisbane, Qld. 4000, 199 Elizabeth St. Tel: (07) 229-2077-Adelaide, SA 5000, 35-37 Halifax St. Tel: (08) 212-2217. Product: Tape-head cleaners, demagnetizers, leader tape, splicing tape & equip.
• store fixtures
 Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Cable: COLDSSAL. Telex: 30333. Mng. Dir.: Mimmo LoPrete; Sales Mgr.: Sam LoPrete. Product: Display racks.
 Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Stephen L. Green; Gen. Mgr.: Robert R. Blake; Technical Mgr.: W. Dale Humphriss. Product: Divider cards (audio).

AUSTRIA

Population: 7,555,000.
 Rate of exchange: 11 (US) = 17.30 schillings.
 Per capita income: \$8,500.
 Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), Ascension Day, Pentecost, Corpus Christi, August 15 (Assumption), October 26 (National Holiday), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, 26 (Christmas).

RECORDS:

Record sales certification awards: Gold single-50,000 units; platinum single-100,000 units. Gold LP-25,000 units; platinum LP-50,000 units.
 Records sold domestically including imports (retail value): LP's 1982-4,900,000 units, \$35,721,000; 1981-5,300,000 units, \$42,347,000. Singles 1982-3,800,000 units, \$10,260,000; 1981-3,500,000 units, \$10,045,000.
 Records imported from USA (factory value): 1982-\$208,000; 1981-\$216,300.
 Records exported to USA (factory value): 1982-\$36,000; 1981-\$46,000.
 Records imported from countries other than USA (factory value): 1982-\$12,883,000; 1981-\$13,758,000.
 Records exported to countries other than USA (factory value): 1982-\$1,595,600; 1981-\$1,574,000.
 Average retail price per record: LP's-\$7.29; singles-\$2.70.
 TV merchandising: 9.5% of total sales.
 Record club sales: 14% of total.
 Discounting: Frequent.
 Type of distribution: The manufacturer-to-retailer system predominates with a market share of approximately 67.5%; the manufacturer-to-wholesaler-to-retailer system has 15%; manufacturer-to-record club-to-retailer has 14%; rack jobbing has 3.5%.
 Type of promotion: Austrian TV and the broadcasting system owned by the government are the main sources, followed by magazines, newspapers, discos and fan clubs.
 Jukeboxes: 9,000.
TAPE:
 Pre-recorded audio tape sold domestically: Cassette 1982-2,700,000 units, \$20,488,000; 1981-2,750,000 units, \$22,302,000.
 Pre-recorded audio tape imported from USA (factory value, CIF): 1982-\$65,100; 1981-\$36,700.
 Pre-recorded audio tape imported from countries other than USA (factory value, CIF): 1982-\$4,941,400; 1981-\$5,357,000.
 Pre-recorded audio tape exported to countries other than USA (factory value, FOB): 1982-\$2,448,000; 1981-\$2,019,000.

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Managing Director: Philip C Walker
 G.P.O. Box 2089 Sydney 2001 Australia
 Phone 02-233-5577 Telex AA71155 Deser.

Pre-recorded video tape sold domestically including imports (retail value): 1982—60,000 units, \$6,300,000; 1981—50,000 units, \$4,250,000. Average price per pre-recorded audio tape: Cassette—\$7.58. Average price per pre-recorded video tape: Beta—\$105; VHS—\$105; V-2000—\$105.

CONSUMER ELECTRONICS:

Number of homes with: Radios—2,450,000; television sets—1,250,000 color, 1,150,000 b/w; phonographs—1,550,000; audio tape recorders—3,900,000; video tape recorders—130,000.

RADIO STATIONS:

No. of government 3 (1 AM, 3 FM).

TELEVISION STATIONS:

No. of channels: 2 government; 90% color (PAL).

IMPORT/EXPORT REGULATIONS:

Record imports from EFTA (European Free Trade Ass'n) and EG (European Common Market) countries are tax free; those from the USA are taxed 15.5%. Tape imports from EFTA countries and EG countries are tax free; those from the USA are taxed 10%.

MARKET ANALYSIS:

The Austrian sound-carrier market is dominated by the members of the Austrian branch of the International Federation of Producers of Phonograms and Videograms. The IFPI represents the biggest companies such as Amadeo, Ariola, Bellaphon, CBS, EMI Columbia, Musica, Phonogram, Polydor and WEA. The record clubs have great importance here, having been able to reach a sales turnover of 16% of the entire market. The turnover of the non-IFPI members reached about 22%. 1982 record sales were down 400,000 units compared to 1980.

Reel and cartridges have nearly vanished from the Austrian market, and pre-recorded cassette sales revealed a drop of 50,000 units as compared to 1981 figures. Blank cassette sales were 1.2 million units shy of the 1981 level. VHS is the favorite video system in a market that is expanding. It is estimated that 50,000 units (all configurations) will be sold this year. V-2000 and Beta rank second and third in popularity.

Market share for type of music is divided as follows: 53% for international pop and entertainment, 23% national pop and entertainment, 12% classical and 12% country. Manfred Schreiber.

• record & tape manufacturers / distributors / importers

A V O Schappatten GmbH, Kohlgrasse 23, A-1050 Vienna, Tel: (0222) 55 13 57. Tel: 77307. Gen. Mgr.: Heinz Juergens.
Accord Schallplatten Produktion GmbH & Co. KG, Herzog Friedrich Str. 8, A-6020 Innsbruck. Tel: (05222) 27 3 64. Gen. Mgr.: Wolfgang Lochbihler.
Amadeo Oesterreichische Schallplatten GmbH (IFPI), Mariahilfer Guertel 32, A-1060 Vienna. Tel: (0222) 56 35 60. Cable: AMADEODISC. Telex: 75261. Mng. Dir.: Wolfgang Arming; Dir.: Erich Turan; F&A Mgr.: Franz Rauscher; Pop Int'l Prod. Mgr.: Monika Kapun; Classical Mgr.: Adelgund M. Gasteiner; Pop A&R Mgr.: Gottfried Etti.
Labels: (Owned) Amadeo, Atom; (licensed foreign) Barclay (France), Christophorus (Germany), EGG (France), Elite Special (Switzerland), Fono, Rei-Vera, Riviera (France), Tudor (Switzerland).

Angel, see EMI.

Apple, see EMI.

Archiv, see Polydor.

Ariola Schallplatten GmbH (IFPI), Hofmolkigasse 1-5, A-1150 Vienna, Tel: (0222) 83 56 05. Mng. Dir.: Stephen von Friedberg; Mktg. Mgr.: Erich Krapienbacher.

Labels: (Owned) Ariola, Arista, Baccarola, Eurodisc, Panza, Savoy, Schaller, (licensed) Animal (USA), Antilles (USA), Bearsville (USA), Bronze (UK), CGD (Italy), CMH (USA), Celluloid (France), Chrysalis (UK), Clan Celentano (Italy), Coconut (Germany), Front Line (UK), Global (Germany), Handshake (USA), Hansa (Germany), Island (UK), MCA (USA), Mantecore (UK), Maritim (Germany), Melodia (USSR), Montana (Germany), Musiza (Italy), Supraphon (Czechoslovakia), Virgin (UK), Ze (USA).

Arista, see Ariola.

Artone, see CBS.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

Atom, see Amadeo.

Baccarola, see Ariola.

Bacillus, see Bellaphon.

Bellaphon Recs. GmbH & Co. KG (IFPI), Grundsteingasse 5-7, A-1160 Vienna. Tel: (0222) 43 61 22. Telex: 115922. Gen. Mgr.: Gerhard David; A&R Mgr.: Rudolf Spreitzer.

Labels: (Owned) Bacillus, Bellaphon, Bellaphon Classic, Bellaphon Int'l, Danube Jazz, Heimatland, Piffikus, Rare Bid; (licensed) Ace (UK), Appaloosa, Black Saint (USA), Biber, Blind Man, Cain (Germany), Concord Jazz (USA), Delos, ECM (Germany), ENJA (Germany), Fusion, Gordy (USA), Greensleeves (UK), Hitsville, Jackson Sound, Jamaica Sound (UK), L&R (Germany), Lava, Motown (USA), Munich, Nagara, Neue Welt, New Ways, Panda, Rare Earth, SSS Int'l, Schwann (Germany), Scotti Bros. (USA), Selected Sound (Germany), Software, Soul, Sri Lanka, Steeple-Chase, Tami Motown (USA), Timeless, Trion, Vogue, Woolfe.

Das Beste (Verlag) GmbH (Reader's Digest Verlag GmbH), Singerstr. 2, A-1010 Vienna.

Blue Note, see EMI.

A. Burkl oHG Schallplatten Gross & Einzelhandel, Reiserstr. 32, A-1030 Vienna. Tel: (0222) 72 14 59. (Distributor).

C B S Schallplatten GmbH (IFPI), Hofmolkigasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 08. Cable: COLRECORD. Telex: (8470) 12123. Gen. Mgr.: Jaroslav Sevcik; Mktg. & Sales Mgr.: Rudolf Nikles.

Labels: (Owned) Artone, CBS, Embassy, Epic, Harmony, Maestro, Masterworks, Doysey, Portrait, Robbi; (licensed) A&M (USA), Aladdin, Blue Sky (USA), Caribou (USA), Oreyfus (France), GTO (UK), Horizon (USA), Inivictus (USA), Jet (UK), Kirshner (USA), M Music, Monument (USA), Philadelphia Int'l (USA), Precision (USA), Starfile (USA), TK (USA), T-Neck (USA), Uncle Jam (USA), Unlimited Gold (USA).

Cairophon, see EMI.

Capitol, see EMI.

Caplan, see Johann Kaplan.

Casablanca, see Phonogram.

Charisma, see Phonogram.

Classics for Pleasure, see EMI.

Columbia, see EMI.

Communica, Kleeblattgasse 4, A-1010 Vienna. Tel: (0222) 63 24 45, 63 55 52, 66 34 48.

Cotillon, see WEA.

Court Opera Classics, see Otto G. Preiser.

D R K, see Phonogram.

Danube Jazz Series, see Bellaphon.

Deutsche Gemeinschaft, see Polydor.

Discotrade Gesellschaft mbH, Neulerchenfelderstr. 12, A-1160 Vienna. Tel: (0222) 48 25 91. Telex: 135245. Gen. Mgr.: Erich Kahr; Sales Mgr.: Alfred Kretschmer. (Distributor/Importer)

E M I Columbia Austria GmbH (IFPI), Webgasse 43, A-1060 Vienna. Tel: (0222) 57 36 76. Telex: 3386. Mng. Dir.: Kick Klumbie; Sales Mgr.: Gerhard Schopf.

Branch: A-5020 Salzburg, Universitätsplatz 15. Tel: (06222) 43 215.

Labels: (Owned) Angel, Apple, Blue Note, Cairophon, Capitol, Classics for Pleasure, Columbia, EMI, EMI-America, His Masters Voice, Liberty, Musikant, Odeon, Parlophone, Pathe-Marconi, Purple, Seraphim; (licensed foreign) Baby (Italy), Harmonia Mundi (Germany), Marifon, Papagayo (Germany), RAK (UK), Rolling Stones (UK).

Earl Recs., Industriest. B13, A-2345 Brunn. Tel: (02236) 6188. Telex: 79182. Chief Exec.: Renate A. Herzog.

Elektra, see WEA.

Embassy, see CBS.

Epic, see CBS.

Eurodisc, see Ariola.

Euroton Austria GmbH, Nobilegasse 40 42, A-1150 Vienna. Tel: (0222) 92 11 02. Telex: 131111. Mng. Dir.: E. Kozak; Sales Mgr.: Gerhard Hoke.

Labels: (Owned) Optima, Souvenir.

Fantastik, see Koch.

Fivestar, see Koch.

Fontana, see Phonogram.

G B, see Johann Kaplan.

Gig Recs., Wiedner Hauptstr. 57, A-1040 Vienna. Tel: (0222) 65 7411. Telex: 133906. Gen. Dir.: Markus Spiegel; Mktg. Mgr.: Heinz Nessizius; Promo.: Eduard Charwig. (Distributed by Ariola)

Labels: (Owned) Gig; (licensed) Gig-Erdenklang.

Harmony, see CBS.

Heimatland, see Bellaphon.

Heliodor, see Polydor.

Help Int'l, see Help Recs.

Help Recs., Johann Schaschweg 9, A-9020 Klagenfurt. Tel: (04222) 31 558.

Chief Exec.: Eddy Korsch.

Labels: (Owned) Help, Help Int'l, Life.

His Master's Voice, see EMI.

Hrt Recs. Austria, Dr. Rasperstr. 10A, A-4802 Ebensee. Tel: (06133) 72 90. Dir.: Gisela Feichtinger; Gen. Mgr.: Manfred Feichtinger.

Inp. Warenhandel GmbH, Aspernstr. 133, A-1220 Vienna. Tel: (0222) 22 73 78. Telex: 133934. Mng. Dir.: Gabriele Freihammer; Dist'n: Kurt Schweiger.

Labels: (licensed) Europa (Germany), Signal (Germany).

Ithuluh, Harrachstr. 46, A-4020 Linz. Tel: (0732) 28 13 065. Gen. Mgr.: Werner Ponesch. (Distributor/Importer)

Jenssch Schallplatten-Produktion, Aberberggasse 8, A-1150 Vienna. Tel: 92 32 62. Gen. Mgr.: Erwin H. Jenssch.

K-tel Int'l GmbH, Marienengasse 32, A-1090 Vienna. Tel: (0222) 43 95 71. Telex: 116923. Mng. Dir.: Wolfgang Simon; Sales Mgr.: W. Tomschik.

Kabarett aus Wien, see Otto G. Preiser.

Johann Kaplan Jr., Buebergasse 17-19/10/11/7, A-1100 Vienna. Tel: (0222) 64 54 104. Pres.: Johann Kaplan.

Labels: Caplan, GB, Sunshine.

Karussell, see Polydor.

Koch Recs., A-6652 Elbigenalp/Tirol. Tel: (05634) 6444, 6513. Telex: 05561. Dir.: Franz Koch; Sales Mgr.: Selb Anton.

Labels: (Owned) Fantastik, Fivestar, Koch, Roko. Lebendige Vergangenheit, see Otto G. Preiser.

Lesborne Oesterreich Tontraeger GmbH, Kremsergasse 8-10, A-1130 Vienna. Tel: (0222) 82 42 15. Telex: 134391. Gen. Mgr.: Herman Maczek; Prod'r: Oscar Frenzel.

Liberty, see EMI.

Life, see Help.

Lion Baby Recs., Hietzinger-Hauptstr. 98, A-1130 Vienna. Tel: (222) 82 27 954, 82 68 233. Gen. Mgr.: Peter Lossack.

M C P Joechler, Bor 47, Industriest. 5, A-6430 Oetzal-Bahnhof. Tel: (05266) 542. Telex: 53991. Gen. & Sales Mgr.: Hans Joechler.

M S C (Music Serv. Center) GmbH, Hofmolkigasse 1-5, A-1150 Vienna. Tel: (0222) 83 85 44, 85 83 91. Telex: 135249. Mng. Dir.: Walter Schwabl.

Maestro, see CBS.

Masterworks, see CBS.

Mercury, see Phonogram.

Migo Schallplatten, Fuchsthalergasse 11, A-1090 Vienna. Tel: (0222) 31 54 96. Gen. Mgr.: Rudolf Matiasovics. (Distributor/Importer)

Mojam, see Mojamo.

Montego Mgmt. (IFPI), Kohlenhofgasse 4/8, A-1150 Vienna. Tel: (0222) 83 05 52. Telex: 111019. Gen. Mgr.: Lance Lumsden.

Label: (Owned) Mojamo.

Musica Schallplatten Vertrieb GmbH (IFPI), Webgasse 43, A-1060 Vienna. Tel: (0222) 57 56 46. Telex: 133274. Gen. Mgr.: Franz J. Wallner. (Distributor)

musica via Austria, Trabeng 32, A-9241 Wernberg. Tel: (04252) 21 74, (04242) 2 67 52. Gen. Mgr.: Dr. Elfriede Ortner.

Labels: (Owned) musica viva.

Musican, see WEA.

Musikant, see EMI.

Nonesuch, see WEA.

Odeon, see EMI.

Odyssey, see CBS.

Optima, see Euroton.

Paltram Prod'n, Gebr. Lang-G 11/18, A-1150 Vienna. Tel: (0222) 83 13 45. Gen. Mgr.: Evelyn Reiter.

Labels: Paltram, Spooks, Soundbird, Truth.

Panza, see Ariola.

Parlophone, see EMI.

Pathe-Marconi, see EMI.

Piffikus, see Bellaphon.

Philips, see Phonogram.

Phonogram (IFPI), Mariahilfer Guertel 32, A-1060 Vienna 6. Tel: (0222) 56 55 83, 57 12 95. Telex: 75261. Mng. Dir.: Wolfgang Arming; F&A Mgr.: Franz Rauscher; Sales Mgr.: Erich Turan; Pop Int'l Mgr.: Monika Kapun, Fritz Wurm; Pop A&R Mgr.: Gottfried Etti, Classical Prod. Mgr.: Ewald Marik.

Labels: (Owned) Casablanca, Charisma, DRK, Fontana, Mercury, Philips, Vertigo; (licensed) Brain, CHR, Can't Stop, Carosello, Chiswick, OJM, De-Lite, Disneyland, Ensign, Fantasy, Kudea, LA, MPS, Metronome, OJM, Milestone, Nature, Prestige, Ricordi, Rocket, Transatlantic, Vanguard.

Polydor GmbH (IFPI), Mariahilferstr. 127, A-1060 Vienna 6. Tel: (0222) 56 15 71. Telex: 75261. Mng. Dir.: Wolfgang Arming; F&A Mgr.: Franz Rauscher; Sales Mgr.: Erich Turan; Pop Int'l Mgr.: Dorli Herzog; Pop A&R Mgr.: Gottfried Etti; Classical Prod. Mgr.: Ewald Marke.

Labels: (Owned) Archiv, Archiv Resonance, Deutsche Grammophon, Heliodor, Karussell, Poly, Polydor, Polystar; (licensed) Carrere, EG, Frog, Harlekin, Hispavox, Polar, Privilege, RSO, Splash, Spotlight.

PolyGram Musikunternehmen GmbH, Mariahilfer Guertel 32, A-1061 Vienna 6. Tel: (0222) 57 63 66. Telex: 75261. Pres.: Wolfgang Arming; Procurist: Franz Rauscher.

PolyGram Rec. Serv. GmbH (IFPI), Kreiplatz 1, A-1195 Vienna. Tel: (0222) 37 15 45. Telex: 074577. Gen. Mgr.: Dr. Helmut Hofmann.

Polyhymnia, Industriest. B13, A-2345 Brunn. Tel: (02236) 6188. Telex: 79182. Chief Exec.: Renate A. Herzog.

Polystar, see EMI.

Portrait, see CBS.

Otto G. Preiser & Co., Fischerstiege 9, A-1010 Vienna. Tel: (0222) 63 62 28, 63 18 53. Telex: 4432. Pres.: Otto G. Preiser.

Labels: (Owned) Court Opera Classics, Kabarett aus Wien, Lebendige Vergangenheit, Preiser, Preiserrcords; (licensed) Turnabout (USA), Vox (USA).

Purple, see EMI.

Rare Bid, see Bellaphon.

Reprise, see WEA.

Robbi, see CBS.

Roko, see Koch.

Roots, see Paltram & Phonogram.

Savoy, see Ariola.

Schaller, see Ariola.

Seraphim, see EMI.

Soundbird, see Paltram.

Souvenir, see Euroton.

Sunshine, see Johann Kaplan.

Truth, see Paltram.

Tyrolis (Rasinger Handels GmbH & Co.), Meistr. 36, A-6170 Zirl/Tirol. Tel: (05238) 24 03. Telex: 53947. Mng. Dir.: Elsa Rasinger; Press & PR: Angelique Jennerwein.

V A M O (Verband der Arbeiter Musikvereine Oesterreich), Fischerstiege 4, A-1010 Vienna. Tel: (0222) 63 91 65.

V M Recs. Vertriebs GmbH & Co. KG, Box 47, Industriest., A-6430 Oetzal. Tel: (05266) 8126. Telex: 53991. Gen. Mgr.: Hans Joechler, Hubert Firschner.

Vertigo, see Phonogram.

W E A Music GmbH (IFPI), Hofmolkigasse 1-5, A-1150 Vienna. Tel: (0222) 83 75 57. Telex: 131151. Mng. Dir.: Gunther Zitta; Gen. Mgr.: Dr. Harald Neuteufel.

Labels: (Owned) Asylum, Atco, Atlantic, Cotillon, Elektra, Musician, Nonesuch, Reprise, WEA Int'l (USA), Warner Bros.; (licensed foreign) Automatic (UK), Big Tree (USA), Bunny (Germany), Carib (USA), Dark Horse (USA), DiscReet (USA), Emerald City (USA), Finnadar (USA), Laser (UK), Little David (USA), Planet (USA), RFA (USA), Riva (USA), Situation 2 (UK), Solar (USA), Swan Song (USA), TDS (USA), Westbound (USA).

W M Produktion, see Wiener.

Warner Bros., see WEA.

Wiener Musikproduktion (IFPI), Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Cable: WMPRODUKTION. Telex: 113705. Gen. Mgr.: Thomas Albrecht, Richard Toeman, Johann Michel; Ass't Mgr.: Hans Granzer, Peter Jirka.

Label: (Owned) WM Produktion.

• music publishers

Aberbach (Wien) GmbH, see Hermann Schneider.

Admira Musikverlag KG, see Hermann Schneider.

Allround Music, see Arends.

Amati Ed., see Gottfried Indra.

Arends Music KG, Industriest. B13, A-2345 Brunn. Tel: (02236) 6188. Telex: 79182. Gen. Mgr.: Renate A. Herzog.

Astoria Musikverlag, Himmelestr. 69, A-1190 Vienna. Tel: (0222) 32 35 11.

Atraum Music Verlag GmbH, see Josef Weinberger.

Autobahn Musikverlag GmbH, see Gottfried Indra.

Belver Music, Grundsteingasse 5, A-1160 Vienna. Tel: (0222) 43 61 22. Gen. Mgr.: Gerhard David; A&R Mgr.: Rudolf Spreitzer.

Behovdere Musikverlag, Graf Starhembergasse 30, A-1040 Vienna. Tel: (0222) 65 23 60, 65 19 50. Owner: Erich Benedini.

Bosworth & Co. Ltd. GmbH, Dr. Karl Lueger Platz 2, A-1010 Vienna. Tel: (0222) 52 81 40.

Rolf Budde Musikverlag GmbH—Gen. Mgr.: Andreas Budde, Gottfried Indra—see Gottfried Indra.

Caplan, see Johann Kaplan.

Condor Musikverlag Hannelore Winkler, Durigstr. 20, A-6020 Innsbruck. Cable: CONDOR. Telex: 054222. Owner & Mgr.: Hannelore Winkler.

Danubius Musikverlag GmbH, see Gottfried Indra.

Ludwig Doblinger (Bernhard Herzmann) KG, Dorotheergasse 10, A-1010 Vienna. Tel: (0222) 52 35 04. Cable: MUSICDOB. Comm'l Mgr.: Helmut Pany.

Eddyton Ed., see Gottfried Indra.

Efi-Ton Verlag, Filigradergasse 11, A-1060 Vienna. Tel: (0222) 57 69 423. Owner: Elisabeth Huber.

Euro-Music, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Telex: 113705. Gen. Mgr.: Thomas Albrecht; Ass't Mgr.: Hans Granzer, Peter Jirka.

Feuerschwert (Ed.), Hofmolkigasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 05. Mng. Dir.: Stephen von Friedberg. (Affiliated with Euro-Music).

Figaro Verlag GmbH, see Hermann Schneider.

Fortissimo Verlag, Margaretenplatz 4, A-1050 Vienna. Tel: (0222) 55 72 404. Mgr.: Bruno Hauer.

Future, see Johann Kaplan.

Gig Ed., see Gottfried Indra.

Gilpup, see Johann Kaplan.

Glochen-Verlag Musikverlag GmbH, Postfach 111, A-1043 Vienna; Theobaldgasse 16, A-1060 Vienna. Tel: (0222) 56 12 64. Mng. Dir.: Gertrud Eder.

Johann Kaplan Jr., Buergergasse 17-19/10/11/7, A-1100 Vienna Tel (0222) 64 54 104. Pres.: Johann Kaplan
 Johann Kliment, Kollingasse 15, A-1090 Vienna. Tel. (0222) 34 51 47
 Koch Recs., A-6652 Elbigenalp/Tirol. Tel. (05634) 6444, 6513 Telex 05561. Dir.: Franz Koch; Sales Mgr.: Selb Anton
 Kultur Kontakt Ed., see Gottfried Indra
 Life Music, see Gottfried Indra
 Ludwig Krenn GmbH, Reindorfgrasse 42, A-1150 Vienna. Tel. (0222) 834-231.
 Lesborne Oesterreich Trontraeger GmbH, Kremsergasse 8 10, A-1130 Vienna. Tel. (0222) 82 42 15. Telex: 134391. Gen. Mgr.: Herman Macek.
 M M S Music (AKM), see Wiener Boheme
 Messel Produktion Musikverlag Winkler & Harm oHG, Box 591, A-6021 Innsbruck, Siemensstr. 4, A-6041 Neu-Rum/Innsbruck. Tel. (05222) 63 45 10. Cable: MUSIKDEMATTE Telex: (05) 4222. Chief Exec. Helmut Winkler.
 Montego Mgmt., Kohlenhofgasse 4/8, A-1150 Vienna. Tel. (0222) 83 05 52. Telex: 111019. Gen. Mgr.: Lance Lumsden
 Oesterreichischer Bundesverlag, Schwarzenbergstr. 5, Vienna 1.
 Pappago Buch & Musikalienverlag & Buchvertriebs GmbH, see Josef Weinberger
 Peer-Southern Drg., see Southern Music
 Hans Peter Bühnen & Musikverlag, Baeckerstr. 6, A 1010 Vienna. Tel. (0222) 52 34 67.
 Phoebus Musikverlag, Spengergasse 2, A 1050 Vienna. Tel. (0222) 65 19 50. Owner: Erich Benedini
 Phonotones, see Johann Kaplan
 Profil Promos. (Ed.), Hadigasse 68, A 1140 Vienna. Tel. (0222) 82 41 31, 82 45 23. Telex: 134181. Owners: Herbert Fechter, Karl Scheibmaier
 Adolf Robitschek, Postfach 42, Graben 14, A-1011 Vienna. Tel. (0222) 52 32 89
 Rubato, Hollandstr. 18, A-1020 Vienna. Tel. (0222) 33 92 42
 Hermann Schneider Musikverlags KG, Postfach 287, Schellinggasse 7/6, A 1010 Vienna. Tel. (0222) 52 63 46.
 Screenmusic Musikverlags GmbH, Penzingerstr. 66, A-1140 Vienna. Tel. (0222) 82 26 84, 82 73 58. Gen. Mgrs.: Gerhard Heinz, Karl Spieths, Gottfried Indra
 Thomas Sessler Verlag GmbH, Johannesgasse 12, A-1010 Vienna. Tel. (0222) 52 32 84.
 Siegel & Hochmuth Verlags GmbH, Seilergasse 12, A-1010 Vienna. Tel. (0222) 52 21 42, 52 27 14, 52 27 51. Cable: WELTMUSIK. Telex: 135049
 Gen. Mgr.: Edith Hochmuth
 Solisten-Verlag, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel. (0222) 43 59 91. Telex: 113705. Gen. Mgr.: Thomas Albrecht; Ass't Mgrs.: Hans Granzer, Peter Jirka
 Sound Mill Ed., see Gottfried Indra
 Southern Music Wien GmbH, Seilergasse 12, A-1010 Vienna. Tel. 52 27 51, 52 27 14, 52 21 42. Cable: SOUTHMUSIC. Telex: 135049. Gen. Mgr.: Edith Hochmuth
 Step Two Musikverlag GmbH, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel. (0222) 43 59 91. Cable: STEPTWO. Telex: 113705. Gen. Mgrs.: Ralph Siegel, Thomas Albrecht; Ass't Mgrs.: Hans Granzer, Peter Jirka, Joachim Neubauer
 Studio Musikverlag, Freytaggasse 21, A-1210 Vienna. Tel. (0222) 30 53 09
 Dir.: Dr. Josef Nejez
 Styria, Labkowitzplatz 1, A-1010 Vienna. Tel. (0222) 52 92 23.
 Sunshine, see Johann Kaplan
 Symphonia, Lothringerstr. 20, A-1030 Vienna. Tel. (0222) 72 44 48.
 Taktell, see Gottfried Indra
 Theaterverlag Erich GmbH, Lothringerstr. 20, A-1030 Vienna. Tel. (0222) 72 45 85.
 Trans World Musikverlag GmbH, see Gottfried Indra
 Universal Ed, AG, Karlsplatz 6, A-1010 Vienna. Tel. (0222) 65 86 95. Cable MUSIKEDITION. Telex: 11397. Chief Exec. Dr. Johann Juranek
 Y A M O (Verband der Arbeiter Musikvereine Oesterreich), Fischerstiege 4, A-1010 Vienna. Tel. (0222) 63 91 65.
 Vado Ramona, see Johann Kaplan
 Josef Weinberger Wien, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel. (0222) 43 59 91. Telex: 113705. Cable: WEINJOS. Gen. Mgrs.: Thomas Albrecht, Richard Toeman, Johann Michel; Ass't Mgrs.: Hans Granzer, Peter Jirka
 Wiener Arton Verlags GmbH Buch & Musikalienhandlung, Schoenbrunnerstr. 124, A-1050 Vienna. Tel. (0222) 55 83 92. Gen. Mgr.: Thomas Albrecht; Ass't Mgrs.: Hans Granzer, Peter Jirka (Administered by Josef Weinberger)
 Wiener Boheme Verlag (AKM), Erdbergstr. 25-27, A-1030 Vienna. Tel. (0222) 72 35 64. Gen. Mgr.: Manuela Zerga.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Austrian Music Publis Union (Musikverleger Union Oesterreich), Baumannstr. 8-10, A-1030 Vienna. Tel. (0222) 73 15 55. Pres.: Johann Juranek
 Austrian Society for Music (Oesterreichische Gesellschaft fuer Musik), Ha nuschgasse 3, A-1010 Vienna. Tel. (0222) 52 42 99. Pres.: Dr. Harald Goertz
 Country Music Information, Erlaustr. 13/3, A-2344 Suedstadt. Tel. (01143) 2236, 871 52. Pres.: Peter Anderl
 I F P I Landesgruppe Oesterreich, c/o Anola Schalplatten GmbH, Postfach 98, A-1151 Vienna; Hofmolkigasse 1-5, A-1150 Vienna. Tel. (0222) 83 56 05. Telex: 131862.
 I G J-Internationale Gesellschaft fuer Jazzforschung (Int'l Society For Jazz Research), Leonhardstr. 15, A-8010 Graz. Tel. (03122) 32 0 53.
 I M Z (International Music Centre Vienna), Lothringerstr. 20, A-1030 Vienna. Tel. (0222) 72 57 95. Cable: INTERMUSIC. Telex: 133663. Pres.: Leo Nadelmann; Sec'y Gen.: Wilfried Scheib; Exec. Sec'y: Alexander Schischlik
 Internationale Gesellschaft fuer Alte Musik (International Society for Old Music), Minoritenplatz 2, A-1010 Vienna. Tel. (0222) 63 55 31. Exec.: Bernhard Kiebel; Gen. Mgr.: Gerold Seidl
 International Gustav Mahler Society, Wiedner Guertel 6/2, A-1040 Vienna 4. Tel. (0222) 65 08 355, 82 73 75. Pres.: Gottfried von Einem
 International Society for Contemporary Music, Hanschgasse 3, A-1010 Vienna. Tel. (0222) 52 98 57.
 Mediacult (International Institute for Audio-Visual Communication & Cultural Development), Metternichgasse 12, A-1030 Vienna. Tel. (0222) 72 53 44, 75 12 86. Cable: MEDIACULT
 Mozart Society of Vienna, Boesendorferstr. 12, A-1010 Vienna
 Mozart Union, Metternichgasse 8, A-1030 Vienna 3
 Musikalische Jugend Oesterreichs (Jeunes Musicales), Boesendorferstr. 12, A-1010 Vienna. Tel. (0222) 65 63 56
 Musikergewerkschaft (Gewerkschaft Kunst, Medien, Freie Berufe), Maria Theresienstr. 11, A-1090 Vienna
 O R F (Oesterreichischer Rundfunk) (Austrian Broadcasting Co.), Wuerz-

burggasse 30, A-1136 Vienna. Tel. (0222) 82910. Cable: ORF. Telex 132347.

Society of the Friends of Music in Vienna (Gesellschaft der Musikfreunde in Wien), Boesendorferstr. 12, A-1010 Vienna. Tel. (0222) 65 86 81.

CATALOG SERVICES

I M Z (International Music Centre Vienna), Lothringerstr. 20, A-1030 Vienna. Tel. (0222) 72 57 95. Cable: INTERMUSIC. Telex: 133663. Pres.: Leo Nadelmann; Sec'y Gen.: Wilfried Scheib; Exec. Sec'y: Alexander Schischlik

LICENSING ORGANIZATIONS, MUSIC.

A K M Gen. mbH (Staatlich genehmigte Gesellschaft der Autoren, Komponisten & Musikverleger), Baumannstr. 8-10, A-1030 Vienna. Tel. (0222) 73 15 55. Cable: MUSIKAUTOREN. Pres.: Dr. Marcel Rubin; Gen. Mgr.: Ernst Huemer. (Performing rights only)

Austro-Mechana GmbH (Gesellschaft zur Verwaltung & Auswertung mecha nisch-musikalischer Urheberrechte), Baumannstr. 10, A-1030 Vienna. Tel. (0222) 75 76 79. Pres.: Diktavian von Spitzmueller; Gen. Mgr.: Dr. Helmut Steinmetz (Mechanical rights only)

Literar-Mechana GmbH (Wahrnehmungsgesellschaft fuer Urheberrechte), Linke Wienzeile 18, A-1060 Vienna 6. Tel. (0222) 57 21 61. Dir.: Franz Leo Popp. (Mechanical rights only)

PLATING, PROCESSING & PRESSING PLANTS

Akustik Trontraeger GmbH, Industriegebiet, A-2433 Margarethen Moos. Tel. (02230) 2454. Telex: 133357. (45 & LP)

Polydor GmbH, Mariahilferstr. 127, A-1060 Vienna 6. Tel. (0222) 56 15 71. Mng. Dir.: Wolfgang Arming

PolyGram Rec. Serv. GmbH (IFPI), Kreiplatz 1, A-1195 Vienna. Tel. (0222) 37 15 45. Gen. Mgr.: Dr. Helmut Hofmann

Pressing capacity: 45-2400 units/year; LP-4800 units/year
 Otto G. Preiser & Co., Fischerstiege 9, A-1010 Vienna. Tel. (0222) 63 62 28, 63 18 53. Pres.: Otto G. Preiser.

RECORD PROMOTION

Communica, Kleeblattgasse 4, A-1010 Vienna. Tel. (0222) 63 24 45, 63 55 52, 66 34 48

I M Z (International Music Centre Vienna), Lothringerstr. 20, A-1030 Vienna. Tel. (0222) 72 57 95. Cable: INTERMUSIC. Telex: 133663. Pres.: Leo Nadelmann; Sec'y Gen.: Wilfried Scheib; Exec. Sec'y: Alexander Schischlik
 Koch Recs., A-6652 Elbigenalp/Tirol. Tel. (05634) 6444, 6513. Telex 05561. Dir.: Franz Koch; Sales Mgr.: Selb Anton
 Point Promo, Poetsch, Hofmolkigasse 1-5, A-1151 Vienna. Tel. (0222) 83 56 05. Telex: 11862. Gen. Mgr.: Wolfgang Poetsch

TAPE CUSTOM DUPLICATORS

Akustik Trontraeger GmbH, Industriegebiet, A-2433 Margarethen Moos. Tel. (02230) 2454. Telex: 133357.

Audio: Cassette

Koch Recs., A-6652 Elbigenalp/Tirol. Tel. (05634) 6444, 6513 Telex 05561. Dir.: Franz Koch; Sales Mgr.: Selb Anton

Audio: Cassette

Polydor GmbH, Mariahilferstr. 127, A-1060 Vienna 6. Tel. (0222) 56 15 71 Mng. Dir.: Wolfgang Arming

Audio: Cassette

PolyGram Rec. Serv. GmbH, Kreiplatz 1, A-1195 Vienna. Tel. (0222) 37 15 45. Gen. Mgr.: Dr. Helmut Hofmann

Audio: Cassette

• supplies

TAPE, BLANK LOADED & BULK RAW

Agia Gevaert GmbH, Mariahilferstr. 198, A-1153 Vienna 15. Tel. 83 36 41, 85 85 11. Telex: 2715. Mng. Dir.: H.-J. Kaminsh; Sales Mgr.: A. Pollatschek

Audio: Blank-compact-cassette, open reel, raw-cassette, broadcast studio

Audio: Cassette, open reel

Audio Magnetics, see Inter Import

B A S F Oesterreich GmbH, Hietzinger Hauptstr. 119, A-1131 Vienna. Tel. 82 94 31. Telex: 134264. Sales Mgr.: Hans Kempler

Audio: 1" 1/4" open reel, cassette; raw-1/4", 1/2" cassette

Video: 1" reel, 3/4" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette

Inter Import oHG, Czerningasse 6, A-1020 Vienna

Audio: AUDIO MAGNETICS 8-tr., cassette, open reel

• accessories

B A S F Oesterreich GmbH, Hietzinger Hauptstr. 119, A-1131 Vienna. Tel. 82 94 31. Telex: 134264. Sales Mgr.: Hans Kempler

Product: Tape-carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio)

Boyd & Haas, Rupertsplatz 3, A-1170 Vienna. Tel. (0222) 47 27 015

Product: Record-replacement stylus

Euroton Austria GmbH, Nobilgasse 40-42, A-1150 Vienna. Tel. (0222) 92 11 02. Telex: 131111. Mng. Dir.: E. Kozak; Sales Mgr.: Gerhard Hoke

Product: Record-carrying & storage cases, 45 rpm adaptors

Migo Schalplatten, Fuchsthalergasse 11, A-1090 Vienna. Tel. (0222) 31 54 96. Gen. Mgr.: Rudolf Matosovics

Product: Record-record care products

• store fixtures

Euroton Austria GmbH, Nobilgasse 40-42, A-1150 Vienna. Tel. (0222) 92 11 02. Telex: 131111. Mng. Dir.: E. Kozak; Sales Mgr.: Gerhard Hoke

Product: Browser boxes, display racks

BAHAMAS

Population: 238,000

Rate of exchange: \$1 (US) = 1.0 Bahamian dollars

Per capita income: \$4,168

Holidays: January 1, Good Friday, Easter Monday, First Friday in June (Labor Day), Whit Monday, July 10 (Independence Day), First Monday in August (Emancipation Day), October 13 (Discovery Day), December 25, 26 (Boxing Day)

• record & tape manufacturers / distributors / importers

House of Music Ltd., PO Box N9226, Mackey St., Nassau, N.P. Tel: 50331. Cable: MUSIC. Dir.: Hartlyn M. & Bradley B. Roberts. (Distributor/Importer)

International Music Recs. & Tapes, PO Box 2041, East St. S., Nassau. Tel: 5-3134. (Rack jobber-cutouts)

Intertone (Bahamas) Ltd., PO Box F1052, Freeport. Cable: ITONE. Telex: 297-30051. Gen. Mgr.: Terrence Gae; Dir.: Orville Turnquest; Sales Mgr.: Aaron Gardner. (Distributor/Importer)
 O H B Recs. Co. Box 521, Nassau, N.P.

BELGIUM

Population: 9,880,000

Rate of exchange: \$1 (US) = 48.9 Belgian francs

Per capita income: \$10,000

Holidays: January 1, 2nd Easter Day, Whitmonday, Ascension, May 1 (Labor Day), July 21 (Independence Day), August 15 (Assumption), November 1 (All Saints Day), November 11 (Armistice Day), December 25

RECORDS:

Record sales certification awards: Gold single-50,000 units (nat'l), 100,000 units (int'l), Gold LP-15,000 units (nat'l), 25,000 units (int'l)

Records sold domestically including imports: LP's 1980-9,056,000 units. EP's & Singles 1980-11,000,000 units

Record club sales: 5% of total

Discounting: Frequent

Type of record distribution: Percentages of total sales for 1979-manufacturer-to-retailer (48.1%), manufacturer-to-wholesaler-to-retailer (51.9%)

Jobsizes: 30,000

TAPE:

Market: Pre-recorded cassette sales are declining gradually, while blank tape sales continue to rise as more and more young buyers use blank tape to copy records. Pre-recorded video tape is just being introduced into the market

Pre-recorded tape sold domestically including imports: Cassette 1980-2,154,000 units

RADIO STATIONS:

No. of government: 3 (AM & FM), No. of independent: 150 (FM)

Comment: One station programs news, public services, and all types of music. Another features cultural shows, such as opera and classical music. A third transmits popular programs, including pop and rock music. All are run by the government, and since air time is not for sale, there are no commercials. The independent radio stations, which are, of course, illegal, all broadcast popular music, mostly of Belgian origin

TELEVISION STATIONS:

No. of channels: 12 government, 100% color

Comment: Television programs include news, sports, talk shows, cultural programs, children's shows, and a lot of movies, but not much popular music (one program per week on RTB and one program every two weeks on BRT)

IMPORT/EXPORT REGULATIONS:

Belgian regulations are based on the principles of free economy. Agreements with the Common Market are respected.

• record & tape manufacturers / distributors / importers

A R S, see American

Aariana, see Unidans

Avalanche, see Unidans

Alpha, see Leman & Gorle

Alpha Recs., 147 Leedsesteenweg, 9410 Erpe-Mere. Tel. (053) 70-43-23. Telex: 12585. Chief Exec.: Roland Uytendaele; Sales: Erna van Eerenbruch. (Exporter)

American Rec. Sales (ARS Recs. Pvba), 16 Landbouwstraat, 2020 Antwerp. Tel. (03) 216-1750. Telex: 71784. Pres.: Patrick Buschots; Gen. Mgr.: Ludo Vercaemmen; Sales Mgr.: Jean Halans

Labels: (Owned) BMC, (licensed foreign) Banana (Italy), Boni (Netherlands), Break (Netherlands), Music Works (Canada), O (USA), Rams Horn (Netherlands), Sam (USA), TGO Canada

Aquarius, see Unidans

Arcade, see Eurovox

Archiv, see PolyGram

Anola Benelux NV (IFPI), 3 Bloemendreefaven, 1810 Wemmel. Tel. (02) 269-4058. Telex: 62354. Gen. Mgr.: Bernard Carbonez; Sales Mgr.: Marc van den Abele; Mktg. Mgr.: Jean Marie Sochie; Promo. Mgr.: Jan Florizoone; Label Mgr.: Lieven van den Broeck

Labels: (Owned) Anola, Eurodisc, Arista, (licensed) Backstreet (USA), Bronze (UK), Celluloid (France), Chrysalis (UK), Hansa (Germany), Immediate (UK), Island (France), MCA (USA), Trojan (UK), Virgin (UK), Ze (USA)

Arista, see Anola Benelux

Artibano, 55 Rue Defosse, 6538 Manage. Tel. (064) 55-25-04. Gen. Mgr.: Benedetto Artibano

Asylum, see WEA

Atco, see WEA

Atlantic, see WEA

Atmos-Fear, see Interclub

B E A M Int'l, 35-37 Italelei, 2000 Antwerp. Tel. (031) 33-45-37. Cable: BEAMAUDIO. Telex: 71401. Mng. Dir.: Ed Savour. (Distributor/Importer/Exporter)

B M C, see American

B R M, see Baltic

Baltic-Dictad, see Baltic

Baltic SA/NV (IFPI), 105 bus 20 Carnotstraat, 2008 Antwerp. Tel. (03) 236-3856, 828-4084. Telex: 33140. Dir.: Ben Gysels; Gen. Mgr.: M. Wuyts; Sales Mgr.: Ronald Dom

Branch: 2610 Wilrijk/Antwerp, 82 Redenkerstraat. Tel. (03) 828-4084

Labels: (Owned) BRM, Baltic Baltic-Dictad, Fuga

Barclay, see PolyGram

Bram Recs., 86 Av. Molere B3, 1180 Brussels. Tel. (02) 345-4203. Telex: 26220. Chief Exec.: Jean Kluger. (Licensed to PolyGram)

BIZET PRODUCTIONS & PUBLIS NV LTD., (IFPI), 13 Madeleine St., 1000 Brussels. Tel. (02) 511-5120. Pres. & Gen. Mgr.: Felix R. Faecq; VPs: J.P. & V. Bzet

Labels: (Owned) Bravo, Expo, IMC, Jazz Club, Sphinx, (licensee) Garam Brazil. (SEE ADVERTISEMENT)

Blomhof SA (Es.), 172a Rue Brogneux, B-1070 Brussels. Tel. (02) 522-1813

Cable: BLOMRAD. Telex: 63086. Gen. Mgr.: C. Janssen; Maxell Mgr.: C van Canneyt

Labels: (Licensed foreign) INAK (Germany), Sheffield Lab (USA)
 Blue Jeans, see New Music
 Blue Note, see EMI

Boite a Musique, 17 Rue Ravenstein, 1000 Brussels. Tel: (02) 513-0965. Dir.: Antoine de Wouters d'Oplinter.
Label: Pavane.
 Both Sides Burning, see Interclub.
 Bravo, see Bizet.
 C B A Music (Connection Business Artists Inc.), 14 Rue de Turin, B-4020 Liege. Tel: (041) 42-86-87, 36-85-24. Gen. Dir.: Tomis Chitaren; Gen. Mgr.: Alan Desutter; Promo.: Dominique Evans; Copyright Serv.: Elena Davis.
Labels: CBA, Malena.
 C B S Disques/Grammofonplaten SA/NV (IFPI), 68 Chaussee de Vilvorde, 1120 Brussels. Tel: (02) 241-8730. Telex: 22642. Gen. Mgr.: Denis Boyer de la Grody.
 Cadans, see Stock.
 Capitol, see EMI.
 Cardinal Recs. Int'l, 15 bis Wouter Haeccklaan, B-2100 Deurne. Tel: (031) 321-7874. Dir.: Rocco Granata.
 Carrere Belgium, 591 Ch. de Jette, Brussels. Tel: (02) 428-8954. Telex: 64137. Gen. Mgr.: E. van der Smissen.
Label: (Owned) Carrere.
 Classics for Pleasure, see Music for Pleasure.
 Clown Music NV (IFPI) (div. of Johnny Hoes Benelux Music Inds.), PO Box 24, B-3680 Maaseik. Tel: (011) 86-59-36. Dir.: Jacque Hoes; Gen. Mgr.: Joseph Verbiest.
Labels: (Owned) Clown, Gnome, Start.
 Cogedep (SA) Music Rack-Jobber, 290 Av. de Schaarbeek, 1800 Vilvorde. Tel: (02) 251-6070. Mng. Dir.: Gustave Smeets; Sales Mgr.: Georges Verheyen. (Distributor/Rack Jobber).
 Columbia, see EMI.
 Constellation, see WEA.
 Cotillon, see WEA.
 Grammed Discs, 52 Rue Paul Lauters, 1050 Brussels. Tel: (02) 640-7914. Telex: 65146. Gen. Mgr.: Marc Hollander; Sales Mgr.: Olivier Priel; Promo. Dir.: Hanna Gorjaczowska.
 Dark Horse, see WEA.
 Decibel Music, 15 Europalaan, Industriezone 2, B-9800 Deinze. Tel: (091) 86-48-81. Telex: 12197. Gen. Mgrs.: Chris R. Van Oost, Jules G. Callebaut Sr.
 Deutsche Grammophon, see PolyGram.
 Diamant, see Vogue.
 Disco-Matic, see Monopole.
 Disco-Show, see Monopole.
 Discus, see Parsifal.
 Distridisc PvbA-Spt., 47 van Trierstraat, 2000 Antwerp. Tel: (03) 237-1258, 449-1307. Telex: 32559. Mng. Dir.: Patrick Asselberghs. (Distributor/Importer).
 Down South, see Monopole.
 Downtown, see Interclub.
 Duch, see WEA.
 Dureco Belgium SA, 1 Av. J.P. Ballings, B-1090 Brussels. Tel: (02) 479-9983. Telex: 63068. Pres.: A.E. Palmans; A&R Mgr.: Al van Dam; Sales Mgr.: C. Janssens.
Labels: (Owned) Dureco Benelux, Eff Provincien, Golden Oldies, High Fashion, Oiala, Omega, Te Deum; (licensed) ECM, Japo, Nabel, Timeless, Watt, Zahro.
 E L K A, see Asselberghs.
 E M I-America, see EMI Belgium.
 E M I Belgium SA/NV (IFPI), 49 Rue Emile Claus, 1050 Brussels. Tel: (02) 640-7501. Telex: 22616. Mng. Dir.: C.G.W. Andrews; A&R Mktg. Mgr.: J. Govaerts; Sales Mgr.: H. Hendrickx; Label Mgrs.: B. Robert, L. Arys; Classical Label Mgr.: J. Langlois.
Labels: (Owned) Blue Note, Capitol, Columbia, EMI, EMI-America, Electrola, HMV, Harvest, IBC, Liberty-United, Odeon, Parlophone, Pathe, Punch, Regal-Zonophone; (licensed foreign) Harmonia Mundi (Germany), Purple (UK), RAK (UK), Rolling Stones (UK).
 Electrola, see EMI.
 Elektra, see WEA.
 Elf Provincien, see Dureco.
 Ever Recs., 97 Rue de la Marfriere, 7700 Mouscron. Tel: (056) 33-15-45. Telex: 57744. Gen. Mgr.: Marcel de Keuleleer; Int'l Mgr.: Pierre Vandemaele.
 Eurodisc, see Ariola Benelux.
 Eurovox Music Group, 322 Piersstraat, 2250 Kontich. Tel: (03) 887-6020. Cable: EUROHOUSE. Telex: 33140. Owner & Dir.: Lou Van Rymenant.
Labels: Arcade, Eurovox, Valentine.
 Explorer, see WEA.
 Expo, see Bizet.
 Flower, see Jump.
 Fly Music SprL, 133/135 Chaussee de Nvelles, B-6521 Arquennes. Tel: (067) 87-81-43. Pres.: Jean Sablon.
Labels: (Owned) Fly, Lucifer.
 Folklore, see New Music.
 Fonk, see Interclub.
 Fontana, see PolyGram.
 Frankie Music PvbA, 74 Greinstraat, Antwerp. Tel: (03) 32-24-85, 31-60-60, 33-65-99. Cable: FRASUPREME.
Labels: (Owned) Franlue, Pims, Supreme.
 Free, see Interclub.
 Fuga, see Baltic.
 Fun Recs., 14 Nieuwstraat, 3370 Boutersem. Tel: (016) 73-36-04. Mgr.: M. Pitschou.
 Galaxy, see Interclub.
 Gamma-Rec., 78/80 Lange van Bloerstraat, 2000 Antwerp. Tel: (031) 35-21-11. Telex: 33713. Gen. Mgrs.: Leo Felsenstein, Stonne Holmgren. (One Stop/Importer/Exporter).
Labels: (Licensed domestic) J.W.'s, Snow; (licensed foreign) Ogun (UK).
 Gnome, see Clown.
 Golden Oldies, see Dureco.
 H M V, see EMI.
 Hans, see Hans Kusters & PolyGram.
 Harvest, see EMI.
 Hebra, see New Music.
 High Fashion, see Dureco.
 Horizon, see New Music.
 Hurrah, see Palette.
 I B C, see EMI.
 I M C, see Bizet.
 Impact, see PolyGram.
 Inelco Belgium SA (IFPI), 94 Av. des Croix de Guerre, 1120 Brussels. Tel: (02) 216-0160. Cable: INELCOBEL. Telex: 22090. Pres.: Pierre-Jean Goemaere; Sales Mgr.: Marc Haelters.
Labels: (Owned) Lark; (licensed foreign) Groove (UK), Metropole (France), Ovation (USA), Rockhouse (Netherlands), Satri (UK), Strand (Germany).

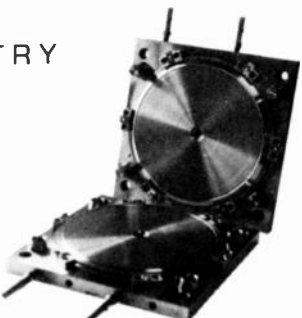
Inside Recs. NV, 92-94 Berendrechtstraat, 2020 Antwerp. Tel: (031) 16-06-60.
 Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31; 7 Steenmolenvlaet, 2580 Sint-Katelijne-Waver. Tel: (015) 20-05-87. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr.
Labels: (Owned) Almos-Fear, Both Sides Burning, Downtown, Fonk, Free, Future, Galaxy, Space; (licensed) Goldisc (USA).
 J W's, see Gamma.
 Jazz Club, see Bizet & Palette.
 Jump Recs., Langemont, 9460 Aaigem (Erpe-Mere). Owner & Mgr.: Eddy van Mouffaert.
Labels: (Owned) Flower, Jump; (licensed) Yeah Songs.
 Roland Kluger Music (RKM), 8 Rue Fernand Neuray, 1060 Brussels. Tel: (02) 344-4840. Pres.: Roland Kluger; Int'l Mgr.: Ida Halila; Exploitation Mgr.: Herman van Laar.
Label: (Owned) RKM.
 Hans Kusters Music PvbA, Broekstr. 10, B-1703 Kobbege-Asse. Tel: (02) 452-7203/8963. Cable: KUSTERMUSIC. Telex: 62228. Pres.: Hans-P. Kusters.
Label: (Owned) Hans.
 L R, see Parsifal.
 Lark, see Inelco.
 Leman & Gorle SprL, 27 Rue Steppe, Brussels. Tel: (02) 427-3372. Gen. Mgr.: Pierre Gorle.
Labels: (Owned) Alpha, MBM (Monumenta Belgicae Musicae).
 Liberty-United, see EMI.
 Lucifer, see Fly.
 M B M, see Leman & Gorle.
 M G M, see PolyGram.
 Malena, see CBA.
 Meeuwens Disques, 2 Av. des Merisiers, 1320 Genval. Tel: (02) 425-4010. Telex: 22922. Promo.: F. van der Smissen.
 Mercury, see PolyGram.
 Midi, see WEA.
 Monopole Recs. (NV Lambrechts), 19 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25. Mgr.: J. van de Vel; Gen. Mgr.: L. Lambrechts.
Labels: (Owned) Disco-Matic, Disco-Show, Down South, Monopole, Paprika, Passe-Partout, White Label.
 Monumenta Belgicae Musicae-MBM, see Leman & Gorle.
 Moonshine, see Parsifal.
 Music for Pleasure (Belgium) NV (IFPI), 25 Oud Strijderstraat, 1600 Sint-Petersleuwe. Tel: (02) 377-8086. Telex: 64505. Mng. Dir.: C. Andrews; Gen. Mgr.: J. Brunet; Prod. Mgr.: M. Heymans.
Labels: (Owned) Classics for Pleasure, Music for Pleasure, Prestige For Pleasure, Sounds Super, Success For Pleasure.
 Music Radio Promos. Benelux, Postbus 31, Luchtbal, B-2030 Antwerp 3. Tel: (031) 64-73-08. Dir.: Louisa Eychmans; Gen. & Sales Mgr.: Jozef Segers. (Distributor/Importer).
 N M C, see New Music.
 Nevofoon, see Stock.
 New Music Corp./Hebra Recs., 30 Rue St. Christophe, 1000 Brussels. Tel: (02) 512-9375/7361. Gen. Mgr.: Jean Darlier.
Labels: Blue Jeans, Folklore, Hebra, Horizon, NMC, Olympia, Vedette, Nonesuch, see WEA.
 O K Recs., 31 Rue Montoyer, 1040 Brussels. Tel: (02) 511-7290. Telex: 26146. Dir.: Nigel Griffiths.
 Odeon, see EMI.
 Oiala, see Dureco.
 Omega, see New Music.
 Omega, see Dureco.
 Onadisc, 21-A Oude Dorpsweg, 8202 Varsenare. Tel: (050) 31-59-10. Gen. Mgr.: Christopher Wybouw.
Labels: (Owned) Onadisc, Roadrunner.
 Onyx, see Stock.
 Palette Recs., 8 Rue Fernand Neuray, B-1060 Brussels. Tel: (02) 344-4840. Telex: 26350. Pres.: Felix Jaccz; VP & A&R: Roland Kluger.
Labels: (Owned) Hurrah, Jazz Club, Palette, Sphinx.
 Paprika, see Monopole.
 Parlophone, see EMI.
 Parsifal, 67 Gulden Vlieslaan, 8000 Brugge. Tel: (050) 33-95-16. Telex: 81251. Chief Exec.: G. Behaeghel.
Labels: (Owned) Moonshine, Parsifal; (licensed) Discus, LR, Vogel.
 Passe-Partout, see Monopole.
 Pathe, see EMI.
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Honky Tonk, 6 Genhof, 8000 Brugge. Tel: (050) 33-81-30.
Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Pirox; Gen. Mgr.: Leopold Pirox; Sales Mgr.: C.J. Pirox Jr.
Lion Concerts, 7 Koninklijke Laan, 2600 Berchem. Tel: (331) 30-18-94.
Metropolitan Entertainment, 16 Leopoldstr., 2000 Antwerp. Tel: (031) 64-73-08.
Microtone, 5 Oude Graanmarkt, 1000 Brussels. Tel: (02) 358-0942.
Maurice Moreau, 65/68 Blvd. Mettelwie, 1080 Brussels. Tel: (02) 466-9972.
Music Radio Promos, Benelux, Postbus 31, Luchtbal, B-2030 Antwerp 3. Tel: (031) 64-73-08. Dir.: Louisa Eychmans; Gen. & Sales Mgr.: Jozef Segers.
Lucy Rozenbaum, 8 Rue Fernand Neuray, 1060 Brussels. Tel: (02) 344-2112. Telex: 26350.
Zoom Music, 36 Av. Bel-Air, B-1180 Brussels. Tel: (02) 343-4590. Gen. Mgr.: Michel Hellawell.

TAPE CUSTOM DUPLICATORS

Crown Music NV, PO Box 24, B-3680 Maaseik. Tel: (11) 86-59-36. Audio: 8-tr., cassette.

F. R. FAECQ presents:
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by GENE CONNORS



on JAZZ CLUB RECORDS



BIZET MUSIC GROUP
 C/O TMV Enterprises
 147 West 42nd St. Ste 603
 New York, NY 10036
 212-947-0949



Eipeco Ltd., 32 Gosseilaan, B-1720 Groot-Bygaarden, Brussels. Tel: (02) 466-1816. Telex: 63442. Pres.: Jan Neef; Sales Mgr.: Georges Martens.

Audio: Cassette.
Harry's PvbA, 100 Bergstraat, 3100 Heist-op-den-Berg. Tel: (015) 24-49-50. Telex: 63379. Mng. Dir.: Stan Verbeek.

Audio: Cassette.
Video: 1/2" VHS Cassette.

• **supplies**

ENVELOPES & MAILERS

Drucop Printing Office, 273 Beertstraat, B-1500 Halle. Tel: (02) 356-3835. Telex: 25832. Dir.: Jan Neef.

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr.

JACKETS & SLEEVES

Drucop Printing Office, 273 Beertstraat, B-1500 Halle. Tel: (02) 356-3835. Telex: 25832. Dir.: Jan Neef.

Harry's PvbA, 100 Bergstraat, 3100 Heist-op-den-Berg. Tel: (015) 24-49-50. Telex: 63379. Mng. Dir.: Stan Verbeek.

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr.

Monopole Recs.-Barlow Printing, 19 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25. (LP only)

LABELS, DISK

See Professional Tape Supplies & Accessories for tape labels.
Drucop Printing Office, 273 Beertstraat, B-1500 Halle. Tel: (02) 356-3835. Telex: 25832. Dir.: Jan Neef.

Monopole Recs.-Barlow Printing, 19 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25. (45 & LP)

POLYETHYLENE BAG & SHRINKWRAP SUPPLIERS

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr. (Polybags only)

Triako, 25 Rue des Alycons, B-1080 Brussels.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Monopole Recs.-Barlow Printing, 19 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25.
Product: Cassette labels.

DISK & TAPE MANUFACTURING EQUIPMENT

TOOL & REC. INC., 19-21 Av du Pont de Luttre, B-1190 Brussels. Tel: (02) 343-9860, 344-5267. Telex: 61269.
Product: Record molds. (SEE ADVERTISEMENT)

TAPE, BLANK LOADED & RAW

Agfa-Gevaert NV, Verkooporganisatie Benelux, 27 Septestr., 2510 Mortsel. Tel: (031) 40-59-00. Telex: 72849. Magneteband Dept. Mng. Dir.: D. van den Broek.

Audio: Blank-2", 1" & 1/2" open reel, cassette; raw-1/2" cassette.
Video: Blank-2" & 1" open reel, 3/4" Beta, VHS & V-2000 cassette.

Amplex SA, 8 Rue de l'Industrie, B-1400 Nivelles. Tel: (067) 22-49-21. Telex: 57432.
Audio: 2", 1", cassette, open reel.
Video: 2", 1", 1/2", cassettes, 3/4" Beta & VHS cassette.

B A S F Chemie SA, 14 Av. Hamoir, B-1180 Brussels. Tel: (02) 375-2400. Cable: BASBRU. Telex: 22016. Pres.: Jacky Swallens; Consumer Prods. Sales Mgr.: Marc Govaert; Prof. Prods. Sales Mgr.: Eliane Poreye.

Audio: Blank-2", 1" & 1/2" reel, cassette; raw-1/2" cassette.
Video: Blank-1" reel, 1/2" U-matic cassette, 3/4" Beta, VHS & V-2000 cassette; raw-1/2", 3/4".

B E A M Int'l, 35-37 Italiei, 2000 Antwerp. Tel: (031) 33-45-37. Cable: BEAMAUDIO. Telex: 71401. Mng. Dir.: Ed Savor. (Blank only)
Audio: Cassette.
Video: 1/2" VHS cassette.

Biomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Gen. Mgr.: C. Janssen; Maxell Mgr.: C. van Canneyt. (MAXELL Audio & Video)

Audio: Blank-1/2" reel, cassette; raw-1/2", 3/4" cassette.
Video: Blank-1/2" U-matic cassette, 3/4" Beta & VHS cassette; raw-1/2"

De Greef Sprl., 367 Chaussee d'Alsemberg, B-1180 Brussels. Tel: (02) 345-3918. Cable: MATRADIO. Telex: 24616. Mng. Dir.: F. Morris; Gen. Mgr.: P. Moulart. (Blank only)

Audio: PYRAL Cassette, open reel

Eipeco Ltd., 32 Gosseilaan, B-1720 Groot-Bygaarden, Brussels. Tel: (02) 466-1816. Telex: 63442. Pres.: Jan Neef; Sales Mgr.: George Martens. (Blank only)

Audio: Cassette.
I C M, see Triako.
Magnex, see Troubadour.

Maxell, see Biomhof.
Pyril, see De Greef.

Triako, 25 Rue des Alycons, B-1080 Brussels. (Raw only)
Audio: ICM 8-tr., cassette, open reel

Troubadour Sprl., 141 Grande Rue au Bois, B-1030 Brussels. Tel: (02) 736-7831. Telex: 25987. Mng. Dir.: Rene Balanger. (Blank only)
Audio: MAGNEX Cassette.
Video: MAGNEX 1/2" VHS & 1/4" CVC cassette.

• **accessories**

Agfa-Gevaert NV, Verkooporganisatie Benelux, 27 Septestr., 2510 Mortsel. Tel: (031) 40-59-00. Telex: 72849. Magneteband Dept. Mng. Dir.: D. van den Broek.

Product: Tape-carrying & storage cases, leader tape, splicing tape & equip. (all audio), head cleaners (audio & video)

Amplex SA, 8 Rue de l'Industrie, B-1400 Nivelles. Tel: (067) 22-49-21. Telex: 57432.
Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)

Aracor SA, 12 Blvd. Sylvain Dupuis, B-1070 Brussels. Tel: (02) 521-2370, 522-9327. Telex: 61450. Mng. Dir.: Werner Hays; Sales Mgr.: Claude Hays.

Product: Record-AUREAC carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape-AUREAC carrying & storage cases, head cleaners, demagnetizers, splicing tape.

Biomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Cable: BLOMRAD. Telex: 63086. Gen. Mgr.: C. Janssen; Maxell Mgr.: C. van Canneyt.

Billboard 1983-1984 International Buyer's Guide

Product: Record-record care prods., turntable mats, 45 rpm adaptors, replacement styli.

De Greef Sprl., 367 Chaussee d'Alsemberg, B-1180 Brussels. Tel: (02) 345-3918. Cable: MATRADIO. Telex: 24616. Mng. Dir.: F. Morris; Gen. Mgr.: P. Moulart.

Product: Record-STANTON replacement styli.
Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr.

Product: Record-carrying & storage cases, record care prods., turntable mats; Tape-carrying & storage cases, head cleaners, demagnetizers (all audio).

Triako, 4/4 Rue des Alycons, B-1080 Brussels.
Product: Tape-carrying & storage cases, head cleaners.

• **promotional merchandising aids**

The following is a list of companies involved in the manufacturing of items promoting the music industry and/or its artists.

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr.

Product: Posters, belt buckles, t-shirts, jackets, patches, buttons, badges, mirrors.

Monopole Recs.-Barlow Printing, 19 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25.
Product: Posters

• **store fixtures**

Interclub Belgium, 1 Arsenaalstraat, 2800 Mechelen. Tel: (015) 41-13-31. Mng. Dir.: G.C.J. Piroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr.

Product: Disk-browser boxes (audio), display racks (audio & video), divider cards (audio); Tape-browser boxes (audio), display racks (audio).

BERMUDA

Population: 67,761.
Rate of exchange: \$1 (US) = 1.0 Bermudan dollars.
Per capita income: \$9,250.
Holidays: January 1, Good Friday, May 24 (Bermuda Day), Cup Match Days, December 25, 26 (Boxing Day).

• **record & tape manufacturers / distributors / importers**

Duane, see Edmar.
Edmar Recs., PO Box 204, Harrington Hundreds, Hamilton 5. Tel: (809) 295-4839. Pres.: Edward De Mello; Gen. Mgr.: Joseph De Mello.
Labels: (Owned) Duane, Edmar.

BOLIVIA

Population: 5,900,000.
Rate of exchange: \$1 (US) = 198 pesos.
Per capita income: \$692.
Holidays: January 1, Good Friday, May 1 (Labor Day), May 25 (Chuquisaca Anniversary), Corpus Christi, July 16 (La Paz Day-La Paz only), August 6 (Independence Day), September 14 (Cochabamba Day-Cochabamba only), December 25

• **record & tape manufacturers / distributors / importers**

Andes, see Jallalla.
Discolandia Dueri & Cia. Ltda. (IFPI), Calle Potosi 920, 1st fl., La Paz. Tel: 3-28513, 3-56656. Cable: DISCOLANDIA. Telex: 5458. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Label Mgr.: Henry Dueri; A&R: Orlando Rojas; Gen. Acct'g: Alberto Espinoza; Promo. & Pub.: Oscar Rivero; Gen. Mgr. Sales: Oscar Prieto
Labels: (Owned) Exito, Lyra; (licensed) Decca (UK), De-Lite (USA), EMI (UK), IEMPSA (Peru), MCA (USA), Motown (USA), Polydor (West Germany) WEA (USA)

Exito, see Discolandia Dueri.
Heriba Ltda. (IFPI), Calle Abdon Saavedra 2190, La Paz. Tel: 351-744, 343-580, 367-831. Cable: HERIBA. Telex: 2655. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger Ibanez; Prod'n Dir.: Dora de Ibanez.
Labels: (Owned) Heriba; (licensed) A&M (USA), CBS (worldwide), IFESA (Ecuador), Microfon (Argentina), Sondor (Uruguay), Top Hits (USA, Venezuela)

Infobon Ltda., see Industria Boliviana del Fonograma.
Industria Boliviana del Fonograma Srl (Infobon Ltda.), Edif. Alameda, Bloque B, 6th fl., Of. 205, El Prado, La Paz. Tel: 372-228. Telex: 5458. Int'l Dir. & Gen. Mgr.: Johnny Dueri; Sales Mgr.: Mario Luis Flores.
Labels: (Licensed) RCA (USA)

Jallalla (Discos), Calle Figueroa 788, 2nd fl., Dept. 1, La Paz. Tel: 366-514. Cable: JALLALLA. Pres. & Dir. Gen.: Julio Martinez Arteaga; Exec. Sec'y: Arminda Gonzales Taibo.
Labels: (Owned) Andes, Jallalla.

Lauro & Cia. Ltda., Av. de las Heroinas 0534, Cochabamba. Tel: 2-6632. Cable: LAURO. Telex: 6244. Owner: Laureano Rojas Alcocer; Sales Mgr.: Orlando Bustamante; Int'l Mgr.: Elba Pailito.

Labels: (Owned) Lauro, Lauro Int'l; (licensed) Ariola (Germany, Mexico, Spain, Brazil), Belter (Spain), Columbia (Spain), Copacabana (Brazil), Disneyland (USA), El Disco de Moda (Venezuela), Fantasy (USA), Fermata (Brazil), Gamma (Mexico), Hispavox (Spain), Jupiter (Germany), Musart (Mexico), Music Hall (Argentina), Musidisc (Argentina), Peerless (Mexico), Phonogram (Argentina, Brazil, Chile, Colombia, Mexico, Peru, Spain, Uruguay, Venezuela), Seeco (USA), TK (Argentina), Zafiro (Spain).
Lyra, see Discolandia Dueri.

• **music publishers**

Heriba (Ed. Musical), Calle Abdon Saavedra 2190, La Paz. Tel: 351-744.

Cable: HERIBA. Telex: 2655. Gen. Mgr.: Eduardo Ibanez Wigger.
Kollasuyo (Eds. Musicales) (Sobodaycom), Calle Figueroa 788, 2nd fl., Dept. 1, La Paz. Tel: 366-514. Cable: KOLLASUYD. Pres. & Dir. Gen.: Julio Martinez Arteaga; Exec. Sec'y: Arminda Gonzales Taibo; PR: Sergio Hinojosa Montes.

Lyra (Ed.), Casilla 422, Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri.

• **services**

LICENSING ORGANIZATION, MUSIC

Sobodaycom (Sociedad Boliviana de Autores & Compositores de Musica), Calle Figueroa 788, 2nd fl., Dept. 1, La Paz. Tel: 366-514. Cable: SOBO-DAYCOM. Pres. & Dir. Gen.: Julio Martinez Arteaga; Sec'y: Jorge Cenedo Michel.

PLATING, PROCESSING & PRESSING PLANTS

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Discolandia Dueri & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.

Heriba Ltda., Calle Abdon Saavedra 2190, La Paz. Tel: 351-744. Cable: HERIBA. Telex: 2655. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger Ibanez; Prod'n Mgr.: Dora de Ibanez. (PKG)
Audio: Cassette.

RECORD PROMOTION

Heriba Ltda., Calle Abdon Saavedra 2190, La Paz. Tel: 351-744. Cable: HERIBA. Telex: 2655. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger Ibanez; Prod'n Mgr.: Dora de Ibanez.

• **supplies**

ENVELOPES & MAILERS

JACKETS & SLEEVES

LABELS, DISK

POLYETHYLENE BAGS

PROFESSIONAL TAPE SUPPLIES

RECORD MANUFACTURING EQUIPMENT

TAPE, BLANK LOADED

TAPE DUPLICATING & PROCESSING EQUIPMENT

Discolandia Dueri & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.

• **accessories & store fixtures**

Discolandia Dueri & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.

Product: Record-record care prods., replacement styli; Tape-head cleaners, demagnetizers, leader & splicing tape; record & tape browser boxes, record & tape display racks, record & tape divider cards.

BRAZIL

Population: 124,500,000.
Rate of exchange: \$1 (US) = 480 cruzeiros.
Per capita income: \$2,067.
Holidays: January 1, Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), September 7 (Independence Day), November 2 (Memorial Day), November 15 (Proclamation of the Republic), December 25.

RECORDS:

Average retail price per record: Singles-\$2; LP's-\$8.

CONSUMER ELECTRONICS:

Number of radios: 45,200,000; number of television sets-19,000,000.

• **record & tape manufacturers / distributors / importers**

Alldisc-Consultoria & Comercial Fonografica Ltda., Rua Alagoas 159, cj. 84, 01242 Sao Paulo. Tel: (011) 257-8424. Telex: 1132128. Pres.: Geraldo L. Loewenberg; Gen. Mgr.: Janine M.U. Loewenberg; Sales Mgr.: Roberto A. Loewenberg; A&R Mgr.: Celso Pinheiro Rodrigues.
Labels: (Owned) Alldisc; (licensed) Ariston (Italy), Bainbridge (USA), Black & Blue (France), Coombe (UK), Countdown (Germany), DRG (USA), Dureco (Netherlands), Durium (Italy), Eite-Special (Switzerland), Everest (USA), Jo-Jo (USA), Laudis (Italy), Ri-Fi (Italy), Telstar (Netherlands), Yadeca (Portugal).

Angel, see EMI-Odeon.
Archiv, see PolyGram.

Ariola Discos Fonograficos & Fitas Magneticas Ltda., Rua General Rabelo 43, Gavea 22451, Rio de Janeiro. Tel: (021) 274-2545/2697. Cable: ARIOLA DISCOS. Telex: (021) 33462. Gen. Mgr.: Peter Klam; Sales Mgr.: Ely de Oliveira; Int'l A&R Mgr.: Miguel Aranga.

Branch: Sao Paulo, Rua Texeira da Silva 654, 04002 Paraisopolis. Tel: (011) 283-0433. Cable: ARIOLA DISCOS. Telex: 33039.
Labels: (Owned) Ariola, Baccarola, Laco; (licensed) Arista (UK, USA), Barclay (France), Bronze (UK), ECM (Germany), Handshake (USA), MCA (UK, USA), Red Bus (UK, 21 (USA).

Asa Branca, see RGE.
Asylum, see WEA.

Alco, see WEA.
Atlantic, see WEA.

Baccarola, see Ariola.
Bandeirantes Discos (IFPI), Av. Brigadeiro Luis Antonio 1404, 1st fl. Sobrelaja, Conj. 11B, Sao Paulo. Tel: (011) 289-0477. Dir.: Roberto de Oliveira; Artistic Mgr.: Sergio Lopes; Int'l Dir.: Claudio Petraglia.

Labels: (Owned) Clack, Master; (licensed foreign) Band.
Barclay, see PolyGram.

Bruno Blois & Cia. Ltda., Rua 24 de Maio 276, 7th fl., C/74, 01041 Sao Paulo, Gen. Mgr.: Bruno Blois. (Importer)
 Building, see Som Industria & Comercio.
 C B S Industria & Comercio Ltda. (Discos) (IFPI), Praia do Flamengo 200, 15th fl., 22210 Rio de Janeiro, Tel: (021) 205-1112. Cable: COLRECORD. Telex: 2132449. Mng. Dir.: Tomas Munoz; Mktg. Mgr.: Roberto Augusto. Labels: (Owned) CBS, Collector Jazz Series, Entre, Epic, Harmony, Masterworks, Uirapuru, Veleiro; (Licensed foreign) A&M (USA), Delphine (France), Geffen (USA), Hispavox (Spain), Jet (UK), RKM (Belgium).
 C I D, see Companhia Ind'l de Discos.
 Camden, see RCA.
 Campeao see Presenca.
 Capitol, see EMI-Odeon.
 Carroussel, see Companhia Ind'l de Discos.
 Center, see Seta.
 Chantecler, see Gravacoes Eletricas.
 Charger, see Som Industria & Comercio.
 Clack, see Bandeirantes & WEA.
 Clave, see Rede.
 Collector Jazz Series, see CBS.
 Companhia Ind'l de Discos (IFPI), Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro, Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.
 Labels: (Owned) CID, Carroussel, Crazy Cat, Itamaraty, Magic Music, Square; (Licensed) Alshire (USA), Biram (France), Coombe (UK), Count-down (Germany), DI (UK), Energy (UK), Euphoria (USA), Everest (USA), Marier (Spain), Pickwick (USA), Saar (Italy), Seeco (USA), Spector Int'l (USA), Toledo/Hansa (Germany).
 Continental, see Gravacoes Eletricas.
 Copacabana, see Som Industria & Comercio.
 Cotillon, see WEA.
 Couro, see Seta.
 Crazy Cat, see Companhia Ind'l de Discos.
 D G, see PolyGram.
 Decca, see PolyGram.
 Disco, see Gravacoes Eletricas.
 Disc Teste, see Mangione.
 Disquinho, see Gravacoes Eletricas.
 Dragon, see WEA.
 E M I-Odeon Fonografica Industrial & Eletronica Ltda., Caixa Postal 2752, 20001 Rio de Janeiro, Rua Mena Barreto 151, Botafogo, 22271 Rio de Janeiro, Tel: (021) 286-1212. Cable: TURNTABLE. Telex: (021) 23678. Mng. Dir.: Guy Deluz; Gen. Mgr.: Yuhikaru Eto; Int'l A&R Mgr.: Jorge Davidson; Sales Mgr.: Atlio Baccheretti. Labels: (Owned) Angel, Capitol, EMI, EMI-America, Fenix, Harvest, Imperial, Jangada, Odeon, Parlophone, Pathe, Standard; (Licensed) MPL (UK), RAK (UK).
 Eldorado (Estudio) Ltda., Rua Major Queidinho 76, 7th fl., 01050 Sao Paulo, Tel: (011) 256-5411. Telex: 1124005. Pres.: Joao Lara Mesquita; Gen. Mgr.: Nelson Fernandes Filho; Sales Mgr.: Dirce Hortencio Sanchez; Int'l Mgr.: Geraldo L. Loewenberg.
 Elektra, see WEA.
 Elenco, see PolyGram.
 Emblema, see Padrao.
 Entre, see CBS.
 Epic, see CBS.
 Equipe, see Padrao.
 Fenix, see EMI.
 Fermata Industria Fonografica Discos & Cassettes, Rua Josef Kryss 90, 01139 Sao Paulo, Telex: (011) 21735.
 Festa, see PolyGram.
 Fontana, see PolyGram.
 Gold Seal, see RCA.
 Gravacoes Eletricas SA (IFPI), Av. do Estado 4667, 01515 Sao Paulo, Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Mng. Dir.: Hans Hjalmar Paul Beugger; Comm'l Mgr.: Moacyr Minghini Machado. Labels: (Owned) Chantecler, Continental, Disco, Disquinho, (Licensed) Disneyland (USA).
 Groove, see RCA.
 Guarani, see Mangione.
 Hara Internacional Musica & Filmes Ltda., Rua Joaquim Silva 56, 5th fl., Rio de Janeiro, Tel: (021) 252-4256, 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget. Labels: (Owned) Musidisc, Oaxala.
 Harmony, see CBS.
 Harvest, see EMI-Odeon.
 Heliodor, see PolyGram.
 I N A, see WEA.
 Imagem, see Musisom.
 Imperial, see EMI-Odeon.
 International, see RCA.
 Itamaraty, see Companhia Ind'l de Discos.
 Jangada, see EMI.
 Joias Musicais, see Mangione.
 Laco, see Ariola.
 M G M, see PolyGram.
 Magic Music, see Companhia Ind'l de Discos.
 Mangione, Filhos & Cia. Ltda., Rua Ramalho Ortigao 38, 1st fl., Rio de Janeiro ZC-00, Tel: (021) 242-3223. Cable: EOMANGIONE. Pres.: Estevam S. Mangione; Gen. Mgr.: Estevao Salvador S. Mangione; Sales Mgr.: Ubaldino S. Mangione. Labels: (Owned) Disc Teste, Guarani, Joias Musicais, Red Lips.
 Master, see Bandeirantes & WEA.
 Masterworks, see CBS.
 Mercury, see PolyGram.
 Musidisc, see Hara.
 Musisom Empreendimentos, Rua do Mattoso 16, S/401-2, CEP 20.270 Rio de Janeiro, Tel: (021) 252-7494. Pres.: Jonas Silva; Gen. Mgr.: Ademir William; Sales Mgr.: Sergio Guedes. Labels: (Owned) Imagem; (Licensed) Everest (USA), Joker (Italy), Xanadu (USA).
 News, see Som Industria & Comercio.
 Nonesuch, see WEA.
 Odeon, see EMI-Odeon.
 Oaxala, see Hara.
 Padrao Distribuicao de Fonogramas Ltda., Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro, Tel: (021) 284-1332/1992. Labels: (Owned) Emblema, Equipe, Padrao, Spot; (Licensed) Alshire Int'l (USA), Arrowtats (UK), Candide (USA), International Artists (UK), Turnabout (USA), Vox (USA).
 Parlophone, see EMI-Odeon.
 Pathe, see EMI.

Peralta, see RGE.
 Philips, see PolyGram.
 Pick, see RGE.
 Play, see Rede.
 Polydor, see PolyGram.
 Polyfar, see PolyGram.
 PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro, Tel: (021) 220-9222. Cable: POLYGRAM. Telex: 22739. Mng. Dir.: Cornelius van Dijk; Controller: Wim Punt; A&R Mgr.: Roberto Menescal. Branch: 01404 Sao Paulo SP, Alameda Campinas 266, Jardim Paulista, Tel: (011) 251-1331. Labels: (Owned) Archiv, Barclay, DG, Decca, Elenco, Festa, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Polyfar, Polystar, Sinter, Vertigo, Verve; (Licensed) CNR, Casablanca (USA), Charisma (UK), Pablo (USA), RSO (UK, USA), Rocket (UK).
 Polystar, see PolyGram.
 Premier, see RGE.
 Presenca Discos, Caixa Postal 2525 Centro, 20001 Rio de Janeiro, RJ. Pres.: Wilson F. Falcao; Gen. Mgr.: Gilda C. Falcao; Sales: Solange C. Falcao. Labels: (Owned) Campeao.
 Pure Gold, see RCA.
 R C A Eletronica Ltda. (IFPI), Rua Santa Clara 50, Cobertura 01, 22041 Rio de Janeiro, Tel: (021) 255-7225. Telex: (21)30965. Pres.: Oswaldo Gurzoni; Sales Mgr.: Nilton Correa; Int'l: Jorge Pino. Labels: (Owned) Camden, Gold Seal, Groove, International, Pure Gold, RCA Victor, Red Seal, Vic, Victrola; (Licensed domestic) Sigla, Som Livre; (Licensed foreign) Aristo (Italy), Barclay (France), Can't Stop (USA), Chrysalis (UK), De-Lite (USA), Erato (France), Gem (UK), Grunt (USA), Magnet (UK), Millennium (USA), Pickwick (UK), Polar (Sweden), Roulette (USA), Solar (USA), Sugar Hill (USA), 20th Century-Fox (USA), Vanilla (Italy), Welman (France).
 R G E Ltda. (Comercial Fonografica), Pracsa Pascoal Martins 138, Sao Paulo, Tel: (011) 825-9377. Labels: (Owned) Asa Branca, Peralta, Pick, Premier, RGE, Som Brasil, Som Maior, Young.
 Rede L&C de Emissoras S/C Ltda., Rua Almirante Marques Leao 684, 01330 Sao Paulo, Tel: 285-3122. Telex: 25369. Chief Exec.: Carlos Colesanti; Gen. & Sales Mgr.: Ronaldo Assumpcao. Labels: (Owned) Clave, Play.
 Red Lips, see Mangione.
 Red Seal, see RCA.
 Reprise, see WEA.
 Rubal, see Tapeacar.
 Sacia, see Som Industria & Comercio.
 Saci, see Som Industria & Comercio.
 Seta Fonogramas Ltda., Al. Joaquim Eugenio de Lima 697, 01403 Sao Paulo, Tel: (011) 288-4240. Pres.: Paulo Machado de Carvalho Filho; Comm'l Dir.: Joaquim Carlos S. Clemente; A&R Mgr.: Carlos M. Carvalho. (Distributed by Ariola). Labels: (Owned) Couro, Center, Seta.
 Sigla (Sistema Globo de Gravacoes Audio-Visuais) Ltda., Rua Assuncao 443, Rio de Janeiro, Telex: 22251. Gen. Dir.: Joao Araujo; Prof'n Mgr.: G. Mello; Int'l Mgr.: A. Paladino; Technical Mgr.: R. Bittencourt. (Distributed by RCA). Labels: (Owned) Soma, Som Livre.
 Sinter, see PolyGram.
 Soma, see Sigla.
 Som Brasil, see RGE.
 Som Industria & Comercio SA (IFPI), Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo, Tel: (011) 457-5344. Cable: SOM-DISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo Antonio Bianco; Gen. Mgr.: Gunter Caszmiak; Sales Mgr.: Rosvaldo Cury; Plant Mgr.: Joao F. Blumenschein. Labels: (Owned) Building, Charger, Copacabana, News, Sabia, Saci, Som, Test Pressing, Underground, Vision; (Licensed) Baby (Italy), Columbia (Spain), Fuentes (Colombia), Harmonia Mundi (Germany), MPS (Germany), PXP (USA), Supraphon (Czechoslovakia), Vanguard (USA), West One (USA), West Side Latino (USA).
 Som Livre, see Sigla & RCA.
 Som Maior, see RGE.
 Sosamba, see Tapeacar.
 Spot, see Padrao.
 Square, see Companhia Ind'l de Discos.
 Standard, see EMI.
 T C, see Tapeacar.
 Tapeacar Gravacoes SA (IFPI), Rua Aguiar Moreira 639, 20000 Rio de Janeiro, Tel: (021) 280-5582. Pres. & Dir.: Manuel Yalis Camero; Gen. Mgr.: Fernando de Araujo Neves; Sales Mgr.: Ary Pardigo; Int'l Mgr.: Paulo Roberto Correa de Araujo. Labels: (Owned) Rural, Sosamba, TC, Tapeacar.
 Test Pressing, see Som Industria & Comercio.
 Top Tape Musica Ltda., Rua Alice 121, Laranjeiras, 22241 Rio de Janeiro, Tel: (021) 205-5552. Cable: MUSTOP. Telex: 23923.
 Uirapuru, see CBS.
 Underground, see Som Industria & Comercio.
 Veleiro, see CBS.
 Vertigo, see PolyGram.
 Verve, see PolyGram.
 Vic, see RCA.
 Victrola, see RCA.
 Vision, see Som Industria & Comercio.
 W E A Discos Ltda. (IFPI), Rua Itaipava 44, Jardim Botânico, 22461 Rio de Janeiro, Tel: (021) 286-3332. Telex: 31314. Mng. Dir.: Andre Midani; Gen. Mgr.: Helena de Oliveira; Controller: Roberto Lourenthal; Business Affairs: Ana Maria Fonseca. Labels: (Owned) Asylum, Atco, Atlantic, Cotillon, Elekra, Nonesuch, Reprise, WEA, WEA Int'l, Warner Bros.; (Licensed foreign) Dark Horse.
 Warner Bros., see WEA.
 Young, see RGE.

• music publishers

Alldisc-Consultoria & Comercial Fonografica Ltda. (SICAM), Rua Alagoas 159, cj. 84, 01242 Sao Paulo, Tel: (011) 257-8424. Telex: 1132128. Pres.: Geraldo L. Loewenberg; Gen. Mgr.: Janine M.U. Loewenberg; Prof. Mgr.: Celso Pinheiro Rodrigues.
 Ahorada Ltda. (Ed. Musical), see Meridional.
 Bela Musi Ltda. (Ed.) (SBACEM), see RCA.
 Betina Edicoes & Promocoes Ltda., Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro, Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; Gen. Mgr.: Rodolfo Zuckermann; Prof. Mgr.: Harry Zuckermann.
 Beverly Ltda. (Ed. Musical), see Meridional.
 Cannes Ltda. (Ed.), see Meridional.

Compasso Ed. Musical Ltda., Rua Almirante Marques Leao 684, 01330 Sao Paulo, Tel: 285-3122. Telex: 25369. Chief Exec.: Carlos Colesanti; Gen. & Prof. Mgr.: Ronaldo Assumpcao.
 Copa Musical Ltd. (Ed.) (SICAM), see RCA Brasil.
 Cruzeiro (UBC), see Intersong.
 Editora de Musica Brasileira & Internacional SA (EMBI), Rua Teofilo Otoni 135, 3rd fl., Rio de Janeiro, RJ, Tel: (021) 233-3046/2596. Cable: EM-BISA. Gen. Mgr.: Manoel Nenzinho Pinto. Branch: 01205 Sao Paulo, Av. Rio Branco 233, Rm. 91. Tel: (011) 221-7325.
 Equipe Producoes Musicais Ltda. (UBC), Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro, Tel: (021) 284-1332/1992.
 Fermata do Brasil Ltda. (UBC), Av. Ipiranga 1123, 6th fl., 01039 Sao Paulo, Tel: (011) 229-3411. Cable: FERMATA BRASIL. Pres.: Enrique Lebendiger; Gen. Mgr.: Arvenal Fernandes; Royalties Dept.: Silvia de Oliveira Esposto.
 Gapa Ltda. (SICAM), see Intersong.
 Helo Ltda. (Ed. Musicais) (Sadembra/SBAT), see Intersong.
 I T A I P U Eds. Musicais Ltda. (UBC), Rua Mena Barreto 151, 22271 Rio de Janeiro, Tel: (021) 286-1212. Telex: (021) 23678. Mng. Dir.: Guy Deluz; Gen. Mgr.: Jose Antonio Perdomo; Prof. Mgr.: Jose Cosme Anchieta.
 Intersong Ltda. (Eds.) (UBC), Av. Rio Branco 277, Grupo 708/710, 20047 Rio de Janeiro, Tel: (021) 220-2421. Cable: EDISINTER. Telex: 22118. Mng. Dir.: Jose Loureiro.
 Irmaos Vitale SA, Rua Franco Pinto 42, Sao Paulo.
 Latino Ed. Musical Ltda. (SICAM), Av. do Estado 4667, 01515 Sao Paulo, Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Mgr.: Moacyr Minghini Machado; Publ'g Co-ord: Antonio Carlos Senefonte.
 M C A do Brasil Ed. Musical Ltda. (SICAM), Rua Aurora 964, 01209 Sao Paulo, Tel: (011) 222-0273. Cable: EDITAMUS.
 M D K Communications Ltd. (SICAM), Caixa Postal 13030, 02398 Sao Paulo SP; Rua Parque da Fonte 194, CEP 02345 Barra Branco, Sao Paulo SP. Tel: (011) 203-6692, 204-1607. Telex: (11) 21735. Pres.: Malcolm Kigar.
 Mangione, Filhos & Cia. Ltda., Rua Ramalho Ortigao 38, 1st fl., Rio de Janeiro ZC-00, Tel: (021) 242-3223. Cable: EDIMANGIONE. Pres.: Estevam S. Mangione; Gen. Mgr.: Maria Luiza S. Mangione; Prof. Mgr.: Estevao S.S. Mangione.
 Meridional Ed. Musicais Ltda. (SICAM), Av. Duque de Caxias 340, Sao Paulo, Tel: (011) 220-3434. Telex: (011) 24569. Dir.: Olavo A. Bianco; Gen. Mgr.: Antonio D. Santos.
 Mundo Musical Ltda. (Ed.) (div. of CBS Songs Int'l), Rua Mexico 98, S. 1001/1007, 20031 Rio de Janeiro, Tel: (021) 262-8413. Telex: 32449.
 Gen. Mgr.: Maria Creusa Meza.
 One Way Ed. Musical Ltda. (Sadembra), see RCA Brasil.
 Onibag (SICAM), see Intersong.
 Peer-Southern Org., see Editora de Musica.
 Pergola Ltda. (Ed. Musicais) (SBACEM), see Intersong.
 Pipoca (Eds.) Ltda. (Sadembra), see Intersong.
 Presenca Soc. Ltda. (Ed. Musical), Caixa Postal 2525 Centro, 20001 Rio de Janeiro, RJ. Pres.: Wilson F. Falcao; Gen. Mgr.: Gilda C. Falcao; Sales: Solange C. Falcao.
 Bruno Quaino Material Cultural Ltda. (UBC), Rua Joao Monso 15, Rio de Janeiro, Tel: (011) 246-7993. Cable: QUAINO. Pres.: Bruno Quaino; Gen. Mgr.: Danilo Rocha; Prof. Mgr.: Tania Regina G. De Souza.
 R C A Brasil Publ'g Group, Rua D. Veridiana 203, Sao Paulo, Tel: (011) 221-9155. Cable: BRARCA. Telex: 22619. Mng. Dir.: Edward Charles Lavish; Gen. Mgr.: Henrique Gastaldello.
 R C A Jaguarua Ltda. (Ed. Musical) (SBACEM), see RCA Brasil.
 R C A Leme Ltda. (Ed. Musical) (SBACEM, SBAT), see RCA Brasil.
 R C A Ltda. (Ed. Musical) (Sadembra), see RCA Brasil.
 Saturno Ltda. (Ed. Musicais) (SICAM), see Intersong.
 7 Notas Musicais Ltda. (Ed.), see Meridional.
 Sigem (Sistema Globo de Edicoes Musicais Ltda.), Rua Joao Monso 15, Botafogo, Rio de Janeiro, Tel: (011) 286-3846. Cable: SIGEM. Telex: (21) 22795. Pres.: Bruno Quaino; Gen. Mgr.: Danilo Rocha; Prof. Mgr.: Tania Regina G. De Souza.
 Branch: Sao Paulo, Av. Angelica 501. Tel: (021) 826-1130, 664336. Mgr.: Claudette Aparecida de Faria.
 Studio Hara Eds. Musicais Ltda. (UBC), Rua Joaquim Silva 56, 5th fl., Rio de Janeiro, Tel: (021) 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget.
 T C Ltda. (Ed. Musical) (SICAM), Rua Aguiar Moreira 639, 20000 Rio de Janeiro, Tel: (021) 230-5469. Cable: TAPEACAR. Dir.: Manuel Yalis Camero; Gen. Mgr.: Paulo Roberto C. Araujo.
 Top Tape Eds. Musicais Ltda. (UBC), see RCA Brasil.
 Victor Ltda. (Ed. Musical) (UBC), see RCA.
 Warner Bros. Ltda. (Eds. Musicais) (UBC), Rua Itaipava 44, Jardim Botânico, 20000 Rio de Janeiro, Tel: (021) 246-2215. Mng. Dir.: Andre Midani; Mgr.: Myrnan Avanzi.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Associacao Brasileira dos Produtores de Discos, Rua Sao Jose 90, Rms. 1406/7/10, 20010 Rio de Janeiro, Tel: (021) 252-4197. Pres.: Joao Araujo; Exec. Sec'y: J.C. Muller Chaves.
 Museu Villa-Lobos, Ministerio da Educacao & Cultura, Palacio da Cultura, Rua da Imprensa 16, Rms. 911-914, 20030 Rio de Janeiro, Tel: 220-2139. Dir.: Arminda Villa-Lobos.

LICENSING ORGANIZATIONS, MUSIC

S B A C E M (Sociedade Brasileira de Autores, Compositores & Escritores de Musica), Pracsa Mahatma Gandhi 2, 709-710 Cinelandia, 20018 Rio de Janeiro CEP. Tel: (021) 220-5935/3635. Pres.: Adelfino Moreira de Castro; First Sec'y: Tito Da Silva Mendes.
 S B A T (Sociedade Brasileira de Autores Teatrais), Av. Almirante Barroso 97, 3rd fl., Rio de Janeiro, Tel: (021) 221-4464/4844. Superintendent: Djalma Bittencourt. (Represents the interests of BMI & SESAC).
 S I A E, Rua Evaristo da Veiga 35, Rio de Janeiro, Tel: (021) 222-7219. (Mechanical rights only).
 S I C A M (Sociedade Independente de Compositores & Autores Musicais), Largo Paissandu 51, 10th-11th fls., 01034 Sao Paulo, Tel: (011) 223-8555. Cable: MUSAUTORES. Pres.: Adilson Teixeira de Godoy. (Mechanical & performing rights)
 U B C (Uniao Brasileira de Compositores), Rua Visconde Inhauma 134, 7th fl., Rio de Janeiro, Tel: 233-0222.

PLATING, PROCESSING & PRESSING PLANTS

Companhia Ind'l de Discos, Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro, Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.
 E M I-Odeon Fonografica Industrial & Eletronica Ltda., Caixa Postal 2752, 20001 Rio de Janeiro; Rua Mena Barreto 151, Botafogo, 22271 Rio de

Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Guy Deluz; Gen. Mgr.: Yukihara Eto.
 Gravacoes Eletricas SA, Av. do Estado 4667, 01515 Sao Paulo. Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Mng. Dir.: Hans H. Paul Beugger; Comm'l Mgr.: Moacyr Minghini Machado.
 PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9222. Mng. Dir.: Cornelis van Dijk. (Pressing only)
 R C A Electronica Ltda., Rua Dona Veridiana 203, 1st. Sao Paulo. Tel: (011) 221-9155. Cable: BRARCA. Telex: (011) 22619. Pres.: Ed Lavish; Sales Mgr.: Osvaldo Gurzoni. (Pressing only)
 Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.
 Tape-car Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

RECORD PROMOTION

Tape-car Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

**TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING**

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. Audio: 8-tr., cassette.

E M I-Odeon Fonografica Industrial & Electronica Ltda., Caixa Postal 2752, 20001 Rio de Janeiro; Rua Meno Barreto 151, Botafogo, 22271 Rio de Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Guy Deluz; Gen. Mgr.: Yukiharu Eto. Audio: Cassette.

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro. Tel: (021) 231-0327, 232-9047. Pres.: Antonio Luiz Mendes de Almeida; Gen. Mgr.: Ricardo Jorge Nick; Sales Mgr.: Helio Nogueira; Development Mgr.: Gustavo Moraes Rego. Video: 2" open reel, 1" open reel, 1/2" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge.

PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9222. Mng. Dir.: Cornelis van Dijk. Audio: Cassette.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. Audio: Cassette.

Tape-car Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira. (PKG) Audio: Cassette.

• supplies

CARTIDGE & CASSETTE PARTS

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. Audio: Housings, hubs, pins, press pads, rollers, shields, shims.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. Audio: Cases.

EMPTY CARTRIDGES, CASSETTES & REELS

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. Audio: Cassette.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. Audio: Cassette.

LABELS, DISK

Tape-car Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

**POLYETHYLENE BAGS
SLEEVES**

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. Product: Duplicating & mastering tape, Philips boxes.

TAPE, BLANK LOADED & BULK RAW

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. Audio: Blank-AMPEX, HITEC, XHF cassette, open reel; raw-AMPEX.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya. Audio: Cassette & open reel. Video: 1" open reel & 1/2" cassette.
 Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. (Blank only) Audio: AUDIOMASTERS, POP SOUND, TK7 Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audioiviro Ltda. (Ceal) Som & Educacao, Rua Bolivar 54, Rio de Janeiro. Tel: (021) 235-0424.

• accessories

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers. Product: Tape-head cleaners, demagnetizers, leader tape.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya. Product: Tape-leader & splicing tape.

Som Industria e Comercio SA, Rua Eugenia S. Vitale 173 (R. Ramos), Sao Bernardo do Campo, Sao Paulo. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. Product: Tape-head cleaners, leader tape (both audio).

Tape-car Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira. Product: Record-record care prods.; Tape-head cleaners, demagnetizers, leader & splicing tape.

BULGARIA

Population: 8,890,000.
 Rate of exchange: \$1 (US) = 0.96 leva.
 Per capita income: \$3,500.
 Holidays: January 1, May 1,2 (Labor Days), May 24 (Day of Slavonic Culture), September 9 (Liberation Day), November 7 (October Revolution Day).

**• record & tape
manufacturers /
distributors / importers**

Balkanton Recs., 6 H. Polyana St., 1612 Sofia. Tel: 52-54-51, 51-86-27. Cable: BALKANTON. Telex: 22916. Gen. Dir.: Alexander Yossifov; Gen. Mgr.: Konstantin Dragnev; Sales Mgr.: Marko Issakov. Labels: (Owned) Balkanton; (licensed foreign) EMI (UK), Hansa (Germany), Melodiya (USSR), Phonogram (Netherlands), Polydor (Germany), United Artists (UK).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

National Committee of the Int'l Music Council, c/o Bulgarian Composers' Union, 2 ul Ivan Yavov, Sofia.
 Union of Bulgarian Composers, 2 ul Ivan Yavov, Sofia. Cable: COMPOSITORI.
 Union of Musicians in Bulgaria, Alabin 52, Sofia.

**PLATING, PROCESSING & PRESSING PLANT
TAPE CUSTOM DUPLICATOR**

Balkanton Recs., 6 H. Polyana St., 1612 Sofia. Tel: 52-54-51, 51-86-27. Gen. Dir.: Alexander Yossifov; Gen. Mgr.: Konstantin Dragnev; Sales Mgr.: Marko Issakov; Sound Rec'g Mgr.: Mikhail Bojerianov.

CANADA

Population: 24,390,000.
 Rate of exchange: \$1 (US) = \$1.23 (Canadian).
 Holidays: January 1, Good Friday, Easter Monday, May 19 (Victoria Day & Queen's Birthday), July 1 (Dominion Day), September 1 (Labor Day), October 13 (Thanksgiving Day), November 11 (Remembrance Day), December 25 (Christmas Day). Additional holidays observed in P.Q. only: Epiphany, Ash Wednesday, Ascension Day, June 24 (St. John Baptist), All Saints' Day, Conception Day.

RECORDS:

Records sold domestically: LP's 1980-52,395,682 units. Singles 1980-16,750,448 units.
 Discounting: Frequent.
 Type of distribution: Approximately 90% of all distribution operates through manufacturer to sub-distributor (rack jobbers & one stops) to retailer arrangements. The remaining 10% is manufacturer to retailer.
 Type of promotion: Radio still stands as the major promotional vehicle in English Canada. Television has some music shows. The major daily newspapers are devoting an increasing amount of space to music coverage. Quebec, which is predominantly French speaking, receives complete support from all the media for local and international acts.

TAPE:

Pre-recorded tape sold domestically: 8-tr. 1980-5,220,304 units. Cassette 1980-10,206,096 units.

**• record & tape
manufacturers**

A Cappella, see PolyGram.
 A D C 2000 Recs., 125 Dupont St., Toronto, Ont. M5R 1V4. Tel: (416) 961-2000. Pres.: Mike Komar.
 A & M Recs. of Canada Ltd., 939 Warden Ave., Scarborough, Ont. M1L 4C5. Tel: (416) 752-7191. Telex: 06-963652. Pres.: Gerry Lacoursiere; Sr. VP

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A R C/Grayson Publ'ns & Rec's, PO Box 3044, Vancouver, B.C. V6B 3X5. Tel: (604) 929-7558. Dir.: J. Grayson.

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 Avarlanche, see Unidisc.
 Abkco, see PolyGram.

Able Recs. Co. Ltd., 450 Beaumont St. E., St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Pres.: Christian Lefort; Gen. Mgr.: Louis Lefort. Labels: (Owned) Able, Advantage, Domino, Eden, Emotion, Trema. Acclaim Recs., 3500 Glen Erin Dr., Unit 10, Mississauga, Ont. L5L 1W6. Tel: (416) 820-7788. Pres.: Veronica J. T. Mataseje; A&R: Stan Campbell. Labels: (Owned) Acclaim, 16th Avenue.

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 Mike Adkins, see Mainroads.
 Ahd, see Arc.
 Aime, see Trans-Canada.
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 Alliance, see Boot.
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 Angel, see Capitol.

Anthem Recs. of Canada, 189 Carlton St., Toronto, Ont. M5A 2K7. Tel: (416) 923-5855. Telex: (06) 218075. Chm.: Ray Danniels; Mng. Dir.: Tom Berry; A&R Dir.: Michael Tilka; (Distributed by Capitol)
 Apex, see MCA.

Aquarius Recs. Ltd., 6265 Cote de Liesse, Suite 200, St. Laurent, P.Q. H4T 1C3. Tel: (514) 735-5303. Telex: 05824081. Pres.: Terry Flood; Gen. Mgr.: Bob Rags; Sales Mgr.: Keith Brown. (Distributed by Capitol)

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 Archambault Musique, 500 St. Catherine St. E., Montreal, P.Q. H2L 2C6. Tel: (514) 849-6201. Cable: ARCHMUSIC. Telex: 055-60649. Gen. Mgr.: Rosaire Archambault Jr.; Sales Mgr.: Aomar Dahman. Labels: (Owned) Bodisc, Select; (licensed foreign) ADM Int'l; (distributed) Ades (France), Assimil (France), Barclay (France), Calliope (France), Chant du Monde (France), DRG (USA), Deesse (France), Harmonia Mundi (France), Impact (France), Ineko (Belgium), Inner City (USA), Music for Pleasure (France), Musicdisc (France), Studio SM (France).

Archiv, see PolyGram.
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 Ariola-Eurodisc, see Phonodisc.
 Ariola (Netherlands), see Attic.
 Aris, see Peters Int'l.
 Arista, see PolyGram.
 Artists House, see A&M.
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 Atoll, see MZ.

Attic Recs. Ltd. (IFPI), 98 Queen St. E., Suite 3, Toronto, Ont. M5C 1S6. Tel: (416) 862-0352. Telex: 06-219815. Pres.: Alexander Mair; VP & Sales Mgr.: Tom Williams. (Distributed by PolyGram)
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Audal, see World.
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 Axe Recs. Ltd., 70 Craighurst Ave., Toronto, Ont. M4R 1J8. Tel: (416) 924-5781. Pres.: Greg Hambleton. Label: (Owned) Tuesday.

B M, see Trans-Canada.
 B M C, see Music Works.
 Backstreet, see MCA.
 Banff, see Holborne.
 Bang, see CBS.
 Barclay, see PolyGram.
 Basement, see Attic.
 Bay, see Arc.
 Bearsville, see WEA.
 Beau Bec (Les Prod'ns) Inc., 1207 Rue St. Andre, Montreal, P.Q. H2L 3S8. Tel: (514) 288-1154. (Distributed by PolyGram)
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 Bel Air, see Boot.

Believe in a Dream, see CBS.
 Berandol Recs., 11 St. Joseph St., Toronto, Ont. M4Y 1J8. Tel: (416) 924-8121. Gen. Mgr.: Barbara L. Kroetsch.
 Best Buy, see RCA.
 Bid, see CBS.
 Big Time, see PolyGram.
 Big Tree, see WEA.
 Birchmount, see Quality.
 Birdwing, see World.
 Black Sun, see Unidisc.
 Bleu Blanc Rouge, see MZ.
 Bluebird, see RCA.

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 Levy Bouliane, see Trans-Canada.
 Bouquet, see PCRL.
 Brass, see Unidisc.
 Bridge, see Chapel/Bridge.
 Brownrigg, see Boot.
 Buddha, see Quality.
 Butternut Tree, see A&M.
 C A M Canada Ltd./Experience (Les. Eds.), 450 E. Beaumont, St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Telex: 055-60229. Pres.: Christian Lefort; Gen. Mgr.: Louis Lefort.
 C B C Ents. (div. of Canadian Broadcasting Corp.), PO Box 500, St. A. Toronto, Ont. M5W 1E6. Tel: (416) 925-3311 x 4893. Telex: (06) 218269. Dir.: Guy R. Mazzeo; Rec's Mgr.: Allen Schechtman.
 C B S Recs. (Canada) Ltd., 1121 Leslie St., Don Mills, Ont. M3C 2J9. Tel: (416) 447-3311. Telex: 06-966792. TWX: (610) 492-1366. Pres.: Bernie DiMatteo; VP Finance: Jay Gold; Sr. Nat'l Sales Dir.: Don Oates; Sr. Mktg. Dir.: Graham Powers; Artist & Media Relations Dir.: Bill Bannon; Personnel Dir.: Martin Walpert; Video Ents. Sales Dir.: Maurice Kissel; English A&R Dir.: Jeff Burns; CBS Disques A&R Dir.: Pierre Dubord. Local branch: 5621 Finch Ave. E., Scarborough M1B 2T9. Tel: (416) 298-7700. TWX: (610) 492-1381. Ontario Reg'l Dir.: Alan Fletcher.
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 C Note Jazz, see Moss.
 C R I, see Change.
 C T L, see RCA.
 Camden, see RCA.
 Canaan, see Word.
 Canadiana, see Moss.
 Canadian Cavalcade, see Holborne.
 Canadian Music Centre/Centre de Musique Canadienne (CMC), 1263 Bay St., Toronto, Ont. M5R 2C1. Tel: (416) 961-6601. Cable: CENTRECAN. Gen. Mgr.: John A. Miller; Mktg. & Dist'n: Roy Higgins.
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 Canadian Talent Library, 38 Yorkville Ave., Toronto, Ont. M4W 1L5. Tel: (416) 924-1411.
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 Casablanca, see PolyGram.
 Catalogne, see Trans-Canada.
 Celebration, see Quality.
 Celebrite, see Trans-Canada.
 Celsius, see Trans-Canada.
 Celtic, see Holborne.
 Centredisc/Centredisque, see Canadian Music Centre.
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 Change Recs. Inc., 506 Adelaide St. E., Toronto, Ont. M5A 1N6. Tel: (416) 364-8512. Pres.: Syd Kessler; A&R: Tony Kosinec.
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 Home office: USA.
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 Charity, see Intermodal.
 Chicago Int'l, see CBS.
 Chi-Sound, see RCA.
 Chrysalis, see Capitol.
 Churchill, see MCA.
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 Cyclade, see MZ.
 Cynda, see Boot.
 D G, see PolyGram.
 D J, see Unidisc.
 Dallcorte, see RCA.
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 Dark Horse, see WEA.
 Dawn Club, see Sackville.
 Dayspring, see Word.
 De-Lite, see PolyGram.
 Deram, see PolyGram.
 Dimension, see RCA.
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 Disneyland, see Walt Disney.
 Walt Disney Music Canada Ltd., 270 Rexdale Blvd., Rexdale, Ont. M9W 1R2. Tel: (416) 743-5552. VP: James K. Rayburn; Sales Mgr.: Greg Perry.
 Labels: (Owned) Disneyland, Vista.

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 Domino, see Able.
 Dream, see RCA.
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 E G, see PolyGram.
 E M I America, see Capitol.
 E R A, see Earl Rosen.
 Eden, see Able.
 Edmar, see Holborne.
 Elektra, see WEA.
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 Embryo, see WEA.
 Emerald City, see WEA.
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 Enclume, see Trans-Canada.
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 Extreme Recs., 125 Dupont St., Toronto, Ont. M5R 1V4. Tel: (416) 961-7433.
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 Factory, see PolyGram.
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 Festival Recs., 3271 Main St., Vancouver, B.C. V5V 3M6. Tel: (604) 2931.
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 Fisher Folk, see Phyllis.
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 Flicker, see RCA.
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 Golden Age, see Boot.
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 Metal Beat, see PolyGram.
 Metalworks, see RCA.
 Michele Audio of Canada Ltd., 491 Brimly Rd., No. 24, Scarborough, Ont. M1J 1A4. Tel: (416) 264-4181. Pres.: Clyde McGregor; Gen. Mgr.: Joan Manley.
 Milestone, see Phonodisc.
 Millennium, see RCA.
 Modern, see WEA.
 Modulation Recs. Ltd./Module 1 Recs. Ltd./Disques Sirano Canada, 5514 Isabella St., Montreal, P.Q. H3X 1R6. Tel: (514) 487-0859. Telex: 055-66493. Pres.: Jehan V. Valiquet.
 Module 1 Recs. Ltd., see Modulation.
 Monticana, see Dyncam.
 Morning, see Boot.
 Morning Star, see Boot.
 Teresa Moskal Ensemble, see Trans-Canada.
 Moss Music Group (Canada) Inc., 510 Coronation Dr., Unit 17, West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres.: John Leatham; VP Mktg.: Julian Rice.
 Labels: (Owned) Allegro, Canadiana, C>Note Jazz, Candide, MMG, Storyville, Turn On, Vox Boxes, Vox Cum Laude, Vox/Turnabout.
 Motown, see Quality.
 Moutarde, see Boot.
 Music Works Entertainment Corp., 1390 Sherbrook W., Suite 2, Montreal, P.Q. H3G 1J9. Tel: (514) 844-2877. Pres.: Paul Klein; Gen. Mgr.: Anand Maharaj; Sales Mgr.: Fred Friedberg.

Labels: BMC, PTY, Savoir Faire, Street Level.
 Mustard, see Damon & RCA.
 My Disc, see CBS.
 Myrrh, see Word.
 Nemperor, see CBS & WEA.
 New Born, see Praise.
 NewSong, see Word.
 New Ventures, see Phonodisc.
 Nobel, see Trans-Canada.
 Paolo Noel, see Trans-Canada.
 Nonesuch, see WEA.
 Ode, see CBS.
 Odyssey, see CBS.
 L'Oiseau Lyre, see PolyGram.
 Omni, see Boot.
 Onari, see Sackville.
 One Heart, see Phonodisc.
 Orchestre Montreal Pop, see Trans-Canada.
 Orient, see RCA.
 Ovation, see RCA.
 P B I, see Unidisc.
 P C M Recs., c/o Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044.
 P C R L (Productions Carole Risch Ltd.), 2364 Sherbrooke St. E., Montreal, P.Q. H2K 1E6. Tel: (514) 526-2831. Telex: 055-61375. Pres. & Dir. Gen.: Carole Risch.
 Labels: (Owned) Boitadisc, Bouquet, Carats, Fleur, Foreign Exchange, Marguerite, Quatre Saisons, Sterling.
 P M, see Post Meridien & Phonodisc.
 P R T, see Phonodisc.
 P T Y, see Music Works.
 Pablo, see RCA.
 Pacific, see WEA.
 Pamplemousse, see Cosmic.
 Paradise Rec'g Inc., 776 Yonge St., Suite 101, Toronto, Ont. M4Y 2B6. Tel: (416) 968-9467. NYC Tel: (212) 968-9561.
 Park Lane Music Co. Ltd., 10534 109 St., Edmonton, Alta. T5H 3B2. Tel: (403) 426-1362. Pres.: Wes Dakus; Gen. Mgr.: Caryl Dakus.
 Label: (Owned) Vera Cruz.
 Parkwood Recs., PO Box 174, Windsor, Ont. N9A 4H0. Tel: (519) 258-9235.
 Owner: Hugh Leal.
 Paroles & Musique, see Trans-Canada.
 Parrot, see PolyGram.
 Pasha, see CBS.
 Passport, see A&M.
 Pathe, see Capitol.
 Pathe-Marconi, see MZ.
 Pavillon, see CBS.
 Penny Farthing, see A&M.
 People City Music Inc., 1055 Wilson Ave., Suite 600, Toronto, Ont. M3K 1Y9. Tel: (416) 630-2973. Pres.: Frank Longo.
 Periwinkle, see Boot.
 Peters Int'l Recs. Canada Ltd., 951 Denison St., Unit 17, Markham, Ont. L3R 3W9. Tel: (416) 490-8001.
 Labels: (Owned) Aris, Cosmos, Kronos, Lars, Peters Int'l.
 Philadelphia Int'l, see CBS.

Philips, see PolyGram.
 Philly Sound Works Entertainment Corp., 1390 Sherbrook W., Suite 2, Montreal, P.Q. H3G 1J9. Tel: (514) 844-2877. Pres.: Paul Klein; Gen. Mgr.: Vincent Montana Jr.; Sales Mgr.: Harvey B. Goldberg.
 Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: 06-963629. Pres.: Jim Trainor; VP/Nat'l Sales Mgr.: Rob Lutes.
 Labels: Adelphi, Ariola-Eurodisc, Climax, Darace, Fantasy, First American, Galaxy, Golden Hour, H&S, Jazzman, Joe Gibbs, Marble Arch, Milestone, New Ventures, One Heart, PM, PRT, Phonodisc, Piccadilly, Posterity, Prestige, Quantum, Rhino, Salt, Stax, TCD, Warm-Up.
 Piccadilly, see Phonodisc.
 Pigeon Infel, see Boot.
 Pilgrim, see Master's Collection.
 Yves Plamondon, see Trans-Canada.
 Planet, see RCA.
 Plantation, see Quality.
 Plug, see Post Meridien.
 Polydor, see PolyGram.
 Polydr (Spain), see MZ.
 PolyGram Inc./PolyGram Dist'n Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: 05-825690. TWX: (610) 421-3509. Pres.: Peter Erdmann; Exec. VP & Gen. Mgr.: Dieter Radecki; Exec. VP Finance & Admin.: Wingolf Mielke; VP Finance & Admin.: Herbert Perera; VP Prod. Mgmt.: Leo da Silva; VP Classics Int'l.: Vassilios Pollakis; VP Opns: Oon Wedge; VP Promos. & Media Relations: Bob Ansell; Prod. Mktg. Dir.: Michael Theriault; Mktg. & Sales Dir.: Ken Graydon; Prod. Mgr.: Derek Steede; Eastern Reg'l Mgr.: Gaston Careau; Eastern Reg'l Promo. Mgr.: Pierre St. George.
 Branches: Calgary, Alta., 7220 Fisher St. SE, Suite 320. Postal Code: T2H 2H8. Tel: (403) 253-7665. Telex: 03-821859. Branch Mgr.: Paul McClure; Promo: Brian Eagle—Vancouver, B.C., 805 W. Broadway, Mezzanine. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: 04-54410. Western Reg'l Mgr.: Peter Behnke; Promo: Monica Nelupsky—Winnipeg, Man., c/o Philips Electronics, 401 Weston St. E. Postal Code: R3E 3H4. Tel: (204) 786-5748. Telex: 07-57786. Sales Rep.: Gary Lipchen—Toronto, Ont., Airway Centre, 5945 Airport Rd., Suite 155, Mississauga L4V 1R9. Tel: (416) 677-2500/1641. Telex: 06-968557. VP Central Region: Alun Elias; Sr. Reg'l Mgr.: David Ball; Reg'l Sales Mgr.: Herb Bradley; Polystar Sales Mgr.: Harry Hrabinsky; Promo: Bobby Gale, Karen Gordon.
 Labels: A Cappella, Abkco, Archiv, Argo, Arista, Attic, Avalon, Barclay, Beau Bec, Big Time, Casablanca, Charisma, DG, De-Lite, Deram, Dindisc, EG, Elephant, Factory, Festivo, GRP, Ice, Invitation a la Musique, Kid Stuff, London, MGM, Mercury, Metal Beat, L'Oiseau Lyre, Parrot, Philips, Polydor, Polystar, RSO, Resonance, Rialto, SPPS, Sequenza, Spring, Telefunken, Threshold, UK, Vertigo, Verve, Virgin, Wonderland.
 Polystar, see PolyGram.
 Pops Update, see Intermodal.
 Portrait, see CBS.
 Posterity, see Phonodisc.
 Post Meridien Prod'n Ltd., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 751-9610. Pres.: Gene Perla; Gen. Mgr.: Lois Oki. (Distributed by Phonodisc)
 Labels: (Owned) PM, Plug.
 Power Recs., 190 Coin Ave., Suite 108, Toronto, Ont. M5T 2C6. Tel: (416) 486-5471. Co-Chm: Vince Degiorgio, Bill Katabanis.

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Precision, see CBS.

Prelude, see Quality.

Prestige, see Phonodisc.

Pro Culture, see Trans-Canada.

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Labels: (Owned) Psi, Ramophone.

Pure Gold, see RCA.

Pyramid, see Boot.

Q C A/Blue Mark, see RCA.

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Labels: (Owned) Birchmount, Celebration, Quality, Ringside; (licensed foreign) Buddha, Gordy, Handshake, Hansa, Jive, Kama Sutra, Motown, Plantation, Pro Arte, Quintessence, RFC, Radio, Ranwood, SSS Int'l, Se same Street, Tania, Vanguard; (distributed—not licensed) Ready, Tapes-try.

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Quatre Saisons, see PCRL.

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Branches: Calgary, Alta., 6303 30 St. SE. Postal Code: T2C 1R4. Tel: (403) 236-2415. TWX: (610) 821-2750. Sales & Promo. Mgr.: Terry Carson—Vancouver, B.C., 4894 Fraser St., Suite 201. Postal Code: V5V 4H5. Tel: (604) 872-5471. TWX: (610) 953-4974. Sales & Promo. Mgr.: Leigh Alden—Winnipeg, Man., 1320 Church Ave. Postal Code: R2X 1G4. Tel: (204) 633-2666. District Sales Mgr.: Robert Tart—Halifax, N.S., 3611 Commission St. Postal Code: B3V 2K1. Tel: (902) 455-0409. TWX: (610) 271-1938. Sales & Promo. Mgr.: Hanson Josey—Montreal, P.Q., 5575 Royalmount Ave., Suite 200. Postal Code: H4P 1J8. Tel: (514) 735-6523. TWX: (610) 421-3737. Sales & Promo. Mgr.: Richard Galibos.

Labels: (Owned & Licensed) Best Buy, Bluebird, C.T.L., Camden, Colgems, Country Club, Current, Dalcorle, Dimension, Dream, Gold Mind, Gold Seal, Gold Standard, Golden Greats, Grunt, Laurie, Metalworks, Millennium, Orient, Ovation, Pablo, Planet, Pure Gold, QCA/Blue Mark, Red Seal, Regency, Ritdong, Salsoul, Solar, Vault Treasure, Victor, Victrola, Why-Fi, Wooden Nickel; (distributed) Damon, Erato, Flicker, Freedom, House of Lords, Mustard, Stony Plain, Tembo.

R F C, see Quality.

R K M, see Attic.

R S O, see PolyGram.

Radio, see Quality.

Ramophone, see Psi.

Ranch House, see Intermodal.

Ranwood, see Quality.

Ready Recs., 57 Berkeley St., Toronto, Ont. M5A 2W5. Tel: (416) 363-9164. Telex: 06-219631. Pres.: William Usher; Gen. Mgr.: Andrew Crosbie; Label Mgr.: Angus MacKay; Artist Development: Dale Heslip; Promo.: Helen Metella.

Labels: (Owned) Kids' (distributed by A&M), Ready (distributed by Quality), Fringe Product (distributed by Record Peddler).

Red Lightnin', see Stony Plain.

Red Seal, see RCA.

Reel Recs. & Tapes Ltd., 1035 Richmond St., London, Ont. N6A 3J6. Tel: (519) 672-1904.

Regency, see RCA.

Reprise, see WEA.

Republic, see RCA.

Resonance, see PolyGram.

Rhino, see A&M & Phonodisc.

Rialto, see PolyGram.

Ringside, see Quality.

Rio, see Unidisc.

Riot, see Boot.

Rising Recs. Ltd., 23 Lascelles Blvd., Suite 1802, Toronto, Ont. M4V 2B9. Tel: (416) 483-4473. Pres.: Robert H. Mahn.

Labels: (Owned) Cubbyhole, Rising.

Ritdong, see RCA.

Rodeo, see Holborne.

Rolling Stones, see WEA.

Earl Rosen & Assoc. Ltd., 144 Front St. W., No. 330, Toronto, Ont. M5J 2L7. Tel: (416) 593-4545. Exec.: Earl Rosen; Sales Mgr.: Deborah MacCallum.

Labels: (Owned) ERA, Marquis.

Ross Sound, see Boot.

Rouge, see Unidisc.

Rounder, see Attic & Stony Plain.

Royalty Recs. of Canada Ltd., 9229 58 Ave., Edmonton, Alta. T6E 0B7. Tel: (403) 436-0665. Pres.: Jack Dubasz; VP: R. Harlan Smith; Artist Development Dir.: Danny Makarus; Pub. Dir.: Brenda Rudiger.

Ruby Recs. Ltd., 26 Lairdway Blvd., Markham, Ont. L3P 1W7. Tel: (416) 294-7650. Telex: 06-986525.

Rusalka, see Boot.

S G M Recs. Ltd., PO Box 34374, Sta. D, Vancouver, B.C. V6J 4P3. Tel: (604) 879-7255.

S L M, see Boot.

S P P S, see PolyGram.

S S S Int'l, see Quality.

Sackville Recs'g, PO Box 87, Sta. J, Toronto, Ont. M4J 4X8. Tel: (416) 593-0269. Chief Execs.: John Norris, William E. Smith.

Labels: (Owned) Sackville; (licensed) Dawn Club, Onar.

Safari, see Attic.

Sailor, see Boot.

Saisons, see Trans-Canada.

Salsoul, see RCA.

Salt, see Phonodisc.

Savoir Faire, see Music Works.

Scorpion, see Quality.

Scotti Bros., see CBS.

Sefti Recs. Ltd., 150 Simcoe St., Toronto, Ont. M5H 3G4. Tel: (416) 979-9740. Telex: 06-217606. Admin. Mgr.: Lorraine Hume.

Select, see Archambault.

Sequenza, see PolyGram.

Seraphim, see Capitol.

Sesame Street, see Quality.

Sevante, see World Recs.

Shanachie, see Boot.

Sharon, see Master's Collection.

She, see WEA.

Shiva, see MZ.

Shoreline Recs., 6307 Yonge St., North York/Willowdale, Ont. M2M 3X7. Tel: (416) 222-2592.

Showbiz, see Trans-Canada.

Shumka, see Boot.

Sirano, see Modulation.

Sire, see WEA.

16th Avenue, see Acclaim.

Sloth, see A&M.

Smile Recs. (div. of Northern Light & Sound Entertainment Corp.), see Taxi.

Solar, see Boot & RCA.

Solid Gold Recs., 180 Bloor St. W., Suite 400, Toronto, Ont. M5S 2V6. Tel: (416) 960-8161. Telex: 065-22782. VP's: Steve Propas, Neil Dixon; Sales Mgr.: Lee Silversides. (Also see A&M)

Solid Rock, see Word.

Solitudes, see Holborne.

Somersault Recs. Ltd., 435 Midwest Rd., Unit A5, Scarborough, Ont. M1P 3A6. Tel: (416) 759-1168. Telex: 06-963559. Mng. Dirs.: Cyril Kaye, Bruce Bradley. (Distributed by Quality)

Songbird, see MCA.

Sparrow, see Word.

Spirit, see Word.

Spring, see PolyGram.

Springwater Prod'n's Ltd., 56 Clinton St., Guelph, Ont. N1H 5G5. Tel: (519) 824-7885. Pres.: Homer Hogan; VP: Dorothy Hogan.

Starbird Recs., PO Box 5236, Vancouver, B.C. V6B 4B3. Tel: (604) 531-9331. Gen. Mgr.: Kenny Harris.

9331. SEE Boot.

Star Song, see Praise.

Stax, see Phonodisc.

Stepping Stone Recs., 2618 King St. Postal Code: B3K 4T8. Owner & Mgr.: Charles Brown.

Sterling, see PCRL & Boot.

Stony Plain Rec'g Co. Ltd., PO Box 861, Edmonton, Alta. T5L 2L8. Tel: (403)

477-6844. Mng. Dir.: Holger Petersen; Gen. Mgr.: Alvin Jahns. (Distributed by RCA)

Labels: (Owned) Stony Plain; (licensed) Flying Fish, PVK, Red Lightnin', Rounder, Sonet, Sugar Hill.

Storyville, see Moss.

Street-Level, see Music Works.

Studio SM, see Archambault.

Suite, see Damon.

Sunbird, see Quality.

Sunflower, see V Recs.

Sun-Scape Recs., PO Box 793, Sta. F, Toronto, Ont. M4Y 2N7. Tel: (416) 221-2461. Gen. Mgr./Co-ord.: David Nash; Sales Mgr.: Valerie Webster.

Super-Etoiles, see Trans-Canada.

Supreme, see Trans-Canada.

Jimmy Swaggart, see Mainroads.

Swan Song, see WEA.

Sweet Spirit, see Praise.

T C D, see Phonodisc.

T-Neck, see CBS.

Tabu, see CBS.

Tania, see Quality.

Tapestry Recs., 60 Yonge St., Toronto, Ont. M5E 1N8. Tel: (416) 863-6677. Pres.: Rick Butler. (Distributed by Quality)

Tara, see Boot.

Taxi Recs. (div. of The Great Canadian Entertainment Co. Inc.), 1659 Bayview Ave., Toronto, Ont. M4G 3C1. Tel: (416) 485-1157. Pres.: Dave Coutts; VP: Brian Ayres. (Also see Smile)

Branch: Calgary, Alta., 818 16 Ave. NW, Suite 115. Postal Code: T2M 0K1. Tel: (403) 289-8870. Mgr.: Jim Jordison.

Telefunken, see PolyGram.

Tembo, see RCA.

Third Coast, see A&M.

Bruce Thompson Music Corp. Ltd., 1310 Centre St. S., Calgary, Alta. T2G 2E2. Tel: (403) 269-7270. Pres. & Gen. Mgr.: Bruce Thompson; Promos. Mgr.: C. Montoya.

Labels: (Owned) Centre St., Circa.

Threshold, see PolyGram.

Time Star, see Praise.

Tobbe, see Trans-Canada.

Trafic, see Trans-Canada.

Trans-Canada Recs. (div. of Quebecor Group Inc.), 7033 Trans Canada Hwy., St. Laurent, P.Q. H4T 1S2. Tel: (514) 336-7151. Telex: 058-24638. Gen. Mgr.: Denys Bergeron; Nat'l Sales Dir.: Robert Perusse; A&R Dir.: Walter Giardetti; Dist'n Sales Mgr.: John Dufour.

Branch: Sainte Foy, P.Q., 445 Rue Mendel. Postal Code: G1X 3X4. Tel: (418) 871-1410. Telex: 051-3319.

Labels: (Owned) Celsius, Grafte, Saisons, Trans-Canada; (distributed) Aime, Amour, BM, Levy Bouliane, Catalogue, Celebrite, Guy Cloutier, Luc Cousineau, Distribution, Enclume, Serge Fontane, JMI, Nicole Martin, Melon-Miel, Teresa Moskal Ensemble, Nobel, Paolo Noel, Orchestre Montreal Pop, Paroles & Musique, Yvon Plamondon, Pro-Culture, Showbiz, Super Etoiles, Supreme, Tobie, Trafic, Visa.

Trema, see Able.

Trend Recs. & Tapes Ltd., 47 Racine Rd., Unit 6, Rexdale, Ont. M9W 6B2. Tel: (416) 749-6601. Owners: Jack Inhaber, Allan Freedman; Mgr.: Jack Cordozo; Nat'l A&R Promo.: Hal A. Hill.

Labels: (Owned) Jackal, Umbrella.

Troubadour, see A&M.

True North Recs., 98 Queen St. E., Suite 2B, Toronto, Ont. M5C 1S6. Tel: (416) 364-6040. Telex: 065-24566. Pres.: Bernard Finkelstein; Prof. Mgr.: Jehanne Languedoc. (Distributed by CBS)

Tuesday, see Axe.

Tunesmith, see Praise.

Turnabout, see Moss.

Turn On, see Moss.

20th Century-Fox, see RCA.

20th Century-Fox/Chi-Sound, see RCA.

U K, see PolyGram & V Recs.

Ultra Recs., PO Box 128, Sta. T, Toronto, Ont. M6B 3Z9. Tel: (416) 783-5382. VP: G.W. Golden; Gen. Mgr.: Elaine Golden.

Umbrella, see Trend.

Umbrella Recs. (div. of Nimbus 9 Prod'n's Ltd.), 39 Hazelton Ave., Toronto, Ont. M5R 2E3. Tel: (416) 961-9688. Telex: 06-22364.

Uncle Jam, see CBS.

Unidisc Rec., 668 Deslauriers, St. Laurent, P.Q. H4N 1W5. Tel: (514) 334-2373. Telex: 05-827542. Pres.: George Cucuzzella; Gen. Mgr.: Joe Tortore; Sales Mgr.: Nat Marenada.

Labels: (Owned) Black Sun, Uniwave; (licensed domestic) Bomb, DJ, JC Prod'n, Matra, PBI, Quantum, Rio, Rouge, VS; (licensed foreign) Aava-lanche (France), Brass (USA), Emergency (USA).

Unison Recs. Inc., 5100 Hutchison, Montreal, P.Q. H2V 4A9. Tel: (514) 495-2551. Pres.: Steven Grossman; VP Prod'n: Peter Alves.

Uniwave, see Unidisc.

Uptown, see Boot.

V I P, see Able.

V Recs. Ltd., 221 Flora Ave., Winnipeg, Man. R2W 2P8. Tel: (204) 586-9729. Pres.: Alex Gروشak; Gen. Mgr.: Roman Swidinsky; Sales Mgr.: Mike Gروشak.

Labels: K, Sunflower, UK, V.

V S, see Unidisc.

Val, see Veler.

Vamp, see Veler.

Vanguard, see Quality.

Vault Treasure, see RCA.

Veler Americana Recs., 79 Lunness Rd., Toronto, Ont. M8W 4M7. Tel: (416) 259-9182. Mng. Dir.: Jose Osana.

Labels: (Owned) Val, Vamp, Veler.

Vera Cruz, see Park Lane & CBS.

Vertigo, see PolyGram.

Verve, see PolyGram.

Victor, see RCA.

Victrola, see RCA.

Vierge, see Production Connection.

Virgin, see PolyGram.

Visa, see Trans-Canada.

Vista, see Walt Disney.

Vocalion, see MCA.

Vox Boxes, see Moss.

Vox Cum Laude, see Moss.

Vox/Turnabout, see Moss.

W A A Recs., 6950 Cote St. Luc Rd., Suite 1101, Montreal, P.Q. H4V 2Z9. Pres.: Andy Nagy.

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Labels: (Owned) Asylum, Atco, Atlantic, Big Tree, Cotillion, Elektra, Nonesuch, Reprise, WEA, Warner Bros.; (Licensed) Bearsville, Beggar's Banquet, Dark Horse, DiscReet, ECM, Emerald City, Embryo, Famous Charisma, Finnadar, Island, Little David, Manticore, Modern, Nempor, Pacific, Paradise, Rolling Stones, Scotti Bros., She, Sire, Swan Song, Warner Curb, Warner-Spector, Westbound, Whitfield, Wing & Song.

Wabana, see Boot.

Warm-Up, see Phonodisc.

Warner Bros., see WEA

Warner Curb, see WEA

Warner-Spector, see WEA

Westbound, see WEA

Westminster, see MCA

Whitfield, see WEA

Why-Fi, see RCA

Wing & Song, see WEA

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 Unreel Publ'g Co., 1035 Richmond St., London, Ont. N6A 3J6. Tel: (519) 672-1904. Contacts: Helen & John Victor.
 V Music Publ'g Co. (CAPAC), see Morning.
 Veler Americana Music Publ'g (VAMP) (CAPAC), 79 Lunness Rd., Toronto, Ont. M8W 4M7. Tel: (416) 259-9182. Mng. Dir.: Jose Osana.
 Veron Music (PRO), 3500 Glen Erin Dr., Unit 10, Mississauga, Ont. L5L 1W6. Tel: (416) 820-7788. Pres. & Prof. Mgr.: Stan Campbell; Gen. Mgr.: Veronica J.T. Matasseje.
 Ville Emard Blues Publ'g (CAPAC), see Halben.
 Visa Music (ASCAP), see Tessa.
 Welbeck Music of Canada (CAPAC), see ATV.
 Westend Music (PRO), see Halben.
 Workmusic/Level-S Music, 1390 Sherbrook W., Suite 2, Montreal, P.Q. H3G 1J9. Tel: (514) 844-2877. Pres.: Paul Klein; VP: Anand Maharajh.
 World Acclaim Music (CAPAC), see Veron.
 World Artists (CAPAC), see ATV.

• sheet music jobbers/suppliers

Academy of Musical Arts, 212 Lochiel St., Sarnia, Ont. N7T 4C7. Tel: (519) 344-6881/7683. Prof. Mgr.: Patrick C. Malito.
 Algor Music Ltd., 372A Yonge St., Toronto, Ont. M5B 1S6. Tel: (416) 597-0066. Owner: Edward G. Hough.
 Chappell Music Canada Ltd., 14 Birch Ave., Toronto, Ont. M4V 1C9. Tel: (416) 922-2159. Cable: SYMPHONY. Telex: 065-24516.
 Empire Music Co. Ltd., 8553 Main St., Vancouver, B.C. V5X 3M3. Tel: (604) 324-7732.
 Frederick Harris Music Co. Ltd., 529 Speers Rd., Oakville, Ont. L6K 2G4. Tel: (416) 845-3487/3572. Pres.: Wayne Gilpin.
 E. C. Kerby Ltd., 198 Davenport Rd., Toronto, Ont. M5R 1J2. Tel: (416) 922-9934.
 Leslie Music Supply, PO Box 471, Oakville, Ont. L6J 5A8. Tel: (416) 844-3109.
 Morning Music Ltd., 1343 Matheson Blvd., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960250. Pres.: Jury Krytiuk; VP: Tom C. Connors; Gen. Mgr.: Mark Altman.
 Gordon V. Thompson Ltd., 29 Birch Ave., Toronto, Ont. M4V 1E2. Tel: (416) 923-7329. Pres.: John C. Bird.

• record & tape wholesalers

The wholesale function(s) of all companies is set in bold face and parentheses after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter.

ALBERTA

• CALGARY (Area Code 403)

A & A Recs. & Tapes (div. of Sound Insight Ltd.), 7008-P Fifth St. SE, Postal Code: T2H 2H3. Tel: 259-3632. Reg'l Dir.: Lyle Drake. (Rec. & Tape RJ)
 Home office: Markham (Toronto Metropolitan Area), Ont.
 Alta Rec. Dist'n Ltd., 5326 1 A St. SE, Postal Code: T2H 1J2. Tel: 252-7322. Owner & Mgr.: John Hardy; Opns. Dir.: Shirley Hardy. (Rec. & Tape D)
 D J's Music Servs. Ltd., (Rec. OS), see Dee Jay's Music Dists.
 Dee Jay's Music Dists. Ltd., 4524 Manilla Rd. SE, Postal Code: T2G 4B7. Tel: 243-0252. (Rec. D), (Rec. OS as DJ's Music Servs. Ltd.)
 Labels: Motown, Quality.
 Handelman Co. of Canada Ltd., 1135 64 Ave. SE, No. 106. Postal Code: T2H 3K7. Tel: 259-2800. (Rec. & Tape RJ)
 Shannock Mktg. Assocs., 7008P Fifth St. SE, Postal Code: T2H 2G3. Tel: 253-2113. Telex: 03-825559. Mgr.: B. Bouvette. (Rec., Tape & Vid. Pgm. D & I)

Home office: Burnaby (Vancouver Area), B.C. (See for prod. distributed)

• EDMONTON (Area Code 403)

Northland Music Dists. Co. Ltd., 6846 76 Ave. Postal Code: T6B 0A8. Tel: 469-5066. Pres., Gen. Mgr. & Buyer: Bill Maxim. (Rec. OS & RJ).

BRITISH COLUMBIA

• PRINCE GEORGE (Area Code 604)

Cove Dists., 3657 Opie Crescent, Postal Code: V2N 1B9. Tel: 562-6172. Telex: 047-8686. Mgr.: Mark Chester. (Rec. RJ)
 Labels: A&M, Boot, CBS, Capitol, K-Tel, MCA, Phonodisc, PolyGram, Quality, RCA, WEA, also distributes independent labels.

• VANCOUVER AREA (Area Code 604)

A & B One Stop Ltd., 556 Seymour St. Postal Code: V6B 3J5. Tel: 687-5837. Chief Exec.: F. Steiner; Mgr.: Adrian Bédouard; Buyer: Julia Ryan. (Rec., Tape & Vid. Pgm. OS)

Color Bars Video Systems Inc., 885 Helmcken St. Postal Code: V6Z 1B1. Tel: 687-4288. Execs.: Jack Hiltner, Ross Willows. (Vid. Pgm. D)
 Video program lines: A&M, Attic, CBS, MCA, PolyGram, Quality, RCA, La-Go Ents. (Rembrandt Holdings Ltd.), 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: 294-6226. Owner & Mgr.: Robert Gallo; Albums Buyer: D. Thauberer. (Rec. D).
 Labels: Audio Fidelity, Boot, Diamond, El Mocambo, Fantasy, Fiesta, Galaxy, Gusto, Milestone, Prestige, Pye, Riverside, Ruby, Stax, Strata East, Summit, TCD.
 Accessories: Le-Bo.

One Stop Rec'g Supplies. (Rec. OS & RJ)—Tel: 732-7313—see Emerson Short.

Pindoff Rec. Sales Ltd., 8048 Winston St., Burnaby V5A 2H5. Tel: 299-4394. Mgr.: L.S. Farquharson. (Rec. & Tape RJ)
 Home office: Rexdale (Toronto Metropolitan Area), Ont.
 Rainbow Recs. Ltd., 4429 Kingsway, No. 30, Burnaby V5H 2A1. Tel: 438-3711. Owner: Leo Satanove. (Rec. OS, I & E; Tape OS & E)
 Shannock Mktg. Assocs., 3941 Grant St., Burnaby V5C 3N4. Tel: 294-8566. Telex: 04-354858. Mgr. & Buyer: W. McCartney. (Rec., Tape & Vid. Pgm. D & I)

Branch: Calgary, Alta.
 Labels: Berber, Disneyland, JVC.
 Video program lines: CBS/Fox, Columbia, Disney, Embassy, MCA, MGM, Media, Nostalgia, Paramount, Thorne/EMI, Vestron, Warner.
 Accessories: Alltop, Dynacharge, Recolon, Satin, Savoy, TDK.
 Emerson Short, 1599 W. Fourth Ave. Postal Code: T7Z 3Q3-145. Owner & Sales Mgr.: Emerson Short. (Rec. Tape & Vid. Pgm. D; Rec. & Tape I & E). (Rec. OS & RJ as One Stop Rec'g Supplies)
 Labels: J. C. V Int'l.

MANITOBA

• WINNIPEG (Area Code 204)

Laurel Recs. Ltd., 120 Isabel St. Postal Code: R3A 1G4. Tel: 783-0436, 774-1052. Telex: 07-587504. Pres.: W.V. Sulkovsky; Promo Dir.: Glen Gore Smith. (Rec., Tape & Videocassette D)

Labels: Motown, Quality.
 M C T R Dists. Ltd., 1733 St. Matthews Ave. Postal Code: R3H 0V8. Tel: 783-7201. Owner: Thomas Rathwell; Mgr.: Pat Christie; Albums & Tape Buyer: S. Astleford. (Rec. & Tape RJ)
 Accessories: Discwasher, Phonodisc, TDK.
 National Rec. Dist. Ltd., 30 Plymouth St. Postal Code: R3C 2K9. Tel: 633-1412. Pres.: R.L. Lauze; VP Mktg.: K.J. Grouette Sr.; Buyer: Wayne Harmon. (Rec. & Tape RJ)

NEW BRUNSWICK

• MONCTON (Area Code 506)

Handelman Co. of Canada Ltd., 450 Edinburgh Dr. Postal Code: E1C 3B2. Tel: 389-9141. (Rec. & Tape RJ).

NOVA SCOTIA

• HALIFAX AREA (Area Code 902)

A & A Recs. & Tapes (div. of Sound Insight Ltd.), 100 Wright Ave., Dartmouth B3B 1L2. Tel: 463-9344. Reg'l Dir.: Paul Alzema. (Rec. & Tape RJ)
 Home office: Markham (Toronto Metropolitan Area), Ont.
 Fine Lines Dist'n Ltd., 2618 King St. Postal Code: B3K 4T8. Owner & Mgr.: Charles Brown. (Rec. & Tape D)

ONTARIO

• CAMBRIDGE (Area Code 519)

Lawson-Falle Ltd., PO Box 144, 20 Park Hill Rd. E., Cambridge N1R 1P2. Tel: 622-1941. Contact: David Falle.

• MILTON (Area Code 416)

Audio Market Sales, 633 Main St. E. Postal Code: L9T 3J2. Tel: 878-8803. Chief Exec. & Buyer: Thomas Baldock. (Rec. & Tape D)
 Labels: A&M, American Gramophone, CBS, DBX, Delos, Denon, Direct

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Accessories: Gruv-Glide.

• MOUNT ALBERT (Area Code 416)

Holburne Dist'g Co. Ltd., PO Box 9. Postal Code: LOG 1M0. Tel: 284-3085.
Telex: 06-963548. Mgr. & Buyer: Frank P. Swain. (Rec. & Tape D & I).
Labels: Banff, Bluegrass, Broadland, Celtic, Dynamic, Edmar, Elite, Fiesta, Geophone, Ice, Island series, Merrymen, Pebblegroove, Penny, REC, Rodeo, Solitudes, Songmaster, Trinidad.
Imports Caribbean prod.

• OTTAWA (Area Code 613)

Eastern Ontario Rec. Dist's. Ltd., 1660 Woodward Dr. Postal Code: K2C 3R8.
Tel: 225-7540. Telex: 053-4506. Owners: Jack, Jan & Jim Slumkoski. (Rec., Tape & Vid. Pgm. RJ)

Link Int'l, 1660 Woodward Dr. Postal Code: K2C 3R8. Tel: 225-3778. Telex: 053-4506. Gen. Mgr.: Miles Flood. (Rec. & Tape RJ & E)
TC/AC/DC Dist's. Inc., 1050 Baxter Rd. Postal Code: K2C 3P1. Tel: 820-4522. Owners: Harold Levin, David Mozer. Mgr. & Albums Buyer: Miles Flood. (Rec. OS, I & E)

• PETERBOROUGH (Area Code 416)

SCANDINAVIAN REC. IMPORT LTD., 187 Lock St. Postal Code: K9J 2Y8. Tel: 748-5422. Pres.: Greg Pastic.
Labels: Academy Sound & Vision, Accent, BIS, Caprice, Chandos, Collegium, EMI (Sweden), Hyperion, Meridian, Dupis 3, Pierre Verany, Proprius, Reference, Ricercar, Titanic, Unicorn/Ranchana. (SEE ADVERTISEMENT)

• TORONTO METROPOLITAN AREA (Area Code 416)

A & A Recs. & Tapes (div. of Sound Insight Ltd.), 461 Alden Rd., Markham L3R 3L4. Tel: 474-1900. Pres.: Terry Lind; Exec. VP: Fred Rich. (Rec. & Tape RJ)

Branches: Calgary, Alta.; Dartmouth (Halifax Area), N.S.
Aldisc Dist's. Ltd., 64 Bullock Dr., Markham L3P 3P2. Tel: 294-9298. Pres.: Tony R. Frank; Sales Mgr.: Rick Dobbs; Buyer: Bruce MacKenzie. (Rec. & Tape OS & RJ)

BEACHES RECS & TAPES LTD., 950 Denison St., Unit 20, Markham L3R 3K5. Tel: 475-1175/1585. Telex: 06-986787. Owners: Bernie Letofsky, Willie Sportello; Mgr.: Len Wong; Singles & Albums Buyer: Willie Sportello. Local branch: Cheapies Recs. & Tapes Ltd., 599-A Yonge St., Toronto M4E 1Z4. Tel: 929-9756. Mgr.: Ross Patrick. (Rec. OS, E & I—worldwide) (SEE ADVERTISEMENT)

B. Broughton Co. Ltd., 123 Queen St. E. Postal Code: M5C 1S1. Tel: 863-1656. Owner: Brian Broughton; Singles & Albums Buyer: John Killoran. (Rec. & Tape D, I & E)
Labels: Epoch Universal, Fontaine House, K&R, Pastoral Arts Assocs., Weston Priory.

Cantrade, 18 Spadina Ave. Postal Code: M5V 2H6. Tel: 364-7766.
Distributes cutouts.
Coda Publ'ns, 337 King St. W. Postal Code: M5V 1J5. Tel: 368-3149. (Rec. D).

Labels: Blue Angel, Bountiful, Broadway, Cat, Circle, Dawn Club, EBM, FMP, Jazz Society, Jazz Studies, Jim Taylor Presents, Jump, Dgun, Queen Disc, Tax.

Continental Recs. Co. Ltd., PO Box 2103, Bramalea L6T 3S3. Tel: 792-2048.
Pres. & Buyer: Neil Patte. (Rec. D, OS, I & E)

Distributes RCA, Rebound, Underground & WEA odds.
D J & B Rec. Sales/Metropolitan Recs., 435 Midwest Rd., Unit A5, Scarborough M1P 3A6. Tel: 759-1168. Telex: 06-963559. Owners: Bruce Bradley, Cyril Kaye, Tom Wollitzer (Freezeexports).

Datadis: Rec. Sales, 2247 Midland Ave., Unit 7. Postal Code: M1P 4R1. Tel: 292-2538. Telex: 065-26121. Owner: John Vagenas; Mgr.: Tasso Vagenas; Albums Buyer: Tasso Vagenas. (Rec. RJ, I & E)

Disc-Count Recs. Int'l, 2 Sultan St., Suite 205. Postal Code: M5S 1L7. Tel: 967-7698. Mgr.: Jim Cassina; Buyer: Jan Haust. (Rec. & Tape I & E—specialty prod.)

EXILE INT'L, 31 Leading Rd., Rexdale M9V 4B7. Tel: 749-3920. Telex: 06-527377. Owners: Cyril Kaye, Chris Jester. (Rec. & Tape E) (SEE ADVERTISEMENT)

Handleman Co. of Canada Ltd., 2358 Midland Ave., Scarborough M1S 4A9. Tel: 298-0411. (Rec. & Tape RJ)

Ital Rec. & Video Dist'g Co., 1339 St. Clair Ave. W. Postal Code: M6E 1C3. Tel: 654-8272. Owner: Pasquale Colangelo; Mgr.: Ettore Colangelo; Sales Mgr.: Lino Colangelo. (Rec. & Tape D, I & E; Vid. Pgm. I)
Labels: CP, Ital, Moon, Venus.

Labels imported: CBS, CGD, Durium, EMI, Fonit Cetra, Phonogram, RCA, Ricordi, Saar (all Italy).

Video Program lines imported: Domovideo & Cinehollywood (Italy).

Metrodisc Dist's., Mktg. Div., 480 Tapscott Rd., Unit 1, Scarborough M1B 1W3. Tel: 291-5590. Sales Mgr.: Stephen Tennant. (Rec. & Tape D)

Branch: Montreal, P.Q.
Labels: All Platinum, Baby, Becket, Buddha, Cadet, Celebration, Checker, Chess, Evolution, Gordy, Hansa, Jive/Zomba, Kama Sutra, MSI, Motown, Playboy, Quality, Ranwood, Ready, Sesame Street, Sugar Hill, Tamla, Vanguard.

Pindoff Rec. Sales Ltd., 31 Leading Rd., Rexdale M9V 4B7. Tel: 741-4182.
Pres.: K. Pindoff; VP & Gen. Mgr.: E.T. Campbell. (Rec. & Tape RJ)

Branches: Burnaby (Vancouver Area), B.C.; St. Laurent (Montreal Metropolitan Area), P.Q.

Pose Dist's., see Boot Recs. in Record Co. section.

RECORD PEDDLER, 115 Queen St. E. Postal Code: M5C 1S1. Tel: 368-8755. Telex: 065-23704. Owner: Ben Hoffman; Sales Mgr.: Dave Smeltzer. (Rec. D&I).

Label distributed: Fringe.

Labels imported: Ace (UK), Brain (Germany), Celestial Harmonies (USA), Cherry Red (UK), Crass (UK), Factory (UK), Fetish (UK), 4AD (UK), Heavy Metal (UK), IC (Germany), Kuck Kuck (Germany), Mute (UK), Neat (UK), No Future (UK), On-U-Sound (UK), Ralph (USA), Rough Trade (UK, USA), Situation (UK), Sky (Germany), Slash (USA), Statik (UK), Subterranean (USA), Warning (Germany), Zick Zack (Germany), also imports from Australia, Japan, Netherlands. (SEE ADVERTISEMENT)

Records on Wheels Ltd., 153 Tetsou Rd., Markham L3R 1E7. Tel: 475-3550.
Owners: Vito & Don Ierullo; Gen. Mgr. & Buyer: Greg Malta. (Rec., Tape & Vid. Pgm. RJ; Rec. I; Rec. & Tape E)

Accessories: Blank tape.

RHYTHMS (div. of Bennett/Zgarka Music Ltd.), 2485 Queen St. E. Postal Code: M4E 1H9. Tel: 694-8522. Telex: 06-218559. Pres.: Dominique Zgarka; CD Dept. Head: Bernd Schaeffer, Domestic DS Buyer: Roger Hedrick; Imports DS Buyer: Kevin Unger. (Rec. OS, RJ, I & E)

Accessories: Blank Tape. (SEE ADVERTISEMENT)

Roblan Dist's. Ltd., 274 Church St. Postal Code: M5B 1Z5. Tel: 977-6490.
Telex: 06-22500.

Sound 21 Canada Inc., 1224 Dundas St. E., Unit 5, Mississauga L4Y 4A2. Tel: 279-7682. Exec. VP: Jim Lemyre; Buyer: David Brown. (Rec. & Tape RJ)

Stereodyne Ltd., 3121 Universal Dr., Mississauga L4X 2E2. Tel: 625-8311.
Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing. (Rec. & Tape D)
Labels: Dynapak, Impact, Kids Corner, Rainbow, Showcase, Starpak, Stereodyne.

Sunrise Rec. Dist's., 3781 Victoria Park Ave., Unit 14, Scarborough M1W 3K5. Tel: 498-6601. Pres.: Malcolm Perlman; Mgr. & Buyer: Howard Ipp. (Rec. OS, RJ, I & E; Tape I & E)

Trend Recs. & Tapes Ltd., 47 Racine Rd., Unit 6, Rexdale M9W 6B2. Tel: 749-6601. Owners: Jack Inhaber, Allan Freedman; Mgr.: Jack Cardoza; Buyer: Jeff Bolter. (Rec. & Tape D, I, & E)

Labels: Alligator, Antilles, Black Saint, Brain, CBS Special Prods., Contemporary, Delmark, Discovery, 51 West, Flying Fish, Flyright, Folkways, GNP/Crescendo, Jackal, Laff, Living Language, Mango, Monitor, Muse, Dmri Sound, Pair, Pantheon, Pausa, Peter Pan, Philo, RCA (France), Radiola, Rounder, Sachville, Sky, Stash, Steeplechase, Sugar Hill, Timeless, Umbrella.

VINYL RESULTS INC., 357 Bay St., Suite 902. Postal Code: M5H 2T8. Tel: 477-0040; 950 Denison Rd., No. 20, Markham L3R 3K5. (Rec. & Tape D) (SEE ADVERTISEMENT)

Wilson Int'l Dist. Ent's. (WIDE), PO Box 738, Station A, Scarborough M1K 5C4; 544 Birchmount Rd., No. 902, Scarborough M1K 1P3. Owner: Patrick D. Wilson; Mgr.: Norman Wilson. (Rec. & Tape D & I)

Labels imported: Acanta (Germany), Amigo (Sweden), Ars Nova (Italy), Aria (Czechoslovakia), Attaca (Germany), Auvidis (France), Bellaphon (Germany), CRD (UK), Cassiopee (Italy), Classical (UK), Coronet (UK), Discophi (Germany), Ducale (Italy), ECM (Germany), Enigma Classics (UK), Exploring World (UK), Heritage (UK), Hungaroton (Hungary), JCC (Japan), Lyricon (Sweden), Lyrita (UK), MusicMasters (UK), Muza (Poland), Nimbus (UK), Pepita (Hungary), Pronit (Poland), Quadrilogia (Italy), Sonc (Germany), Teichiku (Japan), Trio (Japan), Unicorn (UK), Veriton (Poland), Vista (UK), Vogue (France), Wergo (Germany).

• WATERLOO (Area Code 519)

Carl H. Sattler & Assocs. Ltd., 321 Weber St. N. Postal Code: N2J 3H8. Tel: 885-0670. (Tape RJ)

PRINCE EDWARD ISLAND

• CHARLOTTETOWN (Area Code 902)

Watts Ent's. Ltd., 97 St. Peters Rd. Postal Code: C1A 5N9. Tel: 894-7549. (Rec. & Tape D, OS & RJ)

Labels: Audio, Columbia, Impact, London, MCA, Praise, Quality, RCA, Tee Vee, World.

Photographs: BSR, Sony, Yamaha.

Playback equip.: Sony, Lloyd's, Yamaha.

Accessories: BASF, TDK, Tracs, Watts.

QUEBEC

• MONTREAL METROPOLITAN AREA (Area Code 514)

Almada, 1700 Beaulac St., St.-Laurent H4R 1W8. Tel: 337-6500. Mgr.: Amos Alter; Buyers: D. Albums & Tape, Ronald Brasseur; DS Singles, Albums & Tape, Richard Vincent. (Rec. & Tape D, OS & I)

Beau Albert Dist., 1396 St. Catherine St. W. Postal Code: 524-1291, 634-9868. Owner & Mgr.: Albert Ariel; Sak. (Rec. & Tape D)

Bonaparte Recs. of Canada Ltd., 3414 Park Ave., Suite H2X 2H5. Tel: 849-9134. Pres.: W. Varvaris. (Rec. I) Diskade Inc. (Les Distributions), 9400 Parkway, Ville d'A H1J 1N6. Tel: 354-5770. Telex: 05-82593. Mgr.: Pie Tape D)

Labels: Boitadisc., Bonjour, Bo-Mon, Carriere, Daisy, Desrochers, GSI, GT, Gatsby, Intermede, Kebec, Kosmos, MCS, Marguerite, Mayerling, Mirage, NVSP, Nordet, Pingouin, Romance, SD, Solution, Zoo.

Downstairs Recs. Ltd., 4515 Poirier St. Laurent H4R 2A4. Tel: 334-2373. Telex: 05-827542. (Rec. OS, RJ, I & E)

Handleman Co. of Canada Ltd., 4215 Poirier Blvd., St.-Laurent H4R 2A4. Tel: 337-7040. (Rec. & Tape RJ)

Less Int'l, 4420 Oxford Ave. Postal Code: H4A 2Y6. Tel: 483-5921. Telex: 055-67168. Contact: Ivor Liss. (Rec. & Tape I & E)

MADACY INC. (DISTRIBUTION), 2132 Maislin St., Lasalle H8M 2L8. Tel: 364-2612. Telex: 05-25134. Pres.: Amos Alter; Buyer: Ronald Brasseur. (I & E)

Metrodisc Dist's., 3767 Thimins Blvd., Suite 206. Postal Code: H4R 1W4. Tel: 336-5930. Mgr.: Yves Dupuis. (Rec. & Tape D)

Home office: Toronto, Ont. (See for prod. distributed)

Millbank Music Corp., 245 Montee de Liesse. Postal Code: H4T 1N8. Tel: 341-4511. (DS, I & E)

P M R Dist'N, 845 Ave., Suite 10, Lachine H8T 2L7. Tel: 634-7901. Contact: Mario Fraganee.

Pindoff Rec. Sales Ltd., 245 Montee de Liesse, St. Laurent H4T 1P5. Tel: 341-1210. Mgr.: Jacques Marquis. (Rec. & Tape RJ)

Home office: Rexdale (Toronto Metropolitan Area), Ont.

R M P Rec. Sales Co. Ltd., 300 Bates Rd. Postal Code: H3S 1A3. Tel: 739-5662. Owner & Mgr.: Leslie Faludi; Buyers: D. & L. Faludi. (Rec. & Tape OS & RJ)

Select (Distributions), 500 Ste.-Catherine E. Postal Code: H2L 2C6. Tel: 849-6201. Telex: 055-60649. Contact: Aomar Dahman. (Rec. I)

Labels: Ades, Assimil, Calliope, Chant du Monde, DRG, Deesse, Harmonia Mundi, Impact, Inner City, Music for Pleasure, Musidisc, Pathe-Trianon, Studio SM.

Trans-Bec Inc. (Distribution), 4000 Hochelaga. Postal Code: H1W 1K3. Tel: 255-0312. Exec.: Serge LeBlanc. (Rec. D & I)

Labels: Archives du Disques Quebecois, Ciel, Trans-Bec.

SASKATCHEWAN

• REGINA (Area Code 306)

Ross Sound, 1040 McDonald St. Postal Code: S4N 2X8. Tel: 525-6111.
Owner: Ross Reibing; Mgr.: Keely Reibing. (Rec., Tape & Vid. Pgm. D & RJ; Rec. & Tape I & E)

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A F M see American Federation of Musicians.

Academy of Country Music Entertainment, PO Box 574, Thornhill, Ont. L3T 4A2. Tel: (416) 883-9294. Pres.: Gordon Burnett.

American Federation of Musicians (AFM), 101 Thorncliffe Park Dr., Toronto, Ont. M4H 1M1. Tel: (416) 425-1831.



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British Columbia Touring Council, 572 Beatty St., Vancouver, B.C. V6B 2L3. Tel: (604) 669-2800.

C A M M A C (Canadian Amateur Musicians—Musiciens Amateurs du Canada), PO Box 353, Westmount, P.Q. H3T 2T5. Tel: (514) 932-8755. Pres.: Guy Gagnon.

Canada Council, PO Box 1047, 255 Albert St., Ottawa, Ont. K1P 5V8. Tel: (613) 237-3400. WATS: (800) 267-8282. Cable: CANCONARTS. Dir.: T. Porteous; Communications Serv. Information Officer: M. Claire Pierrard. Canadian Bureau for the Advancement of Music (CBAM), Exhibition Place, Toronto, Ont. M6K 3C3. Tel: (416) 598-2798. Mng. Dir.: Lt. Col. C.O. Hunt.

Canadian Independent Rec. Prod'n Ass'n (CIPRA), 144 Front St. W., Suite 330, Toronto, Ont. M5J 1G2. Tel: (416) 593-4545. Pres.: Earl Rosen. Canadian League of Composers, 1263 Bay St., Toronto, Ont. M5R 2C1. Tel: (416) 964-1364.

Canadian Music Centre/Centre de Musique Canadienne (CMC), 1263 Bay St., Toronto, Ont. M5R 2C1. Tel: (416) 961-6601. Cable: CENTRECAN. Pres.: John A. Miller.

Canadian Music Council, 36 Elgin, Ottawa, Ont. K1P 5K5. Tel: (613) 238-5893. Pres.: Micheline Tessier.

Canadian Music Educators Ass'n (CMEA), Nat'l Resource Centre, PO Box 1461, St. Catharines, Ont. L2R 7J8. Tel: (416) 684-4664.

Canadian Rec'g Industry Ass'n, 89 Bloor St. E., Toronto, Ont. M4W 1A9. Tel: (416) 967-7272. Telex: (06) 219502. Pres.: Brian Robertson.

Foundation to Assist Canadian Artists on Rec. (FACTOR), 144 Front St. W., Suite 330, Toronto, Ont. M5J 1G2. Tel: (416) 593-4545. Contact: Mary Quarterone.

International Soc. for Music Education, 10 Gorsey Square, Scarborough, Ont. M1B 1A7. Exec. Sec'y: P. Marten.

Jeunesses Musicales du Canada, 1250 Sanguinet, Montreal, P.Q. H2K 3E7. Cable: JEUMUSICA. Tel: (514) 845-4108.

Music Industry Educators Ass'n, c/o Trebas Institute, 1435 Bleury St., Suite 301, Montreal, P.Q. H3A 2H7. Tel: (514) 845-4141. Pres.: David P. Leonard.

N A B E T, see National Ass'n of Broadcast Employees & Technicians.

NATIONAL ASS'N OF BROADCAST EMPLOYEES & TECHNICIANS (NABET-AFC), Local 700, 1179-A King St. W., Studio 102, Toronto, Ont. M6K 3C5. Tel: (416) 536-4827. (SEE ADVERTISEMENT)

National Ass'n of Broadcast Employees & Technicians (NABET), 6845 Saint-Denis St., Montreal, P.Q. H2S 2S3. Tel: (514) 276-8591.

National Youth Orchestra of Canada (NYO), 76 Charles St. W., Toronto, Ont. M5S 1K8. Tel: (416) 922-5031. Gen. Dir.: John Pellerin.

Radio Canada Int'l., PO Box 6000, Montreal, P.Q. H3C 3A8. Tel: (514) 285-2653. Cable: INTRAD.

CATALOG SERVICES

Parr's Print & Litho Ltd., 111 Ferner St., Markham, Ont. L3R 3K6. Tel: (416) 475-3300. Pres.: R.A. Gray; Plant Mgr.: D. Fulton; Mktg. Mgr.: R.J. Humphreys.

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk. (Record & Tape)

LICENSING ORGANIZATIONS, MUSIC

Canadian Musical Reproduction Rights Agency Ltd. (CMRRA), 111 Avenue Rd., Suite 302, Toronto, Ont. M5R 3J8. Tel: (416) 922-4170. Cable: MUS- RITES. Pres.: Al Mair; Gen. Mgr.: Paul M. Berry. (Mechanical & Synchronization rights only)

Composers, Authors & Publ'rs Ass'n of Canada Ltd. (CAPAC), 1240 Bay St., Toronto, Ont. M5R 2C2. Tel: (416) 924 4427. Gen. Mgr.: John V. Mills. (Performing rights only)

Branch: Vancouver, B.C., 1 Alexander St. Sherbrooke. Postal Code: H3G 1G2. Tel: (514) 288-4755.

P R O Canada (Performing Rights Org. of Canada Ltd.), 41 Valleybrook Dr., Don Mills, Ont. M3B 2S6. Tel: (416) 445-8700. Cable: CANMUS TO- RONTIO. Telex: (06) 966634. Pres.: Gordon F. Henderson; Mng. Dir.: Jan Matejcek; Pub. & PR Mgr.: Nancy Gyokeres.

Branch: Vancouver, B.C., 842 Thurlow St., Suite 200. Postal Code: V6E 1W2. Tel: (604) 688-7851—Montreal, P.Q., 625 President Kennedy Ave., Suite 1601. Postal Code: H3A 1K2. Tel: (514) 849-3294.

LICENSORS, RECORD & TAPE

Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Phil G. Anderson

Holborne Recs., PO Box 9, Mount Albert, Ont. LOG 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston.

International Audio Visual Ltd., PO Box 1096, Coquitlam, B.C. V3J 6Z4; 86 Braid St., New Westminster, B.C. V3L 3P4. Tel: (604) 522-7955. Cable: IAVSOUND. Telex: (043) 51350. Pres.: Dr. Peter P. Allinger; VP Sales: Philip Allinger.

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: George R. Struth; Nat'l Sales Mgr.: Stephen Tennant.

PLATING, PROCESSING & PRESSING PLANTS

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J.D. Evans. (Pressing only)

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 298-8190. Telex: (065) 26142. Pres.: Isidore Philosophie.

GOLDEN REC. MFG. LTD., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (SEE ADVERTISEMENT)

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk. (Pressing only)

Precision Rec. Prod'ns., 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Jack C. Anderson; Sales Mgr.: Paul Falero.

Pressing capacity: 45-5000 units/day; LP-15,000 units/day.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: George R. Struth; Nat'l Sales Mgr.: Stephen Tennant. (Pressing only)

Pressing capacity: 45-60,000 units/day; LP-25,000 units/day.

STEREODYNE LTD., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. (SEE ADVERTISEMENT)

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtois, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (Pressing only—45 & LP)

RECORD PROMOTION

(Including Public Relations & Publicity)

A D C 2000 Recs., 125 Dupont St., Toronto, Ont. M5R 1V4. Tel: (416) 961-2000.

Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Phil G. Anderson.

Dynacom Communications Inc., PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres.: Dave Leonard.

Bill Hicks Design & Photography, 61 Gertie St., 2nd fl., Winnipeg, Man. R3A 1B5. Tel: (204) 284-4752.

Holborne Recs., PO Box 9, Mount Albert, Ont. LOG 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston.

Sheldon Kagan Prod'ns., 1020 Fifth Ave., Dorval, P.Q. H9S 1J2. Tel: (514) 631-2160. Gen. & Sales Mgr.: Sheldon Kagan.

Oh! Assocs., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 498-5405.

PolyGram Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690.

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The audio and video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

AUDIOREC REC'G CANADA INC., 600 Port Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 384-6667.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J. D. Evans.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 298-8190. Telex: (065) 26142. Pres.: Isidore Philosophie. (PKG)

Eastern Sound, 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 968-1855.

Audio: Cassette, open reel.

Audio: 2" quad & 1" helical open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Global Prods., 350 Sorauene Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD. (PKG)

Audio: 8-tr., cassette.

GOLDEN REC. MFG. LTD., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (PKG)

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser. (PKG—audio & video)

Audio: Cassette.

PolyGram Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690.

Audio: 8-tr., cassette.

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk.

Audio: 8-tr., cassette, open reel.

Precision Rec. Prod'ns., 142 Sparks Ave., Willowdale, Ont. M2H 2V9. Tel: (416) 499-5000. Pres.: Jack C. Anderson; Sales Mgr.: Paul Falero.

Audio: Cassette.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: George R. Struth; Nat'l Sales Mgr.: Stephen Tennant.

Audio: Cassette, 8-tr.

Smyth Sound Equip. Ltd., 595 Parc Industriel, Longueuil, P.Q. J4H 3V7. Tel: (514) 679-5490.

Audio: Cassette.

Sonrise Cassette Dupl'g Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 278-1544. Pres.: Frank Klassen. (PKG)

Audio: Cassette (stereo & mono).

Sound Image Ltd., 180 Sheldon Dr., Cambridge, Ont. N1R 6V1. Tel: (519) 623-2269. Pres.: Ron Penner. (PKG—audio only)

Audio: Cassette.

STEREODYNE LTD., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. (PKG)

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Western Imperial Dist. Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 270-8682. Pres.: Gordon Cleasby; Sales Mgr.: Paul Nicholson. (PKG only—audio)

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtois, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (PKG)

Audio: Cassette

• supplies

CARTRIDGE & CASSETTE PARTS

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. Telex: 06 97627. Pres.: J.L. Major; Magnetic Tape Prods. Sales Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: 8-tr. & cassette parts.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J. D. Evans.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Audio: 8-tr.

Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 298-8190. Telex: (065) 26142. Pres.: Isidore Philosophie.

Audio: Injection-moulded plastic housings.

Global Prods., 350 Sorauene Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Audio: 8-tr., cassette.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio & Video: YORNETICS cassette components & shells.

STEREODYNE LTD., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing.

Audio: 8-tr. & cassette housings. (SEE ADVERTISEMENT)

Yorknetics, see Pacific Int'l

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. Telex: 06 97627. Pres.: J.L. Major; Magnetic Tape Prods. Sales Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: 8-tr., cassette, open reel.

Capitol, see Will Farrow.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 32, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Will Farrow. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: CAPITOL 8-tr., cassette, open reel.

Global Prods., 350 Sorauene Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751.

Audio: 8-tr., cassette.

Lee & Man Mfg. Co. Ltd., 11720 Voyageur Way, No. 7, Richmond, B.C. V6X 3G9. Tel: (604) 278-5595. Telex: (04) 355883.

Home office: Hong Kong.

Audio: C-0 cassette.

Rockford Automation of Canada Inc., 59 Bramalea Rd., Brampton, Ont. L6T 2W4. Tel: (416) 793-8311. Gen. Mgr.: Walter Strlicek; Audio Prod. Sales Mgr.: Carl Cooley.

Audio: C-0 cassette, 8-tr.

Solo Prods., see Stereodyne.

STEREODYNE LTD., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing.

Audio: SOLO PRODS. 8-tr. & cassette. (SEE ADVERTISEMENT)

Tri-Tec Inds., 5510 Ambler Dr., Unit 6, Mississauga, Ont. L4W 2V1. Tel: (416) 624-0733. Telex: (06) 961331. Pres.: Simon Lee; Sales Mgr.: Harriet Lee.

Audio: C-0 cassette.

Western Imperial Dist. Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 270-8682. Pres.: Gordon Cleasby; Sales Mgr.: Paul Nicholson.

Audio: C-0 cassette, plastic reels.

ENVELOPES & MAILERS

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522.

Ross-Elis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtois, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (45, LP & Tape)

JACKETS & SLEEVES

Custom Converters Printers Ltd., 563 The Queensway E., Mississauga, Ont. L5A 3K6. Tel: (416) 279-5256. Telex: (06) 961191. Owners: Ken Wasylchyk, Don Stigmire. (Plastic inner sleeves for LPs)

GOLDEN REC. MFG. LTD., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (SEE ADVERTISEMENT)

Holborne Recs., PO Box 9, Mount Albert, Ont. LOG 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston. (45 & LP)

Lithobac Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133. (Jackets only)

Metro Graphic Corp., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. (Sleeves only)

Parr's Print & Litho Ltd., 111 Ferner St., Markham, Ont. L3R 3K6. Tel: (416) 475-3300. Pres.: R.A. Gray; Plant Mgr.: D. Fulton; Mktg. Mgr.: R.J. Humphreys.

Ross-Elis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

Shorewood Packaging Corp. of Canada Ltd., 50 Administration Isle, 2220 Midland Ave., Scarborough, Ont. M1P 3E6. Tel: (416) 292-3990. Telex: (065) 25228. VP & Mng. Dir.: G. Prochaska.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

W. H. Brady Inc., 10 Marmac Dr., Rexdale, Ont. M9W 1E6. Tel: (416) 675-7111. Telex: (06) 989171. Mgr.: E. Wright.

Audio: Splicing tape.

Video: Splicing tape, leader tape, anti-static tabs.

Edital, see McKen Electronics.

McKen Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Telex: (05) 33381.

Audio: WRE bulk erasers; EDITALL splicing & editing equip.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio & Video: Labels, cartons & custom wrapping.

Ross-Elis Ltd., 300 Ann St., Montreal, P.Q., H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

Audio & Video: Cassette & videocassette labels.

W R E, see McKen Electronics.

Western Imperial Dist. Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 270-8682. Pres.: Gordon Cleasby; Sales Mgr.: Paul Nicholson.

Audio: Cassette boxes (Norelco & soft-pole styles), cassette labels, cassette albums, paper cores for open reel.

RAW MATERIALS

Keycor Corp. (sub. of Keycor-Century Corp.), 107 Dowry Rd., Ajax, Ont. L1S 2G3. Tel: (416) 686-2351.

Product: Record suspension homopolymer & copolymer resins, record compounds (standard black & custom transparent colors), audiophile record compounds & dye pigment base.

TAPE, BLANK LOADED

Adtec, see Western Imperial.

Agfa, see Smyth & Western Imperial.

Amplex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. Telex: 06 97627. Pres.: J.L. Major; Magnetic Tape Prods. Sales Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444-Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: 2", 1" & 1/2" reel; cassette.

Video: 2" & 1" reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.

Analyst, see Pacific Int'l.

AUDIOBEC REC'G CANADA INC., 600 Port Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 384-6667.

Audio: 8-tr., cassette.

B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.

Audio: 8-tr., cassette, open reel.

Capitol Recs. EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J.D. Evans.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823-Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667-Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Audio: 8-tr., cassette.

Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 298-8190. Telex: (065) 26142. Pres.: Isidore Philosophie.

Audio: 8-tr., cassette.

Dynapack, see Stereodyne.

Edmund Scientific Prods. Co., 3500 Bathurst St., Toronto, Ont. M6A 2C6. Tel: (416) 787-4584.

Audio: Endless-loop cassette.

Wiff Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 32, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Wiff Farrow. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: CAPITOL 1/2" open reel, 8-tr.

Global Prods., 350 Sorara Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Audio: 8-tr., cassette, reel.

International Audio Visual Ltd., PO Box 1096, Coquitlam, B.C. V3J 6Z4; 86 Braid St., New Westminster, B.C. V3L 3P4. Tel: (604) 522-7955. Cable: IAVSOUND. Telex: (043) 51351. Pres.: Dr. Peter P. Allinger; VP Sales: Philip Allinger.

Audio: Cassette.

Mazell, see Tri-Tel.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio: ANALYST 1/2" open reel, cassette (standard & mini-micro).

Video: ANALYST 1/2" Beta & VHS cassette.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159.

Audio: 8-tr., cassette, open reel (1/2" & 1/4")

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk.

Audio: PRESONIC 8-tr., cassette.

Prasonic, see Prase.

Rockford Automation of Canada Inc., 59 Bramalea Rd., Brampton, Ont. L6T 2W4. Tel: (416) 793-8311. Gen. Mgr.: Walter Strick; Audio Prod. Sales Mgr.: Carl Cooley.

Audio: Cassette.

Smyth Sound Equip. Ltd., 595 Parc Industriel, Longueuil, P.Q. J4H 3V7. Tel: (514) 679-5490.

Audio: AGFA 2" & 1/2" reel, cassette.

Sony Of Canada Ltd., 411 Gordon Baker Rd., Willowdale, Ont. M2H 2S6. Tel: (416) 499-1414. Telex: (06) 986773.

Audio: Cassette, open reel (1/2")

Video: 1" & 1/2" open reel, 1/2" cassette, 1/2" Beta cassette.

STEREODYNE LTD., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311.

Audio: DYNAPAK 8-tr. (40, 45, 80, 90), cassette (60, 90). (SEE ADVERTISEMENT)

Tri-Tec Inds., 5510 Ambler Dr., Unit 6, Mississauga, Ont. L4W 2V1. Tel: (416) 624-0733. Telex: (06) 961331. Pres.: Simon Lee; Sales Mgr.: Harriet Lee.

Audio: Private brand cassette.

Video: Private brand 1/2" Beta & VHS cassette.

Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044. Telex: (065) 25230. Pres.: R.W. Finkle; VP Sales: H.M. Gruenstein; Mktg. Mgr.: T. Vance; Sales Mgr.: D. Jesty.

Audio: MAXELL 1/2" reel & cassette.

Video: MAXELL 1/2" Beta & VHS cassette.

Western Imperial Dist. Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 270-8682. Pres.: Gordon Cleasby; Sales Mgr.: Paul Nicholson.

Audio: AGFA 2", 1" & 1/2" open reel; ADTEC cassette (standard & computer).

TAPE, BULK RAW

Agfa, see Smyth.

Amplex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. Telex: 06 97627. Pres.: J.L. Major; Magnetic Tape Prods. Sales Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444-Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: 2", 1", 1/2", 1/4", 1/8" 8-tr., 1/2" cassette.

Video: 2", 1", 1/2"

B A S F (Canada) Ltd., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.

Audio: Cassette.

Video: 1/2" cassette.

Capitol, see Wiff Farrow.

Wiff Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 32, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Wiff Farrow. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: CAPITOL 2", 1/2", 1/4", 1/8" 8-tr.

Global Prods., 350 Sorara Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Audio: 8-tr., cassette, open reel.

International Audio Visual Ltd., PO Box 1096, Coquitlam, B.C. V3J 6Z4; 86 Braid St., New Westminster, B.C. V3L 3P4. Tel: (604) 522-7955. Cable: IAVSOUND. Telex: (043) 51350. Pres.: Dr. Peter P. Allinger; VP Sales: Philip Allinger.

Audio: 1/2" cassette.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Audio: 1/2" open reel, 1/2" cassette.

Video: 1/2" cassette.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159.

Audio: 8-tr., cassette, open reel (1/2" & 1/4")

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Gen. Mgr.: Paul Yaroshuk.

Audio: PRESONIC 8-tr., cassette.

Prasonic, see Prase.

Smyth Sound Equip. Ltd., 595 Parc Industriel, Longueuil, P.Q. J4H 3V7. Tel: (514) 679-5490.

Audio: AGFA 1/2"

TAPE Duplicating & PROCESSING EQUIPMENT

Amplex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. Telex: 06 97627. Pres.: J.L. Major; Magnetic Tape Prods. Sales Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444-Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Audio: Bin-loop duplicators, master reproducers.

Global Prods., 350 Sorara Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Audio: "In cassette" duplicator.

Pentagon, see Western Imperial.

Telex, see Western Imperial.

Western Imperial Dist. Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 270-8682. Pres.: Gordon Cleasby; Sales Mgr.: Paul Nicholson.

Audio: PENTAGON, TELEX in-cassette duplicators.

TAPE PACKAGING & LABELING EQUIPMENT

Graham Fraser Pkg. Machinery Ltd., 50 Don Park Rd., Unit 5, Markham, Ont. L3R 1J3. Tel: (416) 475-6944. Telex: (06) 986766. Pres.: Helmut Woertche.

Product: Tape packaging machines, conveyors, cartoners, fully automatic systems, specialty designs.

Metro Graphic Inc., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705.

Product: Label curing oven.

• accessories

Adtec, see Western Imperial.

Amplex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. Telex: 06 97627. Pres.: J.L. Major; Magnetic Tape Prods. Sales Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444-Dorval, P.Q., 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.

Product: Tape-demagnetizers (audio).

B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.

Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

C B S Ents. (div. of Canadian Broadcasting Corp.), PO Box 500, Sta. A, Toronto, Ont. M5W 1E6. Tel: (416) 925-3311 x 4893. Telex: (06) 218269. Dir.: Guy R. Mazzeo.

Product: Audiophile gloves.

Wiff Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 32, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Wiff Farrow.

Product: Record-carrying & storage cases; ROBINS record care prods.; 45 rpm adaptors, turntable mats, replacement styli; Tape-carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (audio), bulk erasers, demagnetizers (audio & video).

Global Prods., 350 Sorara Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape-carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.

Gross, see Smyth.

Mass Music Group (Canada) Ltd., 510 Coronation Dr., Unit 17, West Hill, Ont. M1E 4X6. Tel: (416) 284-0126.

Product: Record & Tape-carrying & storage cases.

Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video); leader tape, splicing tape & equip. (audio only).

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159.

Product: Tape-head cleaners (audio), leader tape (audio).

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629.

Product: Record-carrying & storage cases, record care prods.; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video).

Robins, see Wiff Farrow.

Smyth Sound Equip. Ltd., 595 Parc Industriel, Longueuil, P.Q. J4H 3V7. Tel: (514) 679-5490.

Product: Record-WATTS record card prods.; GRADD replacement styli; turntable mats; Tape-head cleaners & bulk erasers (video).

Sony Of Canada Ltd., 411 Gordon Baker Rd., Willowdale, Ont. M2H 2S6. Tel: (416) 499-1414. Telex: (06) 986773.

Product: Tape-carrying & storage cases (audio), head cleaners (audio & video).

Stanton, see Tri-Tel.

STEREODYNE LTD., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311.

Product: Tape-head cleaners. (SEE ADVERTISEMENT)

Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044. Telex: (065) 25230. Pres.: R.W. Finkle; VP Sales: H.M. Gruenstein; Mktg. Mgr.: T. Vance; Sales Mgr.: D. Jesty.

Product: Record-STANTON record care prods.; replacement styli; Tape-head cleaners (audio & video).

Watts, see Smyth.

Western Imperial Dist. Ltd., 9-12840 Bathgate Way, Richmond, B.C. V6V 1Z4. Tel: (604) 270-8682. Pres.: Gordon Cleasby; Sales Mgr.: Paul Nicholson.

Product: Tape-WESTERN IMPERIAL carrying & storage cases (audio); ADTEC head cleaners (audio).

• store fixtures

B A S F (Canada) Inc., 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.

Product: Tape display racks.

Global Prods., 350 Sorara Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.

Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Pacific Int'l Magnetics Inc., 200-11030 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-1851/6015. Telex: (04) 357568. Pres.: Paul B. Brown; Sales Mgr.: Peter Fraser.

Product: Tape-display racks (audio & video).

Praise Inds. Corp., 7802 Express St., Burnaby, B.C. V5A 1T4. Tel: (604) 421-3441. Pres.: Paul Yaroshuk.

Product: Record browser boxes, record display racks, record divider cards.

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists.

C B S Ents. (div. of Canadian Broadcasting Corp.), PO Box 500, Sta. A, Toronto, Ont. M5W 1E6. Tel: (416) 925-3311 x 4893. Telex: (06) 218269. Dir.: Guy R. Mazzeo.

Product: Posters, banners, decals, ad mats.

Holborne Recs., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 284-3085. Telex: (06) 963548. Pres.: Frank P. Swain; Sales Mgr.: Ray Johnston.

Product: Posters.

Naughty Bits Music Promos. & Mds., PO Box 157, Sta. B, Toronto, Ont. M5T 2T3. Tel: (416) 593-0178.

Product: Posters, T-shirts, jackets, hats/caps, keychains, patches, buttons/badges.

Poser Prod'n Ltd. Gold & Platinum Rec. Placques, 55 Torbay Rd., Units 3 & 4, Markham, Ont. L3R 1G7. Tel: (416) 475-9133. Pres.: Lee McGloin; Bus. Mgr.: Marilynassar.

Ross-Elis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.

Product: Posters.

Shorewood Packaging Corp. of Canada Ltd., 50 Administration Isle, 2220 Midland Ave., Scarborough, Ont. M1P 3E6. Tel: (416) 292-3990. Telex: (065) 25228. Tel. & Mng. Dir.: G. Prochaska.

Perego, Musart (Mexico), Private Stock (USA), Purple (UK), United Artists.

Epic, see CBS.
 Fermata Ltda. (Eds. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Eliana Casternas C.
 Labels: (Owned) Fermata, Pick, Premier, RGE, Som/Maior, Young.
 Fontana, see Philips.
 Heliodor, see Philips.
 I R T, see Industria de Radio & Television.
 Industria de Radio & Television SA (IFPI), Bustamante 596, Santiago. Tel: 22-7560. Cable: RADIOINTER. Telex: 278. Gen. Mgr.: Mario Reyes.
 Labels: (Owned) Alba; (licensed) Ariola (Spain), Motown (USA), Parnaso (Argentina), FCA (USA).

M G M, see Philips.
 Mercury, see Philips.
 Odeon, see EMI.
 Philips Chilena SA (IFPI), Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239. Label Mgr.: Manuel Vera.
 Labels: (Owned) Archiv, DGG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Smash, Vertigo, Verve; (licensed) H. Astric (Monaco), Charisma (UK), Fresh Air (UK), Tony Hall Prod's (UK), Infopesa (Peru), Interrobang, Jet (UK), MCA (USA), Mooncrest (UK), Mountain (UK), Onix (Ecuador), Peerless (Mexico), RSD (UK), Red Bullet (Netherlands), Rocket (USA), Roxbury (USA), Sono-Radio (Peru), Track (UK), Virrey (Peru), WWA (UK), Wam (Canada).

Pick, see Fermata.
 Polydor, see Philips.
 Premier, see Fermata.
 Quatro Ltda. (Productora & Distribuidora de Discos) (IFPI), Catedral 2098, Santiago. Tel: 65764/87893. Telex: 240197. Pres.: Rolando Molina Reyes; Gen. Mgr.: Carlos Herman Greene Valverde.
 Labels: (Licensed domestic) Aena; (licensed foreign) Ariola Int'l group (Spain), Baby (Italy), Fuentes (Colombia), Gamma (Mexico), Hispavox (Spain), Microfon (Argentina), Motown (USA), WEA Int'l (USA), Zahro (Spain).

R G E, see Fermata.
 Smash, see Philips.
 Som/Maior, see Fermata.
 Sonidos Ltd., Nueva Providencia 2249, Local 62-A, Santiago. Tel: 251-4352. Pres.: Nancy Canessa Lara; Gen. Mgr.: Sergio R. Roman Canales; Sales Mgr.: Myriam Navarro Astudillo.
 Labels: (Owned) Trigel, Voxon.
 Trigel, see Sonidos.
 U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Mng. Dir. & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
 Labels: (Licensed foreign) Chantecter (Brazil), Continental (Brazil), GNP Crescendo (USA), JVC (Japan), Phonodisc (Brazil), Prelude (USA).
 Vertigo, see Philips.
 Verve, see Philips.
 Voxon, see Sonidos.
 Young, see Fermata.

• music publishers

Equus (Ediciones Musicales), Rancagua 554, Santiago. Tel: 252-960, 231-811. Dir. Gen.: Jaime Roman C.; Gen. Mgr.: Carlos Quezada H.
 Fermata Ltda. (Eds. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Eliana Casternas C.
 Peer-Southern Org., see Southern.
 Sochem (Sociedad Chilena de Eds. Musicales) Ltda., Libertad 1227, Santiago 10. Tel: 737-069. Cable: TURNTABLE. Telex: 94774. Gen. Mgr.: Gonzalo Aranguiz; Sales Mgr.: Gerardo Villaman.
 Southern Music Int'l, Cruz 1469, Santiago.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Instituto de Extension Musical, Compania 1264, Santiago. Tel: 89-438.
 S A T C H (Sociedad de Autores Teatrales de Chile), San Diego 246, Santiago. Tel: 67-101, 66-2760.

LICENSING ORGANIZATION, MUSIC
 D A I C (Departamento del Derecho de Autor de la Universidad de Chile), San Antonio 427, 2nd fl., Santiago. Tel: 392-335. (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS
 E M I Odeon Chilena SA, Libertad 1227, Santiago. Tel: 737-069. Cable: TURNTABLE. Telex: 94774. Gen. Mgr.: Gonzalo Aranguiz; Sales Mgr.: Gerardo Villaman. (Pressing only)

TAPE CUSTOM DUPLICATORS
 Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239.
 Audio: Cassette.

Quatro Ltda. (Productora & Distribuidora de Discos), Catedral 2098, Santiago. Tel: 65764, 87893. Pres.: Rolando Molina Reyes; Gen. Mgr.: Carlos Herman Greene Valverde.
 Audio: Cassette.

U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Owner & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
 Audio: cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW
 Agta-Gevaert Chilena de Productos Fonograficos Ltda., Casilla 139-D, Carlos Fernandez 260, Santiago. Tel: 50-051, 56-7548. Telex: 289.
 Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, video.
 AGFA Cassette, open reel.
 U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Mng. Dir. & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
 Audio: UTZ cassette.

CHINA, PEOPLE'S REPUBLIC OF

Population: 1,020,000,000.
 Rate of exchange: \$1 (US) = 1.92 yuans.
 Per capita income \$430.

Holidays: January 1 (New Year's Day), February 16-19 (Spring Festival), May 1 (Labor Day), October 1, 2 (National Days).

• record & tape manufacturers / distributors / importers

China Rec. Factory (div. of Central Broadcasting & Television Administration), 811 Heng Shan Rd., Hsu-huan, Shanghai 200030. Tel: (021) 374470. Cable: 2627. Dir.: Hsu Cheng-min; Gen. Mgr.: Sun Li-Gong; Chief Eng.: Yao Qin-yi.
 Pacific Audio & Video Co. Ltd. (affiliate of Guangdong Provincial Broadcasting Bureau), Broadcasting Bldg., Renmin Bei Rd., Canton. Tel: 35270, 30030. Telex: 1051. Gen. Mgr.: M.C. Lin; Sales Mgr.: K. Mak.

• music publisher

China Rec. Factory (div. of Central Broadcasting & Television Administration), 811 Heng Shan Rd., Hsu-huan, Shanghai 200030. Tel: (021) 374470. Cable: 2627. Dir.: Hsu Cheng-min; Gen. Mgr.: Sun Li-Gong; Chief Eng.: Yao Qin-yi.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Central Conservatory of Music, Peking. Tel: 667120.
 Chinese Musician's Ass'n, 203 Chiao-Nai St., Beijing. Tel: 447015, 550827. Chm.: Lu Ji.

PRESSING PLANT
 China Rec. Factory (div. of Central Broadcasting & Television Administration), 811 Heng Shan Rd., Hsu-huan, Shanghai 200030. Tel: (021) 374470. Cable: 2627. Dir.: Hsu Cheng-min; Gen. Mgr.: Sun Li-Gong; Chief Eng.: Yao Qin-yi.

COLOMBIA

Population: 28,700,000.
 Rate of exchange: \$1 (US) = 76 pesos.
 Per capita income: \$1180.
 Holidays: January 1, January 6 (Epiphany), March 19 (St. Joseph's Day), March 30 (Palm Sunday), Easter Week, May 1 (Labor Day), May 15 (Ascension Day), Corpus Christi, June 13 (Thanksgiving), July 20 (Independence Day), August 7 (Battle of Boyaca), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), November 11 (Independence of Cartagena), December 11 (Immaculate Conception), December 25.

RECORDS:
 Sales: Asincol (Asociacion de Productores y Fonograficas de Colombia) places the yearly average of record and tape sales at \$25 million. Reliable information is hard to obtain, since the record companies are unwilling to share their sales data with either the press or Asincol.
 Record sales certification awards: There are no awards for selling a standardized number of records. However, each company presents year-end gold and silver records to its own best-selling artists. Some company representatives claim that a sales mark of at least 20,000 copies must be made to qualify for such an award.
 Average retail price per record: LP's—\$5.66; classical LP's—\$6.60, super-singles—\$2.83; singles—\$1.50.
 Type of distribution: Manufacturer-to-retailer is the predominant system. There are a few one-stops, but most sales are through retail chains located in the major cities; they also serve as wholesalers to other retailers. There is very little discounting.
 Type of promotion: Radio is the primary medium (79% penetration); but there is a trend toward producing spots for movie-theatre audiences, and TV exploitation is gaining ground as an alternative.

RAIO STATIONS:
 No. of: 363 AM, 20 FM. About 85% of programming is music-oriented.

TELEVISION STATIONS:
 No. of channels: 3.

• record & tape manufacturers / distributors / importers

Antillano, see Tropical.
 Archiv, see Philips.
 Armonia, see FM.
 Atriz, see Chaves.
 C B S SA (Discos) (IFPI), 5-81 Calle 80, Bogota, D.E. Tel: 211-91-00. Cable: COLRECORD. Telex: 43461. Mng. Dir.: Carlos A. Gutierrez T.; Sales Mgr.: Omar Artundagua.
 Labels: (Owned) CBS, Epic (licensed foreign) A&M (USA), Angel (UK), Apple (UK), Walt Disney (USA) EMI (UK), Harmony (USA), Odeon (Argentina), PIR (USA), Pathe Marconi (France), Sonoradio (Peru), United Artists (UK).
 Caliente, see Sonolux.
 Calle, see Daro.
 Candil, see Chaves.
 Caribe, see Fuentes.
 Carnaval, see Victoria.
 Carrizal, see Sonolux.
 Chaves (Discos), PO Box 304, 18-43 Carrera 23, Pasto. Tel: 20-51. Cable: DISCHAVES. Gen. Mgr.: Ramiro Chaves L.; Sales Mgr.: Ilija de Chaves.
 Labels: (Owned) Atriz, Candil, Chaves, Emerald.
 Codiscos (Compania Colombiana de Discos) SA, Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: COOISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.; A&R Mgr.: Rafael Mejia P.; A&R Dir.: Marco F. Essetat.
 Labels: (Owned) Costeno, Famoso, Super 45, Super Play, Super Sencillo, Zeida; (licensed) ATC (Argentina), Alshire (USA), Atlas (Italy), Autobahn (Germany), Baby (Italy), Barclay (France), Caracol (Chile), Common Cause (USA), Continental (Brazil), Danny Daniel (Spain), Fantasy (USA), Frituna (Sweden), Gamma (Mexico), Helix (Mexico), Hispavox (Spain), Hungaroton (Hungary), IB (France), Ricardo Kleiman (Argentina), LEM (France), MMS (Austria), Melody (Mexico), Microfon (Argentina), Musart (Mexico), Peruvox (Peru), Profisa (Mexico), Prcmusca (Peru), Ri-Fi (Italy), Riviera (France), SOS (Sweden), Trova (Venezuela).

Corporacion Musical Ltda., Carrera 47, No. 52-62, Apdo. Aereo 7011, Medellin. Cable: CONMUSICAL. Tel: 34-14-51. Gen. Mgr.: Hernan Restrepo Duque.
 Costeno, see Codiscos.
 D G G, see Philips.
 Daro Ltda. (Importaciones), Apdo. 4578, Bogota. Tel: 282-1706. Cable: IM-PODARO. Gen. Mgr.: Eduardo Calle; Ass'l Mgr.: Jorge E. Paz.
 Labels: (Owned) Calle, Daro, Salsa, SIS; (licensed) Argo (UK), Decca (UK), Lo Mejor (USA), London (USA), L'Oiseau Lyre (UK), SAR (USA), Sacodis (USA).
 Delujo, see Fuentes.
 Diana, see Victoria.
 Discomoda de Colombia Ltda. (IFPI), Apdo. Aereo 29585, 46-65 Avda. Caracas, Bogota, D.E. Tel: 287-3090, 287-3136. Cable: DISCOMODA. Pres.: Cesar Roldan; Gen. Mgr.: Enrique Estrada Duque; Sales Mgr.: Wilson Garcia.
 Labels: (Owned) Discomoda; (licensed) Alegre (USA), Belter (Spain), Bronco (USA), Continental (Mexico), Discolando (USA), FTA (Peru), Favedita (Venezuela), Inca (USA), Tico (USA), West Side Latino (USA).
 Elite, see Sociedad Int'l de Sonido.
 Emerald, see Chaves.
 Epic, see CBS.
 Extra, see Tropical.
 F M Discos & Cintas Ltda., Apdo. Aereo 13408, 20-43 Calle 13, Bogota, D.E. Tel: 77-96-86, 37-41-67. Cable: FM. Telex: 45499. Pres.: Francisco Montoya; Gen. Dir.: Humberto Moreno; Promo. Dir.: Camilo Mendoza; Sales Dir.: Rafael Velasquez; Int'l Dir.: Javier Garcia.
 Labels: (Owned) Armonia, FM, Pare, Vallenato; (licensed) Carrere (France), Dual (Spain), Discomoda Int'l (Venezuela), Foca (Venezuela), Fonopubica (Venezuela), Ilesa (Ecuador), Infopesa (Peru), K-Tel (USA), Kubaney (USA), Mary Lou (USA), Masa (USA), Melody (Mexico), Music Hall (Argentina), Musidisc (Brazil), Pluma (Venezuela), Sonografica (Venezuela), TH (USA, Venezuela), Teca (USA).
 Fabuloso, see INS.
 Famoso, see Codiscos.
 Felto, see Sonolux.
 Fonorte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Office 101, Medellin. Tel: 46-69-07, 46-61-09. Gen. Mgr.: Francisco J. Correa C. (Distributor/Importer)
 Fontana, see Philips.
 Fuentes (Fabrica de Discos) Ltda. (IFPI), Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez; Sales Mgr.: Jorge Gonzalez Botero.
 Labels: (Owned) Caribe, Delujo, Fuentes; (licensed) Accion (Mexico), Ariston (Italy), Belter (Spain), Carosello (Italy), Copacabana (Brazil), Disquerias (Venezuela), Dynamic Sound (Jamaica), Jupiter (Germany), Onix (Ecuador), Panart (USA), Parnaso (USA), Peerless (Mexico), Prelude (USA), Secco (USA), Som (Brazil), Vanguard (USA), Velvet (USA), Venezuela, El Virrey (Peru).
 H B, see Incolve.
 I N S (Industria Nacional del Sonido) Ltda. (IFPI), Apdo. Aereo 13408, 20-43 Calle 13, Bogota, D.E. Tel: 77-96-86, 37-41-67. Cable: FM. Telex: 45499. Gen. Dir.: Guillermo Zea Fernandez; Sales Mgr.: Fernando Sarmiento.
 Labels: Fabuloso, INS, Metropolis Silver; (licensed) Condor (Ecuador), Faro (Peru), Infopesa (Peru), Midas (Peru), Music Hall Sicamericana (Argentina), Rico-Solo (USA).
 Ideal, see Tropical.
 Impacto, see Sonolux.
 Incolve Ltda. (Industria Musical Colombo Venezolana), 21-73 Carrera 7a, 5th fl., Bogota. Tel: 241-91-99, 283-83-45. Cable: INCOLVIE. Gen. Mgr.: Fanny Frasser; Sales Mgr.: Orlando Montoya.
 Labels: (Owned) HB, Solex; (licensed) Applause (USA), Delphine (Europe), Grabaciones Mundiales (Venezuela), Motown (USA), Palacio (Venezuela), Telefunken (Europe).
 Industria Musical Colombo Venezolana, see Incolve.
 Industria Nacional del Sonido, see INS.
 Lyra, see Sonolux.
 Machuca, see Tropical.
 Mercury, see Philips.
 Metropolis Silver, see INS.
 Orbe (Discos) SA, 13-79 Carrera 68-D, Bogota. Tel: 262-4400.
 Label: (Licensed foreign) MCA (USA).
 Papagayo, see Sociedad Int'l de Sonido.
 Pare, see FM.
 Philips de Colombia SA (Industrias) (IFPI), Music Dept., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 16475. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Pop Label Mgr.: Patrick Mildenberg.
 Labels: (Owned) Archiv, DGG, Fontana, Mercury, Philips, Polydor, Vertigo, Verve; (licensed) Alhambra (Spain), Dreamland (USA), EG, Guajiro (USA), Lollipop (Germany), Pablo (USA), RSD (USA).
 Polydor, see Philips.
 R C U, see Victoria.
 Real, see Sonolux.
 S I S, see Daro & Sociedad Int'l de Sonido.
 Salsa, see Daro.
 Sociedad Int'l de Sonido, Apdo. Aereo 14380, 14-40 Calle 19, Bogota. Tel: 284-5818, 241-1218. Pres.: Eduardo Calle; A&R Mgr.: Alfonso Barrios.
 Labels: (Owned) Elite, Papagayo, SIS.
 Solex, see Incolve.
 Sonolux Industria Electro-Sonora SA (IFPI), 43A-5 Calle 29, Medellin. Tel: 32-09-99, 32-28-45. Cable: SONOLUX. Telex: 06512. Gen. Mgr.: Oscar Bayter Posada; Artist Dir.: Julio Segundo Villa R.; Sales Mgr.: Alvaro Escobar Ochoa.
 Labels: (Owned) Caliente, Impacto, Lyra, Real, Sonolux; (licensed domestic) Carrizal, Felto; (licensed foreign) Ariola (Germany), Marler (Spain), Promus (Venezuela), RCA (USA), Sonomex (Mexico), Sonoven (Venezuela), Surco (Argentina), Vogue (France), WEA (USA).
 Super 45, see Codiscos.
 Super Play, see Codiscos.
 Super Sencillo, see Codiscos.
 Swing, see Tropical.
 Tropical (Discos) Ltda. (IFPI), PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-362, 325-858. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.; A&R Mgr.: Jorge Fortou E.; Promo. Mgr.: Adelaida Reyes de Fortou.
 Labels: (Owned) Antillano, Extra, Ideal, Swing, Tropical; (licensed domestic) Machuca; (licensed foreign) Anvers (France), Brass (USA), CID (Brazil), Countdown (Germany), Debs (Guadaloupe), Fleche (France), Gema (Puerto Rico-USA), Graf (USA), Hiversum (Netherlands), Inagua (USA), Metronome (Germany), Mouse Music (Netherlands), Phonogram (Netherlands), RGE/Fermata (Brazil), Rana (Puerto Rico), Request

(USA), SMI (USA), Sirocco (France), Sonet (Sweden), Sonodisc (France), Studio 2 (Ecuador), Sweet City (USA), Unidisc (Canada), WMDT (USA).
 Universe, see Victoria.
 Valenato, see FM.
 Vertigo, see Philips.
 Verve, see Philips.
 Victoria (Industrias Fonograficas) Ltda. (IFPI), Apdo. Aereo 3308, 25-144 Carrera 52, Medellin. Tel: (94) 35-52-54. Cable: DISVICTORIA. Pres.: Otoniel Cardona Uran; Gen. Mgr.: Otoniel Cardona Jr.
 Labels: (Owned) Carnaval, Diana, RCU, Universe, Victoria; (licensed) Borinquen (Puerto Rico), Venus (Venezuela); ARV Int'l, Falcon, RIC, Remy (all USA).
 Zaida, see Codiscos.

• **music publishers**

C B S (Discos) SA, Div. Editorial, 5-81 Calle 80, Bogota. Tel: 211-91-00. Cable: COLRECORD. Telex: 43461. Gen. Dir.: Carlos A. Gutierrez T.; Mgr.: Miguel Angel Valenzuela.
 Ecomus (Ed. Colombiana e Int'l de Musica) Ltda., 11 A-40 Carrera 43 A, Medellin. Tel: 32-70-75. Cable: ECOMUS. Mgr.: Sylvia N. Arango Duque.
 Edimundo Ltda., Apdo. Aereo 55036, 53-94 Carrera 73, Medellin. Tel: 34-56-44, 34-75-71. Cable: EDIMUNDO. Mgr.: Guillermo Zen Fernandez.
 Edimusic (Ed. Int'l de Musical Ltda.), Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: EDIMUSIC. Chief Exec.: Gonzalo Pelaez; Gen. Mgr.: Hugo Giraldo M.; Prof. Mgr.: Ignacio Lopez.
 Editora e Promotora Musical Colombia Ltda. (Ediprom), Apdo. Aereo 3308, 25-144 Carrera 52, Medellin. Tel: (95) 35-52-54. Gen. Mgr.: Otoniel Cardona Uran.
 Fondo Musical, Apdo. Aereo 13408, 20-43 Calle 13, Bogota, D.E. Tel: 77-96-86, 37-41-67. Cable: FM. Telex: 45499. Gen. Dir.: Guillermo Zea Fernandez.
 Fonoton (Ed.), 51-39 Calle 13, Bogota. Tel: 60-06-00. Gen. Mgr.: Alfonso Escobar Nieto; Prof. Mgr.: Aida de Angarita.
 Peer de Colombia Ltda., 8-92 Calle 18, Bogota. Tel: 241-9864. Cable: PEERCO. Gen. Mgr.: Guillermo Fonseca.
 Prodemus (Promotora Colombiana de Musica) Ltda., Apdo. Aereo 1428, 11 A-40 Carrera 43 A, Medellin. Tel: 32-70-75. Cable: PRODEMUS. Mgr.: Sylvia Nora Arango Duque.
 Sonolux Int'l SA (Promotora), 43A-5 Calle 29, Medellin. Tel: 32-09-99. Pres.: Carlos Julio Ardita Gaviria; Gen. Mgr.: Cesar Tobon Norena; Ass't to Gen. Mgr.: Edgardo Quiceno Gil.

• **sheet music jobber / supplier**

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Office 101, Medellin. Tel: 46-69-07, 46-61-09. Gen. Mgr.: Francisco J. Correa C.

• **services**

CATALOG SERVICES

Philips de Colombia (SA Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.

LICENSING ORGANIZATION, MUSIC

SAYCO (Sociedad de Autores e Compositores de Colombia), 40-72 Carrera 19, Bogota. Tel: 2-87-08-01. Cable: SAYCO. (Performing rights only.)

LICENSORS, RECORD & TAPE

Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.

PLATING, PROCESSING & PRESSING PLANTS

C B S SA (Discos), 5-81 Calle 80, Bogota, D.E. Tel: 211-91-00. Cable: COLRECORD. Telex: 43461. Mng. Dir.: Carlos A. Gutierrez T.
 Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 F M Discos e Cintas Ltda., Apdo. Aereo 13408, 20-43 Calle 13, Bogota, D.E. Tel: 77-96-86, 37-41-67. Cable: FM. Telex: 45499. Gen. Dir.: Humberto Moreno. (45, LP)

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.

Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.

RECORD PROMOTION

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Promosonic Ltda., PO Box 50-804, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-362. Cable: RADIAG. Telex: 31123. Gen. & Sales Mgr.: Tony Fortou E.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.

**TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING**

Audio and Video lines indicate which configurations the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PK)" which appears after the main body of their listings.
 Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 Audio: Cassette.
 F M Disco e Cintas Ltda., Apdo. Aereo 13408, 20-43 Calle 13, Bogota, D.E. Tel: 77-96-86, 37-41-67. Cable: FM. Telex: 45499. Gen. Dir.: Humberto Moreno.
 Audio: Cassette, open reel.
 Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro

& Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Audio: 8-tr. cassette.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (PKG)
 Audio: cassette.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.
 Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 Audio: Cassette.

Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E. (PKG)
 Audio: Cassette, open reel.
 Video: 1/4" U-matic & 1/2" Beta cassette.

• **supplies**

CARTRIAGE & CASSETTE PARTS

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Chief product: Hubs, rollers, shields, base & cover.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (Audio only)
 Brand names: PANATOMIC, SONEK.

EMPTY CARTRIDGES, CASSETTES & REELS

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (Audio only)
 Brand name: SONEK.
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Audio: Cassette.
 Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 Audio: ULTRA SPECIALTY prods.

ENVELOPES & MAILERS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E. (45, LP)

JACKETS & SLEEVES

LABELS, OISK

Note: See Professional Tape Supplies & Accessories for tape labels.
 Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
 F M Discos e Cintas Ltda., Apdo. Aereo 13408, 20-43 Calle 13, Bogota, D.E. Tel: 77-96-86, 37-41-67. Cable: FM. Telex: 45499. Gen. Dir.: Humberto Moreno.
 Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Litho Plasticos Ltda., 68-73 Calle 68-B, Barranquilla. Tel: (95) 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E. (45, LP)

Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E. (45, LP)

POLYETHYLENE BAGS & SHRINKWRAP

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G. (Poly Bags only)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 Audio: ULTRA SPECIALTY equip.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.
 Audio: Cassette labels.

RAW MATERIALS

Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.
 Product: Vinyl compound.

RECORD MANUFACTURING EQUIPMENT

Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 Product: MCI equip.

TAPE, BLANK LOAEO & BULK RAW

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Office 101, Medellin. Tel: 46-69-07, 46-61-09. Gen. Mgr.: Francisco J. Correa C. (Blank only)
 Audio: DENON, MAXELL, SONY, TDK 1/4" reel, cassette.
 Video: MAXELL, SCOTCH, TDK 1/4" Beta & VHS cassette.
 Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 (Blank only)
 Audio: Cassette.
 Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz. (Blank only)
 Audio: SONEK cassette.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S. (Blank only)
 Audio: Cassette.
 Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 (Raw only)
 Audio: AMPEX 2", 1/4", 1/2", 3/4" cassette.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E. (Blank only)
 Audio: MUSICASSETTE cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ingeson Ltda., 6-27 Calle 22, Bogota. Tel: 243-3613. Pres.: Manuel Drezner; Sales Mgr.: G. Diaz.
 Product: SONEK winders.
 Sonolux Industria Electro-Sonora SA, 43A-5 Calle 29, Medellin. Tel: 32-09-99. Gen. Mgr.: Oscar Bayter Posada; Sales Mgr.: Alvaro Escobar Ochoa.
 Audio: APEX, ELECTROSOUND equip.

• **accessories**

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Office 101, Medellin. Tel: 46-69-07, 46-61-09. Gen. Mgr.: Francisco J. Correa C.
 Product: Record-record care prods., turntable mats, replacement styli; Tape-head cleaners (audio & video), demagnetizers (audio).
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00 x 164/5. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escobar Nieto; Sales Mgr.: Luis A. Garcia S.
 Product: Carrying & storage cases; Record-record care prods.; Tape-head cleaners, demagnetizers.

• **store fixtures**

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Product: Record & tape display racks

• **jukebox title strip manufacturers**

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
 Litho Plasticos Ltda., 68-73 Calle 68-B, Barranquilla. Tel: (95) 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.

• **promotional merchandising aids**

Litho Plasticos Ltda., 68-73 Calle 68-B, Barranquilla. Tel: (95) 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.
 Product: Posters.
 Tropical (Discos) Ltda., PO Box 793, 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 325-362. Cable: RADIAG. Telex: 31123. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E.
 Product: Posters.

COSTA RICA

Population: 2,300,000.

Per capita income: \$1 (US) = 40 colon.

Per capita income: \$1,700.

Holidays: January 1, March 19 (St. Joseph's Day), Easter Festival, April 11 (National Heroes Day), May 1 (Labor Day), July 25 (Annexation of Guanacosta), August 2 (Our Lady of Angels), September 15 (Independence Day), October 12 (Columbus Day), December 25 & all important Christian religious holidays.

• **record & tape manufacturers / distributors / importers**

Grammusic SA, Apdo. 6360, 60 metros al norte de la Embajada Americana, Altos de la Casa Dinamarca, San Jose. Tel: 21-92-19. Cable: RUSAF. Mgr.: Ruben J. Salazar. (See Discos de Centroamerica in Guatemala for label information).
 Indica (Industria de Discos Centroamericana) SA (IFPI), Apdo. 4093, San Jose. Tel: 35-93-22. Telex: 2308. Mng. Dir.: Eduardo Soto; A&R Dir.: Luis M. Salas.
 Labels: (Owned) Indica; (licensed) Almacenes de La Musica (Ecuador), Audio Fidelity (USA), Belter (Spain), CBS (worldwide), Daro (Colombia), Emporio (Ecuador), Fania (USA), Fonograma (Venezuela), Heriba (Bolivia), London (UK), Montilla (USA), Music Hall (Argentina), Palico (Venezuela), Peertless (Mexico), Som (Brazil), Sono Radio (Peru), TK (USA), Top Hits (Venezuela).
 Kodika SA, Edif. Doudouary, 2nd fl., Av. 3 & 5 Calle Central, 25 Mts. Norte Iglesia del Carmen, San Jose. Tel: 21-14-76. (See Discosa in El Salvador for label information)
 Lyra (Discos) SA, 277 Desamparados, San Jose. Tel: 27-80-57.
 Reuben & Co. Ltd., 132 First St., San Jose. Contact: Theodore Reuben-Aguilera.
 Johnny Salas, Apdo. 744, Paseo Estudiantes, San Jose. Tel: 23-8268.
 • **music publisher**
 Mundo Musical SA, Apdo. 4093, San Jose. Tel: 25-95-55.

• services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion de Musicos & Compositores Costarricenses, Apdo. 4365, San Jose.

PLATING, PROCESSING & PRESSING PLANT

RECORD PROMOTION

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.

TAPE CUSTOM DUPLICATOR

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto. Audio: 8-tr., cassette.

• accessories

Indica (industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto. Product: Record—45 rpm adaptors.

CYPRUS

Population: 660,000.

Rate of exchange: \$1 (US) = 1.96 Cypriot pound.

Per capita income: \$3000.

Holidays: January 1, January 6 (Epiphany), January 30 (Birthday of the Prophet), March 25 (Greek Independence Day), Good Friday, Easter Monday, May 1 (Worker's Day), August 12 (Ramazan Bayram), October 28 (Greek National Day), October 29 (Turkish National Day), December 25, 26.

RECORDS & TAPE:

Records & pre-recorded tape imported (CIF value): 1979—71,000 units, \$206,000.

Average retail price per pre-recorded cassette: Imported—\$11.90-\$15.40; locally duplicated—\$7.00-\$11.20; pirated—\$1.40-\$4.20.

Average retail price per record: Imported—\$11.90-\$15.40. (Note: Locally manufactured records not available.) Pirated product: 95% of total sales.

RADIO & TELEVISION STATIONS:

No. of radio stations: 3 (AM/FM).

No. of television stations: 1.

• record & tape

manufacturers / distributors / importers

C B S UK Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Labels: (Owned) CBS, Epic.

Electroacoustic Supply Co. Ltd. (IFPI), PO Box 625, 152 Anexarissias St., Limassol. Tel: 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjiannou; Sec'y: T.P. Antoniadou.

Branches: Larnaca, 27 Erievadi St. Tel: 54317—Nicosia, 7-9 Onassagorou St. Tel: 73429.

Labels: (Owned) Stratexa-Sound Carrier; (licensed) Columbia (Greece), Decca (UK), EMI (Greece), PRP (UK).

Epic, see CBS.

Stratexa-Sound Carrier, see Electroacoustic.

• services

RECORD PROMOTION

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

Audio and Video lines indicate which configurations the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their listings.

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Audio: Cassette.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjiannou; Sec'y: T.P. Antoniadou (PKG—audio).

Audio: Cassette.

• supplies

TAPE, BLANK LOADED

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Audio: Cassette.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjiannou; Sec'y: T.P. Antoniadou. Audio: Cassette.

• accessories

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Product: Record—record care products; Tape—head cleaners, demagnetizers, leader & splicing tape.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjiannou; Sec'y: T.P. Antoniadou. Product: Record—carrying cases; Tape—cassette carrying cases, head cleaners.

• store fixtures

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

Product: Tape browser boxes, display racks.

CZECHOSLOVAKIA

Population: 15,350,000.

Rate of exchange: \$1 (US) = 6.20 koruna.

Holidays: January 1, Easter Monday, May 1 (Labor Day), May 9 (Liberation Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold LP—300,000 units sold in export.

Platinum LP—500,000 units sold in export.

Records sold domestically including imports (retail value): LP's 1982—9,020,000 units, \$73,422,800; 1981—8,758,670 units, \$76,463,189. Singles & EP's 1982—3,413,000 units, \$6,826,000; 1981—3,766,000 units, \$7,357,960.

Records imported from countries other than USA: 1982—696,974 units; 1981—413,765 units.

Records exported to countries other than USA: 1982—2,000,000 units. Average retail price per record: LP's—\$8.14; EP's—\$2.05; singles—\$1.90.

Record club sales: 9% of LP's.

Discounting: Rarely.

Type of distribution: Opus and Supraphon own a chain of specialized retail shops. Panton has a few retail shops of its own. These account for 70% of all sales. The remainder is done through the manufacturer-to-wholesaler-to-retailer system, with big department store chains being especially important.

Type of promotion: Government-controlled radio plays an important part in the promotion of pop records, and the record companies often release recorded radio productions for public consumption. Supraphon publishes a monthly journal promoting the new releases of all three major record companies. Television shows influence sales to a slight degree. Jukeboxes: 2,200.

TAPE:

Market: Audio—The cassette is the favorite configuration, 8-tr. is not marketed, and open reel is used only sporadically for home recording and to provide background music where it's needed. Video—No hard- or software is available locally, but a few sets are privately imported, mostly for the use of professional musicians.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1982—1,090,200 units, \$10,902,000; 1981—1,076,444 units, \$11,157,173.

Pre-recorded audio tape imported from countries other than USA (factory value—CIF): 1982—8,000 units, \$80,000; 1981—1,700 units.

Average retail price per tape: Audio—cassette—\$10.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (100%); television sets—color (8%), b&w (94%); phonographs (37%); audio tape recorders (42%).

RADIO STATIONS:

No. of government stations: 1 AM, 3 FM.

Comment: One radio station programs pop music and short newscasts around the clock; another is devoted to classical music and high culture. Almost 40% of broadcast music is from records, mostly of local production, the remainder being from tapes produced by radio. Live transmissions, especially of pop music, are rare.

TELEVISION STATIONS:

No. of channels: 2 government, 70% color (SECAM).

Comment: While easy listening and middle-of-the-road music predominate, AOR is sometimes aired. Jazz, rock and folk are featured in special youth programs whose influence is growing. Most programs are produced locally, but imports from Socialist countries are frequently shown.

IMPORT/EXPORT REGULATIONS:

All transactions involving export and import of finished product must be made through state-controlled agencies. Both license contracts and export/import deals are made with Socialist countries. Western product is released in limited quantity through license contracts concluded by Supraphon and Opus.

MARKET ANALYSIS:

Supply has finally caught up with demand. Titles are being pressed in such quantities that even commercially successful records, especially licensed pop releases from the West, are in good supply—a sharp contrast to preceding years. Established Czech MOR artists, such as Karel Gott, still achieve satisfactory sales, but the interest of young audiences is focused on performers from their own age group, some of them one-hit-wonders. There is also a lively interest in New Wave groups, but it is not encouraged by the authorities. Country music is popular with all generations. Music directed toward the very young has fared unexpectedly well. The single "Girls from Our Kindergarten" set a new sales record, which suggests that there is a market still to be tapped. Classical music is the backbone of exports, and although at present license deals with the West are outstripping export of finished product to the Socialist Bloc countries, it is the latter that the industry relies on for steady and continued sales. Classical titles are now being recorded digitally for possible CD release through license agreements. Cassette production still falls short of demand and hardware is in equally short supply. Video has not yet established itself in the market, but there are some professionals and executives who own sets. Dr. Lubomir Doruzka

• record & tape manufacturers / distributors / importers

Artia (Foreign Trade Corp. for the export & import of cultural commodities), Ve Smeckach 30, 111 27 Prague 1. Tel: 24-60-41. Cable: ARTIAGRAMO. Telex 121065. Pres.: Ing. Miroslav Maruska; Gramo Div. Dir.: Dr. Roman Skokan; Gramo Div. Deputy Dir.: Ing. Vladimír Štuka; A&R Mgr.: Dr. Leo Jehnle. (Artia is the sole exporter of Panton and Supraphon records, pre-recorded cassettes and sheet music; it also is the sole exporter of pressing compound, custom pressing and record player sets, and the sole importer of record player sets, records and pre-recorded cassettes.) Labels: (Licensed) Panton, Supraphon.

Opus Recs. & Publ's House (IFPI), Dunajska 18, 815 04 Bratislava. Tel: 532-41, 526-65. Telex: 92219. Gen. Dir.: Dr. Ivan Stanislav; Gen. & Sales Mgr.: Dr. Alexius Aust; Sales Mgr.: Zlatica Mochikova. Labels: (Owned) Opus; (licensed) Polygram group (worldwide), RCA (worldwide).

Panton (Publ's of the Czech Music Fund) (IFPI), Ricni 12, 118 39 Prague 1. Tel: 538 151. Gen. Mgr.: Milos Konvalinka; Sales Mgr.: Zdenek Hofmeister. (Licensed to Artia)

Stovart Co. Ltd. (Foreign Trade Corp. for the import & export of cultural commodities), Gottwaldova nam. 6, 805 32 Bratislava. Tel: 488-41, 427-81. Telex: 93394. Gen. Mgr.: Vladimír Micauda; Rec. Dept. Mgr.: Peter Hrozeňák; Mktg. Dir.: Mgr. Juraj Jurasek. Supraphon-Gramophone Recs. (IFPI), Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Telex: 121218. Gen. Dir.: Jan Kvidera; Comm'l Dir.: Karel Arbes; Int'l Dept. Mgr.: Dr. Pavel Smola. Labels: (Owned) Supraphon.

• music publishers

Dilia (Theatrical & Literary Agency), Vysehradská 28, 128 24 Prague 2. Tel: (194222) 296-651. Cable: DILIA. Telex: 121367. Mng. Dir.: Robert Jurak. (Sole representative for music-dramatic works in Czech Socialist Republic)

Opus Music Publ'g House, Dunajska 18, 815 04 Bratislava. Tel: 532-41, 526-65. Telex: 92219. Gen. Dir.: Dr. Ivan Stanislav; Gen. Mgr.: Marian Jurik; Prof. Mgr.: Dr. Alexius Aust.

Panton (Publ's of the Czech Music Fund), Ricni 12, 118 39 Prague 1. Tel: 538-151.

Supraphon-Gramophone Music Publ'g House, Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Telex: 121218. Dir.: Viktor Kasak; Comm'l Dir.: Karel Arbes; Int'l Dept. Mgr.: Dr. Pavel Smola.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Slovak Composers & Concert Artists, Sldkovcova 11, Bratislava. Tel: 33-794. Pres.: Eugen Suchon.

Bratislavská Lyra (Int'l Pop Song Festival Bureau), Leningradská 5, Bratislava. Tel: 338-141, 334-948. Sec'y: Peter Horak.

Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546. Cable: HUDFOND. Dir.: Vladimír Ševčík.

Dilia (Theatrical & Literary Agency), Vysehradská 28, 128 24 Prague 2. Tel: (194222) 296-651. Cable: DILIA. Telex: 121367. Mng. Dir.: Dr. Frantisek Hrabal. (Exclusive agency for all Czech & international artists & performers). Tel: 531-814. Pres.: Jan Seidel; Gen. Mgr.: Dr. Vaclav Kucera. Music Information Centre of the Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546, 539-720. Cable: HUDFOND. Exec. Mgr.: Dr. Jan Ledec.

Pragokoncert (Czechoslovak Arts & Entertainment Agency), Maltezske nam. 1, 118 13 Prague 1. Tel: 533-441. Telex: 121810. Dir.: Dr. Frantisek Hrabal. (Exclusive agency for all Czech & international artists & performers). Rapid (Czechoslovak advertising agency), 28. Rijna 13, Prague 1. Tel: 26-79-41, 21-39. (Exclusive agency for advertising by companies from abroad)

Slovak Music Fund (Slovensky hudobny fond), Fucikova 29, 811 02 Bratislava. Tel: 33-67-62, 33-35-69. Dir.: Alojz Štuka.

Slovkoncert (Czechoslovak Artistic Agency), Leningradská 5, 815 36 Bratislava. Tel: 338-141, 338-216. Telex: 93485. Pres.: Jozef Mravec; Sales Mgr.: Ladislav Ondris. (Exclusive agency for all Slovak artists & performers)

LICENSING ORGANIZATIONS, MUSIC

O S A (Ochrana svaz autorov prava k dielum hudobnim—Authors' Ass'n for Protection of Rights on Musical Works), Trida cs. armady 20, 160 56 Prague 6. Tel: 325-341. Cable: OSAAUTOR. Pres.: Emil Hlobil; Gen. Mgr.: Oldrich Flosman. (Mechanical & performing rights). (Affiliated with BIEI, OISAC)

S O Z A (Slovensky Ochranny Zvaz Autorov), Zivnostenska 1, 883 27 Bratislava. Tel: 541-41, 557-96. Pres.: Stefan Malicek. (Mechanical & performing rights)

RECORD PROMOTION

C T K/Made in... PO Box 18, Kotorska 16, 140 04 Prague 4. Tel: 422-155. Cable: INTERPUBLICITY. Telex: 122501. Gen. Dir.: Ing. Otakar Dusek. (Organization of the Czech News Agency for advertising foreign products & services)

Branches: 657 25 Brno, Solnici 5. Tel: 259-21. Telex: 62429—880 38 Bratislava, Riečna 2. Tel: 311-15. Telex: 92426.

DENMARK

Population: 5,200,000.

Rate of exchange: \$1 (US) = 8.76 kroner.

Per capita income: \$11,000.

Holidays: January 1, Maundy Thursday, Good Friday, Easter Monday, Store Bededag (Danish Public Holiday—fourth Friday after Easter), Ascension Day, Whitmonday, June 5 (Constitution Day), December 25, 26.

RECORDS:

Note: All record and tape statistics cover IFPI members only.

Record sales certification awards: Silver single—15,000 units; gold single—30,000 units; platinum single—100,000 units. Silver LP—25,000 units; gold LP—50,000 units; platinum LP—100,000 units.

Records sold domestically including imports (retail value): LP's 1982—5,456,308 units, \$34,021,690; 1981—5,105,328 units, \$37,108,876. Singles 1982—2,221,475 units, \$4,704,300; 1981—1,972,815 units, \$5,808,730.

Average retail price per record: LP's—\$6.24; singles—\$2.10.

Record club sales: 15% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer system predominates with 80% of all distribution done through IFPI-member-owned channels. There are a few rackjobbers and direct imports account for about 5% of the total.

Type of promotion: Radio and television programming provides the most important means of promotion, even though no commercial advertising is permitted. The two largest newspapers publish articles on the music business regularly. The periodicals "Vi Unge," "Ung Nu," "Staccato," and "MM" all feature news about music and are especially important to young consumers. Jukeboxes: 9,000.

TAPE:

Market: Audio—The cassette is the preferred configuration and accounts for 99% of total sales. 8-tr. cartridges are no longer marketed, and only professionals and sound buds buy open reel tape. Video: VHS cassettes account for 50% of total sales, followed closely by Beta with 42%. V-2000 trails with only 8%.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1982—2,326,935 units, \$12,441,320.

Average retail price per pre-recorded audio tape: Cassette \$5.29.

CONSUMER ELECTRONICS:

Number of homes with: AM/FM radios—2,300,000 (99%); color television sets—1,500,000 (70%); b&w sets—450,000 (30%); phonographs—1,200,000; audio tape recorders—1,500,000; video tape recorders—200,000.

RADIO STATIONS:

No. of government 3 FM.

Comment: Program 1: News, classical music, culture; Program 2: Culture.

regional news; Program 3: News, stereo rock, MOR & classical music. Several regional stations with local news programs are trying to establish themselves.

TELEVISION STATIONS:

No. of channels: 1 government, 90% color (PAL).

Comment: Denmark Radio is the only national channel; however, from one-third to one-half of Danish viewers can receive programs telecast from East and West Germany and Sweden. Danish programming is mostly cultural, but the number of programs of a less serious nature is growing, and the possibility of licensing more channels is being considered.

IMPORT/EXPORT REGULATIONS:

There are no regulations.

MARKET ANALYSIS:

A depressed market has forced the major record companies to make crucial cutbacks in personnel. The smaller companies have not fared much better, with the exceptions of Harlekin and Tubu. Both have been remarkably successful this year. There is no shortage of established new talent for export, but the language barrier remains a serious obstacle. EMI has moved its distribution operations to Sweden, and now Dansk Grammofon, jointly owned by CBS, Metronome, and Sonet, is the only major distributor in Denmark. It was expected that the video market would experience vast expansion, but sales have been lingering at the same level for months. VHS is the first choice in systems with V-2000 the runner-up. Video cassette rental chains have not found an effective means of dealing with the annual summer slump in sales. Danish rock music's crown jewel, and the most popular musical event in the country, is still the Roskilde Festival, which is held yearly in July. Knud Orsted

• record & tape manufacturers / distributors / importers

A M Import, Brunstgade 21, DK-8000 Aarhus C. Tel: (06) 12-32-04. Mng. Dir.: Aksel Nielsen. (Importer/Exporter)

Adelkrone Music, PO Box 5, DK-2750 Ballerup. Tel: (02) 97-08-90. Telex: 15920. Gen. Mgr.: Erik Lykke Jensen; Promo.: Karen Johansen. (Distributor/Importer-coultors)

Adventureland, see Remi.

Amar Recs. ApS, Helsingborggade 13, DK-2100 Copenhagen O. Tel: (01) 29-29-02. Chief Exec.: Peter Ingemann; Gen. Mgr.: Jette Michaelson.

Ambia Music ApS, Koebmagergade 26, DK-1150 Copenhagen K. Tel: (01) 11-10-15. Telex: 16205. Dir.: Henning Schaedter.

Labels: (Owned) CSA Music; Mecca, V-King.

Angel, see EMI.

Archiv, see Polydor.

Artic/Telaeg Recs., Roskildevej 8, DK-2620 Albertslund, Copenhagen. Tel: (02) 62-14-11. Cable: TELAEG. Telex: 33122. Mng. Dir.: Helmut Platzer; Gen. Mgr.: John Jones; Sales Mgr.: Jorgen Hougaard.

Labels: (Owned) Artic, Butterbird, Telaeg; (licensed domestic) Davs, Hamlet; (licensed foreign) Arion, Bellaphon, Jupiter, Repertoire, Teldec, Telefunken (all Germany).

Artist, see Ed. Wilhelm Hansen.

B B, see Oktav.

Ballistic, see EMI.

Banana, see Tubu.

Blitz, see Tubu.

Blue Fox, see Montax.

Blue Note, see EMI.

Bovema Negram, see EMI.

Butterbird, see Artic/Telaeg.

C B S Recs. ApS (IFPI), Bogholder Alle 40, DK-2720 Vanlose. Tel: (01) 71-31-33. Telex: 27520. Mng. Dir.: Steen Sorgenfret; Mktg. Mgr.: Bent Mouritzen; Sales Mgr.: Michael Halle.

Labels: (Owned) CBS, Embassy, Epic. Portrait; (licensed) A&M, Blue Sky, Caribou, Geffen, Kirschner, Monument, Philadelphia Int'l, Tappan Zee (all USA); Illegal, Jet, Safari (all UK); Ariola, Arista (both Germany).

C S A, see Ambia.

California, see Moerks.

Capitol, see EMI.

Classics for Pleasure, see EMI.

Columbia, see EMI.

Crystal, see EMI.

D G, see Polydor.

Danish, see Per Meistrup.

Danish Music Import, 29 Nyrnberggade, DK-2300 Copenhagen S. Tel: (01) 57-73-74, 57-91-90. Telex: 31464. Pres.: Frank Oede; Sales Mgr.: Kurt Wohert; Chief Accountant: Jette Nielsen.

Labels: (Licensed) Abbey (UK), Alpha (UK), Bis (Sweden), Blue Bell (Sweden), CRD (UK), Calliope (France), Caprice (Sweden), Cetra (Italy), Chandos (UK), Da Camera (Germany), Italia (Italy), JVC (Japan), Metrophone (France), Schwann (Germany).

Dansk, see Sonet/Dansk.

Dansk Musik Antologi, see EMI.

Davs Prod'n ApS, Westend 3, DK-1661 Copenhagen V. Tel: (01) 31-13-25. Cable: DAVSMUSIK. Telex: 15013. Owner: Kurt Andersen; Sales Mgr.: Nellie Christensen.

Diplom, see Oktav.

Double Up, see EMI.

E M I (Electric & Musical Inds. Dansk-Engelsk) A/S (IFPI), Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel: (01) 30-67-11. Cable: GRAMMOPHON. Telex: 16631. Mng. Dir.: H. P. Hansen; A&R Mgr.: Cai Leitner; Dist'n & Sales Mgr.: Steen Hoffman Madsen; Labels Mgr.: Kenneth Valet. Ann-Christin Hallander.

Labels: (Owned) Angel, Ballistic, Blue Note, Bovema Negram, Capitol, Classics for Pleasure, Columbia, Crystal, Double Up, EMI, EMI America, EMI Int'l, EMI Toshiba, Electrola, Emidisc, HMV, Harvest, Hoeruz, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Starline, Sunset, United Artists; (licensed) Apple (UK), Bulldog (USA), Carrere (France), Chiswood (USA), Dansk Musik Antologi (Denmark), Fantasy (USA), Hitsville (USA), MPL (USA), Milestone (USA), Pickwick (USA), Polar (Sweden), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (USA), SOS (Sweden), Stax (USA), Symphonica (UK), Trash (Sweden), Zilch (UK).

Ecco, see Sonet/Dansk.

Electra (Grammofon A/S) (IFPI), Jydeholmen 15, DK-2720 Vanlose. Tel: (01) 79-17-00. Telex: 22621. Bd. Chm.: Hans-Ove Eriksson; Gen. Mgr.: Ole Jochimsen; Label Mgr. & Deputy Chief: Bengt Swan (Importer).

Labels: (Licensed) Acanta (Germany), Altic (Canada), Aura (UK), Avatar (UK), Bald Eagle (UK), Buddha (USA), Camden (USA), Ensign (UK), Erato (France), Grunt (USA), Harmonia Mundi (France, Germany), Intercoord (Germany), Logo (UK), MPS (Germany), Melodiya (USSR), Millennium

(USA), Motown (USA), Orpheo (Germany), Ovation (USA), Pickwick (UK), Playboy (USA), RCA (worldwide), Rialto (UK), Supraphon (Czechoslovakia), Swedish Society Discofil (Sweden), Telesat (Sweden), Transatlantic (UK), Victor (USA), Victrola (USA), Why-Fi (UK), Windsong (USA).

Electrola, see EMI.

Embassy, see CBS.

Emidisc, see EMI.

Epic, see CBS.

Face the Music, Marstallsgade 14-4TV, DK-2100 Copenhagen O.

Favorit, see Polydor.

Fiasco, see Sonet/Dansk.

Fona Radio A/S, Marielundvej 28, DK-2730 Herlev. Mktg. Dir.: Soren Borstrup-Sorensen.

Fontana, see Phonogram.

Frode Herioev & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLOEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen. (Wholesaler/Importer)

Front, see Stunt.

Front Row, 23 Kongens Nytorv, DK-1050 Copenhagen K. Tel: (01) 13-24-62. Owner & Mng. Dir.: P. Wulff. (Distributor)

Global Trading Recs. ApS, Stejthoej 17, DK-4400 Kalundborg. Tel: (03) 51-42-00. Telex: 44366. Dir.: L.M. Bagai. (Wholesaler)

Gold Label, see Per Meistrup.

H M V, see EMI.

Hamlet Prod'n ApS (IFPI), Karlslunde Landevej 24, DK-2690 Karlslunde. Tel: (03) 15-22-24. Cable: TAJMERSHOW. Telex: 43140. Chief Exec.: Eugen Tajmer; Prod'r: Allan Mortensen.

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen; A&R: Svend Schat-Holm; Sales Mgr.: Allan Jeppesen. Labels: (Owned) Artist, Ed. Wilhelm Hansen.

Poul Hansen A/S, Ellegaardsvej 5-7, DK-2750 Ballerup. Tel: (02) 65-23-41. Telex: 35423. Gen. Mgr.: Poul Hansen; Sales Mgr.: Paul Erik Skinballe. (Distributor/Importer)

Harvest, see EMI.

Heliodor, see Polydor.

Hoeruz, see EMI.

K B Musik ApS, PO Box 66, DK-2730 Herlev. Tel: (02) 84-47-69. Telex: 35407. Gen. Mgr.: Klaus Soerensen; Sales Mgr.: Klaus & Jannie Soerensen. (Distributor/Importer/Exporter)

K M F, see Kleinerts.

Kana'an, see Nye Toner.

Karusell, see Polydor.

Katz, see Tubu.

Kleinerts Musik Forlag AS, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.

Labels: (Owned) KMF, Play.

Kleinertten, see Sonet/Dansk.

Kong Paere, see Medley.

Krone Music, Hoegaardsvej 56B, DK-2610 Roedovre. Tel: (01) 41-22-00. Telex: 15920. Gen. Mgr.: Erik Adelkrone.

Labels: (Licensed) Candlelight (USA), Golden (Netherlands), Tetstar (UK), Warwick (UK).

Liberty, see EMI.

Life, see Sonet/Dansk.

M A, see Per Meistrup.

M V, see Montax.

Mascot, see Sonet/Dansk.

Medium, see Moerks.

Medley Recs. ApS (IFPI), Skelmosevej 10, DK-2500 Valby, Copenhagen. Tel: (01) 17-14-11. Telex: 19175. Chief Exec.: Poul Bruun, Michael Ritto; Sales Mgr.: Hans Henriksen; Press Officer: Grete Lindgren.

Labels: (Owned) Kong Paere, Medley, Xenia.

Per Meistrup Prod'n Co., PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Sales Mgr.: Helle J. Hansen.

Labels: (Owned) Danish Gold Label, PMP, Ra; (licensed domestic) MA; (licensed foreign) Everest (USA), MA (UK), Motor (UK), Pepita (Hungary), White Dove (UK).

Melody, see Polydor.

Mercury, see Phonogram.

Metronome Recs. A/S, Sondermarksvej 16, DK-2500 Valby, Copenhagen. Tel: (01) 46-77-55. Cable: METROMUSIC. Telex: 19497. Mng. Dir.: Olav Bennike; A&R: Lars Bennike.

Labels: (Owned) Metronome; (licensed) Asylum, Alco, Atlantic, Atlantic/America, Atlantic/Duke, Berserkerley, Big Tree, Cherie, Constellation, Collition, Dark Horse, Duch, ECM, Elektra, Elektra/Musican, Embryo, Full Moon, Genetic, Japo, Korova, Little David, Midi, Mirage, Modern, None-such, Paradise, Quest, RFC, Cadan, Radio, Regency, Reprise, Riva, Sire, Solar, Strike, Swan Song, WEA/Eternal, WEA Int'l, Warner Bros., Watt, Whiffled.

Moerks Musikforlag, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.

Labels: (Owned) California, Medium, Triola; (licensed) Durium (Italy), Explosion (UK), Flora (Norway), Im'Press (USA), Megafon (Sweden), Ramwood (USA).

Montax af 1980 A/S, Bransagervej 4, DK-9491 Pandrup. Tel: (08) 24-76-77. Telex: 69868. VP: Finn Jaffe.

Labels: (Owned) Blue Fox, MV, Queen, Stopp.

Muscat, see Sonet/Dansk.

Music for Pleasure, see EMI.

Music Mecca, see Ambia.

Music Partner, see Royton.

Music Serv. ApS, Westend 3, DK-1661 Copenhagen V. Tel: (01) 31-13-25. Cable: DAVSMUSIK. Telex: 15013. Owner: Kurt Andersen; Sales Mgr.: Nellie Christensen.

Nye Toner, Kirkevej 24, DK-9330 Dronninglund. Tel: (009458) 84-18-46. Mng. Dir.: Mogens Koch Pedersen.

Labels: (Owned) Kana'an; (licensed) Benson group (USA), Kingsway (UK), Leon (Sweden), Lu-Mi (Norway), Marianne (Sweden), Marshalls (UK), New-Song (Norway), Pilgrim (UK), Pilot (Sweden), Royal (Sweden), Signatur (Sweden).

Odeon, see EMI.

Oktav Musik, Lundely 12, DK-2900 Hellerup. Tel: (01) 61-10-44. Gen. Mgr.: Ella Binderup.

Labels: (Owned) BB, Diplom, Oktav, Zac.

One Up, see EMI.

P M P, see Per Meistrup.

Parkway, see Tubu.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see Phonogram.

Phonogram A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland. (Also see PolyGram).

Labels: (Owned) Fontana, Mercury, Philips, Vertigo; (licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Albion (UK), All Platinum (USA), Argo (UK), Beltona (UK), Biograph (USA), Chapter One (UK), Charisma (UK), Chess (USA), DJM (UK), Decca (UK), Deram (UK), Eclipse (UK), Emerald (UK), Ensign (UK), Global, Haven (USA), Haworth (USA), London (UK), Mountain (UK), L'Oiseau Lyre (France), On Record (UK), Rex (UK), Rocket (UK), Smash-Riviera, Tembo (UK), Threshold (UK), Utopia (UK), Zappa.

Pick Up, see Stunt.

Play, see Kleinerts.

Polydor A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Gen. Mgr.: Stefan Fryland; Sales Mgr.: Joerg Kristiansen. (Also see PolyGram).

Labels: (Owned) Archiv, DG, Favorit, Heliodor, Karussell, Melody, Polydor, Resonance, Tip, Verve; (licensed) Backstreet (USA), Brain (Germany), Dreamland (USA), EG (UK), Fiction (UK), Hispavoc (Spain), MCA (USA), MCA Coral (USA), Oyster (UK), Pablo (USA), Phil Spector Int'l (UK), RSO (UK), Spring (USA).

PolyGram Recs. A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland.

Affiliates: Phonogram A/S, Polydor A/S.

Popic Prod'n, PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71. Dir.: D. Trosgor; Sales Mgr.: Otto Waldoff; A&R: Peer Ivan.

Portrait, see CBS.

Queen, see Montax.

R E C A Music Prod'n, Nykoebingvej 18, DK-4571 Grevinge. Tel: (03) 45-93-89. Dir.: Finn Reiner; Gen. Mgr.: Ole Steen Pedersen; Sales Mgr.: Carl C. Dalgaard.

Ra, see Per Meistrup.

Regal-Zonophone, see EMI.

Remi Music, Hedeperken 179, DK-2750 Ballerup. Tel: (02) 65-06-92. Pres.: Rene Gosvig.

Labels: Adventureland, Remi.

Resonance, see Polydor.

Royton Music (Scandinavia) ApS, Vordingborgvej 2, CK Th., DK-4700 Naestved. Tel: (03) 73-45-11. Cable: 46222. Chm.: Benny Schou Spens; Gen. Mgr.: Knud-Arne Nygaard.

Labels: (Owned) Music Partner, Royton; (licensed foreign) Bastun (Sweden), Bluebird (Finland), Cherry Red (UK), Graduate (UK), Human (UK), Ice (UK), Nems (UK), PVK (UK), Plant (Sweden), Polarvox (Finland), Qcumber (Netherlands), Secret (UK).

S A D, Svandamsgade 14, DK-5800 Nyborg. Tel: (09) 14-01-77. Owner & Dir.: Palle Schmidt; Sales Mgr.: Carsten Schmidt. (Distributor/Importer) Select-Starbox, see Select Video.

Select Video A/S (Starbox A/S), Store Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12-01-12. Cable: SELECTVIDEO. Telex: 15252. Prod. Mgr.: Henning Vilen; Mgr.: Vagn Therkel Pedersen; Program Mgr.: Johnny Reimar.

Labels: (Owned) Select-Starbox; (licensed foreign) Disneyland-Buena Vista (USA).

Seraphim, see EMI.

Sonet/Dansk Grammofon A/S (IFPI), St. Kongensgade 40G, DK-1264 Copenhagen K. Tel: (01) 13-42-11. Cable: DANRECORD. Telex: 19883. Pres.: Karl Emil Knudsen; Danish A&R: Per Stan, Cy Nicklin; Press & Promo.: Jytte Kjoegaard; Sales & Mktg.: Hardy Larsen; Int'l Mgr.: Kent Munch.

Labels: (Owned) Ecco, Fiasco, Kleinertten, Life, Mascot, Muscat, Sonet, Storyville, Tono; (licensed foreign) Ace (UK), Air (UK), Albion (UK), Alligator (USA), Antilles (USA), Albion (UK), Arrival (USA), Baby (Italy), Bearsville (USA), Bronze (UK), CBO (Italy), Calibre (UK), Chiswick (UK), Chrysalis (UK), Cubo (UK), Electric (UK), Elite (Switzerland), Gazell (Sweden), Grand Prix (Sweden), H&L (USA), Hannibal (UK), Island (UK), Kicking Mule (UK), Knapp Up (Sweden), MAM (UK), Mute (UK), PRT (UK), Piccadilly (UK), Plantation (USA), Prelude (USA), RKM (Belgium), Red Bus (UK), Rockhouse (Netherlands), Roulette (USA), SSS Int'l (USA), Sonet (UK), Speciality (UK), Spotlight (Sweden), Sun (USA), Takoma (USA), 2-Tone (UK), Ultraphone (Germany), Vanguard (USA), Virgin (UK), Ze (USA).

Starline, see EMI.

Star Sound A/S, Rerdsler 1, DK-2760 Malov.

SteepleChase Prod'n ApS (IFPI), Rosenvaengels Alle 5, DK-2100 Copenhagen O. Tel: (01) 28-01-44. Cable: STEEPRECORDS. Telex: 19144. Pres. & Mng. Dir.: Nils Winther.

Stopp, see Montax.

Storyville, see Sonet/Dansk.

Stunt Recs., Kronberggade 1, st. tv., DK-2200 Copenhagen N. Tel: (01) 85-06-81. Mgr.: Peter Littauer.

Labels: (Owned) Front, Pick Up, Stunt.

Sunset, see EMI.

Telaeg, see Artic/Telaeg.

Teovision, Laerdalsgade 5, DK-2300 Copenhagen S. Tel: (01) 52-11-85. Label: (Represented) Maranatha! (USA).

Tip, see Polydor.

Tono, see Sonet/Dansk.

Triola, see Moerks.

Tubu Recs. K/S, Tubu House, Poppelgaardvej 3-5, DK-2860 Soborg. Tel: (01) 67-31-11. Cable: TUBAMUSIC. Telex: 15929. Pres.: Jerry Ritz; Financial Mgr.: Myren Koloed; Promo. & Kltg. Mgr.: Lone Nielsen; Sales Mgr.: Erik Terp.

Labels: (Owned) Banana, Blitz, Katz, Parkway, Tubu; (licensed Europa Film (Sweden), Glen-DC (Sweden), Mariann (Sweden), Polar (Sweden), Radial Choice (UK), SWS (USA).

United Artists, see EMI.

V-King, see Ambia.

Vertigo, see Phonogram.

Verve, see Polydor.

Xenia, see Medley.

Zac, see Oktav.

• music publishers

Acuff-Rose Scandia, Christian IX's Gade 7, DK-1111 Copenhagen K.

Artic Music, see MA.

Casadida, Skelmosevej 10, DK-2500 Valby. Tel: (01) 17-14-11. Chief Exec.: Poul Bruun, Michael Ritto; Press Officer: Grete Lindgren.

Davs Musik, Normasvej 12, DK-2500 Valby. Tel: (01) 31-13-25. Cable: DAVSMUSIK. Telex: 15013. Owner: Kurt Andersen.

E M I Music Publ'g (Denmark) A/S, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32.

Future Music, see MA.

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen.

Branches: DK-8000 Aarhus, Graven 4-6—DK-5000 Odense, Klaregade 15. Intersong ApS, Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Chief Exec.: D. Bergmann.

Kana'an Music, Kirkevej 24, DK-9330 Dronninglund. Tel: (009458) 84-18-46. Mng. Dir.: Mogens Koch Pedersen.

Kleinerts Musik Forlag A/S, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.

M A Music (Europe), Roskildevej 8, DK-2620 Albertslund, Copenhagen. Tel: (02) 62-14-11. Cable: TELAEAG. Telex: 33122. Mng. Dir.: John Jones; Prof. Mgr.: Mallie Johannson.

Per Meistrup Prod'ns Co., PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (01) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup.

Moerks Musikforlag A/S, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 27237. Pres.: John Rasmussen.

Multitone ApS, Sondermarksvej 16, DK-2500 Valby, Copenhagen. Tel: (01) 46-77-55. Gen. Mgr.: Leif Pedersen.

Netto Music, Bredgade 50, DK-9491 Pandrup. Tel: (08) 24-61-33. Telex: 69843. Gen. Mgr.: Mogens Villadsen; Export Mgr.: Allan M. Kristensen; Promo. Mgr.: Calle Nielsen.

Oktav Music, Lundvej 12, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-44. Gen. Mgr.: Ella Binderup.

P M P Music, see Per Meistrup.

Pick Up Music Publ'g, Gl. Kongevej 47-B, DK-1610 Copenhagen V. Tel: (01) 24-04-34. Mgr.: Peter Littauer.

Remi Music, Hedeparken 179, DK-2750 Ballerup. Tel: (02) 65-06-92. Pres.: Rene Gosvig.

Royton Music, Vordingborgvej 2, CK Th., DK-4700 Naestved. Tel: (03) 73-45-11. Chm.: Benny Schou Spens; Gen. Mgr.: Knud-Arne Nygaard.

Samfundet til Udgivelse af Dansk Musik (Society for Publishing Danish Music), Valkendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-45. Chm.: Pelle Gudmundsen-Holmgreen; Gen. Mgr.: Steen Moller.

Sonet/Dansk Musik, St. Kongensgade 40G, DK-1264 Copenhagen K. Tel: (01) 13-42-11. Cable: DANRECORD. Telex: 19883. Pres.: Karl Emil Knudsen; Prof. Mgr.: Inge Winckler.

Starbox A/S, Store Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12-01-12. Cable: SELECTVIDE. Telex: 15252. Prod. Mgr.: Henning Vilén; Mgr.: Vagn Therkel Pedersen; Program Mgr.: Johnny Reimar.

SteepleChase Music (KODA, NCB), Slotsallen 16, DK-2930 Klampenborg. Tel: (01) 26-01-44. Telex: 19144. Chief Exec.: Nils Winther.

Stunt Music K/S, Kronborggade 1, st. tv., DK-2200 Copenhagen N. Tel: (01) 85-06-81. Mgr.: Peter Littauer.

Talæg Music, see MA.

Tuba Music Publ'g K/S, Tuba House, Poppelgaardvej 3-5, DK-2860 Soborg. Tel: (01) 67-31-11. Cable: TUBAMUSIC. Telex: 15929. Pres.: Jerry Ritz; Financial Mgr.: Myren Kofod; Promo & Mktg. Mgr.: Lone Nielsen.

• services

ASSOCIATIONS AND PROFESSIONAL ORGANIZATIONS

Danish Composers' Society, Valkendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Mogens Winkel Holm; Sec'y: Kaethe Kirk.

Danish Jazz Centre, Borupvej 66, DK-4683 Ronede. Contacts: Arvid Meyer, Karin Thomsen.

Danish Music Council, National Committee of the International Music Council (IMC), Hybrogade 2, DK-1203 Copenhagen. Tel: (01) 13-93-01. Pres.: Poul Joergensen; Sec'y Gen.: Lasse Lindhard.

Danish Music Publ'rs Ass'n, Box 20, DK-6040 Egtved. Tel: (45-5) 55-14-11.

Den Danske Gruppe af IFPI, Dslo Plads 14, DK-2100 Copenhagen. Tel: (01) 42-21-66. Sec'y: Johan Schlueter.

M I C (Danish Music Information Center), Skoubogade 2, DK-1158 Copenhagen K. Tel: (01) 11-20-66.

Musikforlaeggerforeningen af 1972 (The Association of Danish Music Publ'rs of 1972), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Telex: 19912. Pres.: Lone Wilhelm Hansen.

S C A W C (Scandinavian Country & Western Corp.), PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71.

Society for Publishing Danish Music (Samfundet Til Udgivelse Af Dansk Musik), Valkendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-45. Chm.: Pelle Gudmundsen-Holmgreen; Gen. Mgr.: Steen Moller.

Union of Danish Musicians, Vendersgade 25, DK-1363 Copenhagen K.

LICENSING ORGANIZATIONS, MUSIC

Gramex, Gothersgade 103-4, DK-1123 Copenhagen K. Tel: (01) 11-95-00. Gen. Mgr.: Otto Lassen. (Performing rights only—records)

K D D A, Rosenvaengts Hovedvej 14, DK-2100 Copenhagen D. Tel: (45) 138-9702. Cable: INTERKDDA. Gen. Mgr.: H. Lund Christiansen. (Performing rights only)

Nordisk Copyright Bureau, Frederiksgade 17, DK-1265 Copenhagen K. Tel: (01) 12-87-00. Cable: COPYRIGHT. Telex: 19371. (Mechanical rights only)

LICENSOR, RECORD & TAPE

David Hubert & Assocs. ApS, c/o Harlekin Music ApS, Bredgade 37, DK-1260 Copenhagen.

PLATING, PROCESSING & PRESSING PLANTS

Per Meistrup Prod'ns, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.

Pressing Capacity: 45-600 units/day; LP-1200 units/day.

RECORD PROMOTION

Per Meistrup Prod'ns, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.

Popic Prod'ns, PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71. Contact: Ditto Waldorf.

R E C A Music Prod'n, Nykoebingvej 18, DK-4571 Grevinge. Tel: (03) 45-93-89. Dir.: Finn Reiner; Gen. Mgr.: Die Steen Pedersen; Sales Mgr.: Carl C. Dalgaard.

Society for Publishing Danish Music (Samfundet Til Udgivelse Af Dansk Musik), Valendorgsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-45. Chm.: Pelle Gudmundsen-Holmgreen; Gen. Mgr.: Steen Moller.

Knud Thorbjornsen ApS, 35 Gronnegade, DK-1107 Copenhagen K. Tel: (01) 12-26-10. Owner: Knud Thorbjornsen.

Tuba Music Mgmt. & Promo. K/S, Tuba House, Poppelgaardvej 3-5, DK-2860 Soborg. Tel: (01) 67-31-11. Cable: TUBAMUSIC. Telex: 15929. Pres.: Jerry Ritz; Promo & Mktg. Mgr.: Lone Nielsen.

TAPE CUSTOM DUPLICATORS

F H C-Electronics, Landgreven 7, DK-1301 Copenhagen K. Tel: (01) 14-69-93. Cable: SELECTAHERLDEV. Pres.: Henning B. Petersen.

Audio: Cassette.

Frode Herloev & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLOEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen.

Audio: Cassette.

Holm Cassette ApS, Svanevej 12, DK-2400 Copenhagen NV. Tel: (01) 81-13-33. Telex: 19332. Gen. Mgr.: Joergen Holm.

Audio: Cassette.

Per Meistrup Prod'ns, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.

Audio: Cassette.

Tocano Cassette ApS, Vallekildevej 103, DK-4534 Hoerve. Tel: (03) 45-67-89. Gen. Mgr.: Alex Frederiksen; Studio Mgr.: Jan Oldrup; Cassette Mgr.: Preben Graves.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer)

Audio & Video: Cassette.

A. C. Knudsen's EFTF A/S, Audio Dept., Osterbrogade 43, DK-2100 Copenhagen O. Tel: (01) 26-11-80. Telex: 16717.

Audio: Cassette.

ENVELOPES & MAILERS

Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel: (01) 67-33-00.

Owner: Niels Lindahl. (LP & 45)

Borch Tryk A/S, Kogevvej 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch.

Johnsen + Johnsen A/S, 8 Aldersroede 8, DK-2100 Copenhagen. Tel: (01) 29-86-86. Telex: 27286. Gen. Mgr.: Borge Thorsted; Sales Mgr.: Benny Steenberg.

JACKETS & SLEEVES

Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel: (01) 67-33-00.

Owner: Niels Lindahl. (LP & 45)

Borch Tryk A/S, Kogevvej 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch. (Jackets only)

Knud Hansen, Hejrevej, Copenhagen (Jackets only)

Per Meistrup Prod'ns, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen. (45 & LP)

LABELS, DISK

POLYETHYLENE BAGS

Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel: (01) 67-33-00.

Owner: Niels Lindahl. (Labels only—LP & 45)

Borch Tryk A/S, Kogevvej 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch.

Per Meistrup Prod'ns, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen. (45 & LP labels).

RECORD MANUFACTURING EQUIPMENT

Drotton Mig. A/S, Mosedalvej 118, DK-2500 Copenhagen-Valby. Tel: (01) 46-24-22. Cable: DRTDFDN. Telex: 27587. Mng. Dir.: Erik Rohmann; Technical Mgr.: Ib Petersen; Export Mgr.: Niels Jespersen; Financial Mgr.: Niels Bornhoej.

Chief product: Cutting heads & disk cutting systems.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert A/S, Farverland, DK-2600 Glostrup. Tel: 96-67-66. Telex: 19214. Gen. Mgr.: J. Dau; Sales Mgr.: E. Handrup.

Audio: Blank—2", 1" & 1/2" reel, cassette; raw—1/2" 8-tr., 1/4" cassette. Video: AMPX—2" & 1" reel, 1/2" U-matic cassette, 1/2" VHS & V-2000 cassette; raw—1/2"

Amplex, see Steen Hauerbach.

Audio Master, see EMI.

E M I (Dansk-Engelsk) A/S, Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel: (01) 30-67-11. Cable: GRAMMDPHDN. Telex: 16631. Mng. Dir.: Kurt H.P. Hansen. (Blank only)

AUDIO: AUDI MASTER, EMITAPE cassette, open reel.

Fuji, see Steen Hauerbach.

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer—blank only)

Audio: AMPX 2", 1" & 1/2" reel, cassette.

Video: FUJI 2" & 1" reel, 1/2" U-matic cassette, 1/2" Beta & VHS cassette.

Frode Herloev & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLDEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen.

Audio: SELECTA, SUPERDIN, GDLD STAR cassette.

Video: SELECTA 1/2" VHS cassette.

Per Meistrup Prod'ns, PO Box 34, Motorgangen 7-9, DK-2690 Karlslunde. Tel: (02) 15-13-00. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.

Audio: Blank—MAGNEX cassette, 1/2" reel; raw—1/2", 1/4" cassette.

Video: MAGNEX 1/2" VHS cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer)

Audio: TTL cassette loaders.

• accessories

Audioscan, Dester Farimgsgade 28, DK-2100 Copenhagen O. Tel: (01) 76-80-00.

Product: Record—PICKERING replacement styli.

Hagen-Olesen Audio Prods., Teglgardsvej 105, DK-3050 Humlebaek. Tel: (02) 19-14-47, 19-25-24. Cable: HAGENDL. Telex: 16600. Chief Exec.: K. Hagen Olesen.

Product: Record—record care products: record cleaner (Clean-oil), replacement styli, cartridges & arms.

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro.

Product: Tape—carrying & storage cases, leader & splicing tape.

Drotton Mig. A/S, Mosedalvej 118, DK-2500 Copenhagen-Valby. Tel: (01) 46-24-22. Cable: DRTDFDN. Telex: 27587. Mng. Dir.: Erik Rohmann; Technical Mgr.: Ib Petersen; Export Mgr.: Niels Jespersen; Financial Mgr.: Niels Bornhoej.

Product: Record—replacement styli.

• store fixtures

Johnsen + Johnsen A/S, Aldersroede 8, DK-2100 Copenhagen. Tel: (01)

29-86-86. Telex: 27286. Gen. Mgr.: Borge Thorsted; Sales Mgr.: Benny Steenberg.

Product: Record & tape display racks.

K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel: (02) 65-12-42. Telex: 35342. Pres.: Philip Kiwes; Gen. Mgr.: Erik Adeltroene.

Home office: USA.

Product: Record browser boxes.

• jukebox manufacturers

Bally-automat A/V, Roedager Alle 133, DK-2610 Roedovre. Tel: (01) 70-10-87. Cable: BALCOP. Mng. Dir.: Kaj Harders; Sales Mgr.: Jesper Maaloe.

Brand names: Bally (USA), Midway (USA), MSM (Germany).

Broder. Joergensen, Rygaards Alle 104, DK-2900 Hellerup. Tel: (01) 29-75-11.

Skandinavisk Gramofon Automat, Faborgvej 50, Himmelev, Roskilde. Tel: (03) 35-55-50.

DOMINICAN REPUBLIC

Population: 5,600,000.

Rate of exchange: \$1 (US) = 1 peso.

Per capita income: \$1,100.

Holidays: January 1, January 6 (Feast of 3 Kings), January 21 (Atlagracia Day), January 26 (Day of Duarte), February 27 (Independence Day), Good Friday, May 1 (Labor Day), Corpus Christi, August 16 (Restoration of Independence), September 24 (Mercedes Day), December 25.

• record & tape manufacturers / distributors / importers

Bartolo I, see Productores Musicales.

C B S Dominicana SA, Calle Jose Desiderio Balverde 103, Santo Domingo. Mng. Dir.: Angel Carrasco; Mktg. Dir.: Benjamin Bujosa; Finance Dir.: Juan Bodre.

Caribe, see Distribuidores Musicales del Caribe.

Continental de Discos SA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo. Tel: 566-0511. Cable: CONTIDIS SANTO DOMINGO. Pres.: Miguel Angel Antor Yamin; Gen. Mgr.: Jose Antor Yamin. Sales Mgr.: Angel Antonio Alba B.; Promo. & Sales Rep.: Benjamin Bujosa M.

Labels: (Owned) Fonograma, Hermanos Antor; (Licensed) CBS group (USA).

Discomundo SA, Calle El Conde 404, Santo Domingo. Tel: 685-2576/4682. Pres.: Lic. Francisco A. Nina; VP: Rosa Nunez Faniñi.

Labels: (Owned) Discomundo; (Licensed) Ariola-Eurodisc (Mexico, Spain), Gas (Mexico), Teca (Mexico, USA), Tierrazo (Puerto Rico).

Distribuidora Dominicana de Discos CporA, Conde 464, Santo Domingo. Tel: 682-4058/2538. Pres.: Gilberto Gonzalez; Gen. Mgr.: Rodolfo Gonzalez D.

Labels: (Owned) Musicalia; (Licensed) Alhambra (USA), Ansonia (USA), Borinquen (USA), CTI (USA), Kubaney (USA), Marifer (Spain), Moviepal (Spain), Musart (Mexico), Parachute (USA), Prelude (USA), Salsoul (USA), Seeco/Tropical (USA), TR (USA), Velvet (USA, Venezuela).

Distribuidores Musicales del Caribe CporA, Calle Mercedes 363, 2-1, Santo Domingo. Tel: 689-2978, 682-9213. Pres.: Ignacio Mena; Gen. Mgr.: Pedro Vizcaino; Sales Mgr.: Salvador Rodriguez; Warehouse Mgr.: Bolivar Nunez.

Labels: (Owned) Caribe; (Licensed foreign) Artomax (Puerto Rico), Bronco (Puerto Rico), Chrysalis, Disneyland-Vista (USA), RCA Victor (worldwide), 20th Century-Fox.

Fonograma, see Continental.

La Guarachita CporA (Empress), PO Box 375, Calle El Conde 108, Santo Domingo. Tel: 689-2545, 682-8258. Cable: GUARACHITA. Pres.: Rhadames Aracena; VP: Zunilda Read de Aracena.

Labels: (Owned) Guarachita, Ketty, Lucienne, Madalit, Zuni; (Licensed) Audio Fidelity (USA), Billo (Venezuela), Decca (UK), Dorado (USA), Fuentes (Colombia), London (USA), Marie! (USA), Mary Lou (USA), Muscor (USA), Peerless (Mexico), Sonolux (Colombia), Sonus (Venezuela), Starbright (USA), Suaritos (USA), Top Hits (Venezuela).

Hermanos Antor, see Continental.

Ketty, see La Guarachita.

Lucienne, see La Guarachita.

Madalit, see La Guarachita.

Musicalia, see Distribuidora Dominicana de Discos.

Productora & Distribuidora Nacional de Discos CporA, El Conde 464, Santo Domingo. Tel: (809) 688-9350. Cable: DISNADISCOS. Telex: 3264505. Pres.: Gilberto Gonzalez Arenas; Gen. Mgr.: Rodolfo Gonzalez Daussa.

Labels: (Licensed foreign) ADH (Puerto Rico), Atlas (USA), Mercury (Germany), Microfon (USA), Philips (Germany), Polydor (Germany), RSO (USA).

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Telex: 4267 (RCA), 3460429 (ITT). Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman H.

Labels: (Owned) Bartolo I, Muscor.

Salon de Estudios Mozart CporA, Calle El Conde 82, Santo Domingo. Tel: 682-2640. Mng. Dir.: A. Blandino Soto.

Julio Tonos CporA, Apto. 364, El Conde 251, Santo Domingo. Tel: (809) 682-5232. Pres.: Julio Tonos.

Zuni, see La Guarachita.

• services

PLATING, PROCESSING & PRESSING PLANTS

La Guarachita CporA (Empress), PO Box 375, Santo Domingo. Tel: 689-2545. Cable: GUARACHITA. Pres.: Rhadames Aracena; VP: Zunilda Read de Aracena.

Industrias Antor CporA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo. Tel: 566-8666. Cable: ANTDR SANTO DOMINGO. Pres.: Miguel Angel Antor Yamin; Gen. Mgr.: Juan Dahajre; Prod'n & Sales Mgr.: Angel Antonio Alba.

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.

Capacity: 45-3,000 units/day, LP-2,000 units/day.

TAPE CUSTOM DUPLICATORS

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Audio: Cassette.

• supplies**CARTRIDGE & CASSETTE PARTS**

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Audio: DYNAMIC SOUND cassette parts.

JACKETS & SLEEVES**LABELS, DISK**

La Guarachita CporA (Empresas), PO Box 375, Santo Domingo. Tel: 689-2545. Cable: GUARACHITA. Pres.: Rhadames Aracena; VP: Zunilda Read de Aracena.

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.

POLYETHYLENE BAGS & SHRINKWRAP

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman. (Poly Bags only)

TAPE, BLANK LOADED

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Yda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Audio: DYNAMIC SOUND 8-tr., cassette, open reel.

ECUADOR

Population: 8,700,000

Rate of exchange: \$1 (US) = 44 sucres.

Per capita income: \$1,100

Holidays: January 1, Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), August 10 (Independence Day), October 9 (Guayaquil Independence), October 12 (Columbus Day), November 3 (Cuenca Independence), December 6 (Founding of Quito), December 25 & religious holidays.

• record & tape manufacturers / distributors / importers

Aguilar (Discos) SA, Apdo. 933, Velez 409, Of. 203, Guayaquil. Tel: 515-727, 529-924, 516-208. CABLE: DISCFENIX. Pres.: Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado; Ass't Mgr.: Roberto Aguilar Maldonado.
Labels: (Owned) Aguilar, Fam. Fenix, Folliore; (licensed) IEMPSA (Peru), Ramy (USA), Virrey (Peru).

Centenario Recs. Cia. Ltda., Av. Quito 4014 & El Oro, Guayaquil, Guayas. Tel: 346-069. Cable: CENTERRECORDS. Gen. Mgr.: Medardo A. Silva; Sales Mgr.: Beatrice Lopez De Silva.
Labels: (Owned) Centenario, Cosmos, Ecuatoriano, Mio; (licensed foreign) Orfeon (Mexico).

Coloso, see Famoso.

Compania Procesadora de Discos SA (Coprodisa), Noguchi 1902, Guayaquil. Tel: 344-281. Mgr.: Heriberto Ortega G. (Distributed by Emporio Musical)
Labels: (Owned) Coprodisa; (licensed foreign) Belter (Spain), Movieplay (Spain), Olimpo (Spain).

Coprodisa, see Compania Procesadora de Discos.

Cosmos, see Centenario.

Emporio Musical SA (IFPI), Lorenzo de Garicao 2813, Guayaquil. Tel: 401-935, 402-228. Mgr.: Carlos Pino Plaza.
Labels: (Owned) Orion; (Represented) CBS, IEMPSA, London, Som. Estelar, see IFESA.

Fadisa (Fabrica de Discos SA) (IFPI), Casillas 1339 & 2001, Kilometro 13 Via Los Chillos, Quito. Tel: 311-157. Pres. & Sales Mgr.: Roberto Recalde C.; Gen. Mgr.: Trajano Recalde; Prod'n Mgr.: Guillermo Recalde C.
Labels: (Owned) Fadisa, Rondador; (licensed) Ariola (Spain, UK, USA), Peerless (Mexico), RCA (USA), Tropical (Colombia), El Virrey (Peru), Zafiro (Spain).

Fam, see Aguilar.

Famoso (Industrias) CA (IFPI), PO Box 3514, Quito. Tel: 459-032, 243-005. Cable: FAMOSO. Telex: 2580. Gen. Mgr.: Gonzalo Jimenez Posada; Sales Mgr.: Fausto Carrera.
Labels: (Owned) Coloso, Famoso; (licensed) AKC (Argentina), ATC (Argentina), Agullo (Spain), American Rec'g (Argentina), Bambuco (Colombia), Barclay (France), Caracol (Chile), Codiscos (Colombia), Columbia (Spain), Coprodisco (Venezuela), Daro (Colombia), Delphine (France), Discoteca CA (Venezuela), Fonomusica (Argentina), Grabaciones Mundiales (Venezuela), Helix (Mexico), Industria Nacional del Sonido (Colombia), Infopesa (Peru), Lauro (Bolivia), Musart (Mexico), El Palacio de la Musica (Venezuela), Promusa (Argentina), Pyramids (Puerto Rico), Riviera (France), Sonico (Colombia), Sonotec (Colombia), Teldec (Germany), Tropical (Colombia), Trova (Argentina).

Fediscos (Fabrica Ecuatoriana de Discos SA), (IFPI), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISCOS. Telex: 3606. Pres.: Francisco Ferraud-Aroca; Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz; Int'l Dept. Mgrs.: Lucila Feraud, Jorge Macias.
Labels: (Owned) Festival, Onix, Teen, (licensed) Casablanca (USA), Coro (Mexico), Discomodo (Venezuela), De-Lite (USA), Disney (USA), Fermata (Brazil), Fuentes (Colombia), Guajiro (USA), Intermusique (Spain), MCA (USA), Philips (Netherlands), Polydor (Germany), Sesame Street (USA), Sonolux (Colombia), Velvet (Puerto Rico, Venezuela), Victoria (Colombia), WEA Int'l.

Fenix (Discos) SA, see Aguilar.

Festival, see Fediscos.

Folliore, see Aguilar.

I F E S A (Industria Fonografica Ecuatoriana SA) (IFPI), Apdo. 3885, Calicuchima 704, Guayaquil. Tel: 400-700, 401-931, 403-516. Cable: IFESA.

Telex: 04-3512. Pres.: Luis Pino Yero; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas M. (Distributed by Emporio)
Labels: (Owned) Estelar, Lluvia de Estrellas, Sona; (licensed foreign) AIR (Netherlands), Capitol (USA), Carrere (France), DJM (UK), Discos Latin (USA), EMI (UK), Euro (Italy), Fantasy (USA), Fonobosa (Colombia), Gamma (Mexico), Hispanica (Spain), Mericana (USA), Microfon (Argentina), Motown (USA), Odeon (Worldwide), Petco (USA), Prelude (USA), Salsoul (USA), Sono Radio (Peru), United Artists (USA), Vanguard (USA), Victor (Japan).

Lluvia de Estrellas, see IFESA.

Mio, see Centenario.

Mundo Musical Cia. Ltda., PO Box 6499, Quito. Tel: 242-912. Pres.: Ricardo Wright; Gen. Mgr.: Thomas Wright; Sales Mgr.: Roger Wright; Ass't: Avelina Jara. (Distributor/Importer)
Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina).

Onix, see Fediscos.

Orion, see Emporio.

Eco, Roberto Recalde C., PO Box 1339, Quito.

Label: (Represented) Laurie (USA).

Rondador, see Fadisa.

Sona, see IFESA.

Teen, see Fediscos.

• services**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Casa de la Cultura Ecuatoriana, Apdo. 67, Quito.

Branches: Cuenca—Guayaquil, Casilla 3542.

LICENSING ORGANIZATION, MUSIC

S A O R A M (Sociedad Anonima de Representacion & Administracion Musical Cia. Ltda.) Editorial, Apdo. Aereo 3456, Lorenzo de Garicao 2910, Guayaquil. Tel: 401-932.

PLATING, PROCESSING & PRESSING PLANTS

Aguilar (Discos) SA, Km. 16 via a Daule, Of. 203, Guayaquil. Tel: 515-727, 529-924, 516-208. Cable: DISCFENIX. Pres.: Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado; Ass't Mgr.: Roberto Aguilar Maldonado.

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz.

TAPE CUSTOM DUPLICATORS

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz.
Audio: Cassette.

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo 3885, Calicuchima 704, Guayaquil. Tel: 400-700, 403-516, 401-930. Pres.: Luis Pino Yero; VP: Carlos Pino P.; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas.
Audio: 8-tr., cassette.

• supplies**CARTRIDGE & CASSETTE PARTS****JACKETS & SLEEVES****LABELS, DISK****RAW MATERIALS**

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 350-100/861. Cable: FEDISCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz. (NORELCO boxes for C-O's; jackets; sleeves—45, LP; labels—45, LP, record molding compound)

• accessories

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 300-100/861. Cable: FEDISCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz.
Product: Tape—storage boxes.

• jukebox title strip manufacturer

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 300-100/861. Cable: FEDISCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz.

• promotional merchandising aids

Fediscos SA (Fabrica Ecuatoriana de Discos), PO Box 856, Guayaquil. Tel: 300-100/861. Cable: FEDISCOS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazuz.
Product: Posters.

EGYPT

Population: 43,500,000.

Rate of exchange: \$1 (US) = 0.69 Egyptian pound.

Per capita income: \$575.

Holidays: May 1 (Labor Day), June 18 (Evacuation Day), July 23 (Anniversary of the Revolution), October 6 (Military Day), October 24 (Suez Nat'l Day), traditional Christian & Mohammedan holidays.

• record & tape manufacturers / distributors / importers

Sonar Ltd., 11 Kamal El Dine Salah, Garden City, Cairo. Tel: 21374. Telex: 92252. Mng. Dirs.: Dr. Hani Sabet, Kamal Olama.
Sono Cairo Audio Video Co. (IFPI), Maspero TV Bldg., Kornish El Nil St., Cairo. Tel: 754-809, 749-311. Bd. Chm.: Taha Nasr; Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges.

Michael Yacoumopoulos, 28 Saad Zaghloul, Alexandria. Tel: 805-934. Cable: YALOS. Owner: Michael Yacoumopoulos; Sales Mgr.: George Yacoumopoulos. (Distributor/Importer).

• services**PLATING, PROCESSING & PRESSING PLANT**

Sono Cairo Audio Video Co., Maspero TV Bldg., Kornish El Nil St., Cairo. Tel: 754-809, 749-311. Bd. Chm.: Taha Nasr; Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges.

RECORD PROMOTION

Sonar Ltd., 11 Kamal El Dine Salah, Garden City, Cairo. Tel: 21374. Telex: 92252. Mng. Dirs.: Dr. Hani Sabet, Kamal Olama.
Sono Cairo Audio Video Co., Maspero TV Bldg., Kornish El Nil St., Cairo. Tel: 754-809, 749-311. Bd. Chm.: Taha Nasr; Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges.

• supplies**TAPE, BLANK LOADED & BULK RAW**

International Cassette & Tape Mfg. Co., 102-A El Nile St., Giza. Tel: 807709, 817166. Pres.: Dr. Abdalla; Sales Mgr.: El-Beahy.
Audio: ICT High Output Cassette.

EL SALVADOR

Population: 4,900,000

Rate of exchange: \$1 (US) = 2.50 colon.

Per capita income: \$700

Holidays: January 1, Good Friday, Easter Sunday, May 1 (Labor Day), San Salvador's Feast, September 15 (Independence Day), October 12 (Columbus Day), All Souls Day, Anniversary of First Cry for Independence, December 25.

• record & tape manufacturers / distributors / importers

Arco Iris, see Oicesa.

Bonidiscos, Apdo. 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel: 27-48-02. Telex: 30235. Dir. Gen.: Fabio Aguilar; Gen. Mgr.: Atilio Aguilar; Sales Mgr.: Joaquin Aguilar.

Labels: (Owned) Bonidiscos; (licensed foreign) Discomoda (Venezuela), K-Tel Imperial (USA), Orfeon (Mexico), Prelude (USA), Vogue (USA), Vogue (France).

Dicesa (Discos Centroamericanos SA) (IFPI), Apdo. 847, Blvd. del Ejercito Nacional Kilometro 5, Soyapango, San Salvador. Tel: 27-08-55. Cable: DICESA. Pres.: Jose Antonio Hutt; Gen. Mgr.: Eduardo Hutt; Sales Mgr.: Alejandro Hutt.

Labels: (Owned) Arco Iris, Oicesa; (licensed foreign) Algeria, Amanecer del 76 (Spain), Atlantic (USA), Chrysalis (USA), Common Cause, Delphine (France), Disneyland (USA), Elektra/Asylum/Nonessuch (USA), Gas (Mexico), Hansa, Helix, IEMPSA (Peru), Kim, Lorena, Millennium (USA), Polar, Pye (UK), RCA (USA), Salsoul, Sonido Latino, Sonolux (Colombia), Tabou Combo, Trova (Spain), 20th Century (USA), Vanguard, Velvet, Warner Bros. (USA), Zafiro (Spain).

Dideca, see Musi Centro.

Distribuidora Salvadorena de Discos SA, Apdo. (06) 960, Condominio Plaza Suiza, Locales 5 & 4, Carretera a Santa Tecla, San Salvador. Tel: 23-97-92. Telex: 20090. Gen. Mgr.: Jorge Alberto Castaneda M.

Mercado de Discos, Apdo. (06) 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel: 27-15-93, 27-05-20. Exec. Mgr.: Ana Magdalena de Aguilar. (Importer/Distributor)

Musi Centro, Apdo. (06) 111, 47 Avda. Sur 118, San Salvador. Tel: 24-36-78. Cable: MUSICENTRO. Telex: 30108. Gen. Mgr.: Rene Fuentes. (Distributor)
Home office: Guatemala, Dideca (see for labels distributed).

• music publisher

Edicesa (Ed. Centroamericana SA), Apdo. 847, Blvd. Ejercito Nacional Kilometro 5, Soyapango. Tel: 27-08-55. Pres.: Jose Antonio Hutt; Exec. Dir.: Alejandro Hutt.

• services**PRESSING PLANTS**

El Bonito (Graficos), Apdo. 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel: 27-48-02/49-25. Telex: 30235. Dir. Gen.: Fabio Aguilar. (Capacity: 45-3000 units/day; LP—2000 units/day)

Estudio de Grabaciones & Impresiones SA de CV (EGEISA), Apdo. 847, Blvd. Ejercito Nacional Kilometro 4 1/2, San Salvador. Tel: 27-08-55. Pres.: Jose Antonio Hutt.

TAPE CUSTOM DUPLICATOR

Bonicassette, Apdo. 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel: 27-48-02/49-25. Telex: 30235. Dir. Gen.: Fabio Aguilar.
Audio: Cassette.

FINLAND

Population: 4,810,000.

Rate of exchange: \$1 (US) = 5.43 markka.

Per capita income: \$10,000.

Holidays: New Year's Day, Epiphany, Good Friday, Easter Friday, May 1 (Labor Day), Ascension Day, Whitmonday, Midsummer Day, All Saints' Day, December 6 (Independence Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold single—10,000 units. Gold LP—25,000 units; diamond LP—50,000 units; platinum LP—100,000 units. Note: Cassette sales are included with LP sales if contents are 1:1. Awards are controlled and distributed by CVT. Gold singles and platinum albums are extremely rare, but several domestic albums have sold in excess of 50,000 copies.

Records sold domestically (IFPI member sales only; retail, including tax): LP's 1982—2,588,703 units, \$25,239,854; 1981—2,587,410 units, \$25,425,000. EP's 1982—77,072 units, \$250,484; 1981—80,550 units, \$291,000. Singles 1982—770,470 units, \$2,003,222; 1981—515,830 units, \$1,433,000.

Records imported from USA (factory value, CIF): 1982—609,982 units, \$777,270; 1981—394,530 units.

Records exported to USA (factory value, FOB): 1982-8,932 units, \$32,600; 1981-5,970 units.

Records imported from countries other than USA (factory value, CIF): 1982-3,538,235 units, \$6,035,100; 1981-2,520,026 units.

Records exported to countries other than USA (factory value, FOB): 1982-409,433 units, \$535,030; 1981-320,330 units.

Average retail price per record: LP's-\$9.75; EP's-\$3.25; singles-\$2.60. TV merchandising: 17% of total.

Record club sales: 13% of total. Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is dominant. Leading wholesalers and distributors to the trade are Finnscandia and PEC-Musiikkikukka, Polarvox, and Discophon. The Finnish National Group of IFPI with a membership of 20 companies accounts for 60 per cent of the total record and pre-recorded tape sales in Finland. Direct imports (particularly from the USA and the UK), dumping, pirate sales and home taping are major problems.

Type of promotion: Government-controlled radio and TV networks are most important. Jukeboxes and discotheques (nearly 300) are other useful outlets. Twenty summer rock and pop festivals feature many international acts and help to establish local talent. Pop and rock magazines such as Soundi, OK, Suosikki, as well as the daily newspapers, give good coverage to both international and local artists. Television advertising is rather popular, though expensive. There is no radio advertising.

Jukeboxes: 3,500.

TAPE:

Market: Audio: The sales ratio between records and pre-recorded tape has turned clearly in favor of records, though it was a close 51 to 49 only a few years ago. 8-track is no longer marketed, and only dedicated sound buffs buy open reel. Some 5 million blank cassettes were sold in 1982, a sign of heavy home taping. Blank tape imports are duty free. Video-Sales are booming. 500,000 blank cassettes were sold in 1982, a jump of 500% over the 1981 mark. Rather than buying, consumers are renting pre-recorded cassettes at a ratio of 9 to 1, and business is brisk in the video club network. Current films from the international market are the favorite viewing matter. VHS is the preferred format, Beta ranks second, V-2000 third.

Pre-recorded tape sold domestically (IFPI; retail, including tax): Cassette 1982-2,369,885 units, \$23,107,458; 1981-2,202,107 units, \$18,581,000.

Pre-recorded tape imported from USA (factory value, CIF): 1982-125,662 units, \$244,700; 1981-47,689 units.

Pre-recorded tape exported to USA (factory value, FOB): 1982-712 units, \$7,150; 1981-808 units.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1982-1,227,740 units, \$1,950,000; 1981-1,183,125 units.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1982-146,155 units, \$237,900; 1981-171,926 units.

Pre-recorded video tape sold domestically including imports: 1982 figures not available, 90% of transactions are rentals.

Average retail price per pre-recorded audio tape: Full-priced cassette-\$9.75.

Average retail price per pre-recorded video tape: Beta-\$80, VHS-\$80, V-2000-\$80.

CONSUMER ELECTRONICS:

Number of homes with: Radios-2,600,000; television sets-color 1,114,000, b&w 596,000; phonographs-700,000; audio tape recorders-2,500,000; video tape recorders-100,000.

RADIO STATIONS:

No. of government 1.

Comment: Program 1 is mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is Swedish language programming, available in coastal areas and some inland towns. Live pop and rock concerts are rare, but the number of youth-oriented programs is increasing.

TELEVISION STATIONS:

No. of channels: 2 government, 95% color (PAL).

Comment: Yleisradio, the national station, operates two channels. A private commercial company, Oy Maanos-TV-Reklam, buys time from the station and sells it to advertisers. Programming is diversified and usually of high quality, though good musical shows are rarities. International shows seen here include Dallas, The Benny Hill Show, and Rockpalats. Cable tv is becoming accessible to more Finns. Helsinki already has 75,000 subscribers.

IMPORT/EXPORT REGULATIONS:

There are no custom duties on imports from EEC, KEV-SOS (Socialist Block nations), and EFTA (including former members Great Britain and Denmark); all others pay duties ranging from 3.7% to 5.4% of value. Licenses are needed only for trade with KEV-SOS countries. Exports are duty free.

MARKET ANALYSIS:

Sales figures for the first three quarters of 1982 were anything but encouraging to most of Finland's IFPI companies, but a rally in the last quarter was substantial enough to merit the term "satisfactory" for the year. The market has shifted widely in respect to the amount of business shared by each company. The Finnscandia group showed a six per cent drop from last year's level, winding up with 35 per cent of the total. CBS was clearly in the number two spot with 16 per cent and a turnover of \$2,640,000—a kind of industry record here. EMI took third place with 11 per cent, failure to rank higher being attributed to a roster short on local superstars. There is growing consumer interest in the compact disc, but no real effort will be made to get it on the market until late this year, and it will probably be another three to five years before it becomes established. The video market experienced rapid expansion, and all signs indicate that it will continue to flourish, but it is expected that the pirates will soon be trafficking where the profits are, and, of course, audio sales will be adversely affected. Kari Helopaltio

• record & tape manufacturers / distributors / importers

Harry Aaltonen Recs. & Minimusik (IFPI), Haapakyla, SF-03100 Nummela. Tel: (13) 22661. Chief Exec.: Harry Aaltonen.

Labels: Duo, Minimusik, Sound Cat.

Aanitimusikkii Oy, Kahakya 8C, SF-02940 Espoo 94. Tel: 597-993.

Angel, see EMI.

Arrival, see K-tel.

Audiomark Oy, Hitaajankatu 5, 08100 Helsinki 81. Tel: (90) 782-011.

Audioidiopiste, Hameentie 35, SF-00500 Helsinki 50. Tel: (90) 753-3319.

(Importer).

Audiovis Oy, Raesetaelintie 7, SF-04900 Kerava. Tel: (90) 246-550. Cable: AUDIOVIS. Chief Exec.: Lauri Nykorpi. Sales Mgr.: Vesa Lehto.

Birdie, see Bluebird.

Bluebird Music Oy (IFPI), Henrikintie 5 CK 3, 00370 Helsinki 37. Tel: (90) 557-519. Tel: 124934. Mng. Dir.: Osmo A. Ruuskanen.

Labels: (Owned) Bluebird, Birdie, Hit Ear, Hittikora, Le Baron; (licensed) Air (Sweden), CNR (Netherlands), Pierrot (Netherlands), Sonotron (Germany).

Blue Master, see Finnlevy.

Blue Note, see EMI.

C B S Recs. Oy (IFPI), Vakmotie 1, SF-00380 Helsinki 38. Tel: (90) 556-506. Tel: 122890. Gen. Mgr.: Antti Holma; Sales Mgr.: Timo Laukkanen.

Labels: (Owned) CBS, Cupol, Embassy, Epic; (licensed) Blue Sky (USA), Caribou (USA), Monument (USA), Philadelphia Int'l (USA), Young Blood (UK).

C-Myynti Oy, Box 1503, Hameenpuisto 33 A 1, SF-33211 Tampere 21. Tel: (931) 33-506. Pres. & Gen. Mgr.: Lasse Marttinen.

Capitol, see EMI.

Chart, see K-tel.

Columbia, see EMI.

Concert Hall Society, Hameentie 157, Helsinki 56. Tel: (90) 790-022. Mng. Dir.: Harry Soderholm.

Label: (Owned) Concert Hall.

Cupol, see CBS.

Delta, see Finnlevy.

Digilog Music Oy, Laurivierentie 2, SF-00120 Helsinki 12. Tel: (90) 666-375. Gen. Mgr.: Ilkka Lehtinen. (Importer)

Digit, see Finnlevy.

Discophon Oy (AB) (IFPI), Lansipoltti 4A, SF-02210 Espoo 21. Tel: (90) 880-022. Cable: DISCOXY. Tel: 122705. Pres.: Johan Vikstedt; Gen. Mgr.: Vasily Kokljuschkin; Sales Mgr.: Risto Kajjainen.

Labels: (Owned) Kerberos, Q; (licensed foreign) Attic (Canada), Avatar (UK), BBC (UK), Boardwalk (USA), Buddha (USA), Concord (USA), Erato (France), Intercord (Germany), Jupiter (Germany), Logo (UK), Millennium (USA), Motown (USA), Musica (Sweden), Planet (USA), Polar (Sweden), Pool (Germany), RCA (worldwide), Regard (UK), Rialto (UK), SteepleChase (Denmark), Stranded (Sweden), Supraphon (Czechoslovakia), Swedish Society (Sweden), Telefunken (Germany), Teletar (Sweden), Trash (Sweden), Why Fi (UK), Zich (UK).

Duo, see Harry Aaltonen.

E M I Finland AB (Oy) (IFPI), Arinatie 6 E, SF-00370 Helsinki 37. Tel: (90) 558-421. Cable: GRAMMOPHON. Tel: 122482. Mng. Dir.: Rolf Kronqvist; A&R Mgr.: Heikki Puhakka; Sales Mgr.: Eric Forsman.

Labels: (Owned) Angel, Blue Note, Capitol, Columbia, EMI, EMI America, Electrola, HMV, Harvest, Liberty, Odeon, Parlophone, Pathe, Regal, Starline, Sunset; (licensed domestic) Love, (licensed foreign) Carrere (France), Fantasy (USA), Flamingo (Sweden), Frituna (Sweden), MPL (UK), Milestone (USA), Prestige (USA), RAK (UK), Rolling Stones (UK).

Edge, see TopHits-Finnhits.

Edge, see Ethica.

Electrola, see EMI.

Embassy, see CBS.

Epic, see CBS.

Erikoskustannus Oy, Nuijatie 5D, SF-01650 Vantaa 65. Tel: (90) 844-752. Gen. Mgr.: Veli-Matti Kuparinen; Sales Mgr.: Antti Marvia.

Ethica Musiikki Oy, Verkatehtaankatu 10, Turku 11. Tel: (921) 28021. Bd. Chm.: Martti Kulmala; Gen. Mgr.: Jouko Heyno. (Distributed by Discophon Label) (Owned) Edge.

Evergreen Oy (AB), PO Box 25, SF-00571 Helsinki 57. Tel: (90) 68-71-77. Tel: 125260. Mng. Dir.: Georg Uggia; Sales Mgr.: Sven Forsberg. (Wholesaler/Importer/Mail Order)

Fazer Musiikki Oy—Mng. Dir.: John Erik Westoe—see Finnlevy.

Fazerin Musiikkikerho Oy (Fazer Music Club Ltd.) (Distributor)—Mng. Dir.: Bo Bergman—see Finnlevy.

Femme Fatale, see Unitor.

Fennica, see Society of Finnish Composers.

Fifty-Fifty see Studio 55.

Finlandia, see Finnlevy.

Finnospel AB (Oy), Punavuorenkatu 3, SF-00120 Helsinki 12. Tel: (90) 658-868. Gen. Mgr.: Jan-Erik Lindqvist; Sales Mgr.: Bjorne Bergsten.

Labels: (Owned) Finnospel; (licensed domestic) Touch Music.

Finnlevy Oy (IFPI), Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 560-11. Tel: 122782. Dir.: Erik Stenros; Int'l A&R Mgr.: Jaakko Karilainen; Sales Mgr.: Osmo Rantanen; PR & Sales Promo.: Lasse Norres; Phonogram Label Mgr.: Pekka Saetia; Polydor & Ariola Label Mgr.: Matti Kanerva; WEA Label Mgr.: Ritva Karhula; Finlandia Label & Classical Prod. Mgr.: Jaako Borg.

Labels: (Owned) Blue Master, Delta, Digit, Finlandia, Finnlevy, Helmi, Hi-Hat, Kraek, Rondo, Rytmi, Safir, Savel, Scandia, Shokki, Tilt, Top Voice, Veitikka; (licensed) Amadeo (Austria), Ariola (Germany), Arista (UK, USA), Bis (Sweden), DJM (UK), ECM (Germany), Jive (UK), MCA (USA), Melodia (USSR), Metronome (Germany, Sweden), Pablo (USA), PolyGram (Europe, USA), WEA (USA), Walt Disney (USA).

Fonofili, Laurivierentie 2, SF-00120 Helsinki 12.

Frog Music Oy, PL 175, SF-00130 Helsinki 13. Chief Exec.: Harri Salo; Gen. Mgr.: Olli Pasanen. (Wholesaler/Importer)

Fuga Oy, Unioninkatu 28, SF-00100 Helsinki 10. Tel: (90) 631-181. Tel: 124692. Bd. Chm.: Erkki Nuotio; Mng. Dir.: Markku Nuotio.

Label: (Owned) Fuga.

Golden Label, see K-tel.

Gospel Sound, see Ristin Voitto.

H M V, see EMI.

Harvest, see EMI.

Helander Prod'n Oy, Palovartiantie 13, SF-00750 Helsinki 75. Tel: (90) 36-68-10. Mng. Dir. & Gen. Mgr.: Jorma Helander; Sales Mgr.: Timo Rantala.

Label: (Owned) Help.

Helmi, see Finnlevy.

Help, see Helander.

Hi-Hat, see Finnlevy.

Hise-Leyvit, PO Box 169, 13101 Hinna 10.

Historia, see Sauna.

Hit-Ear, see Bluebird.

Hitti, see TopHits-Finnhits.

Hittikora, see Bluebird.

Ilona, see TopHits-Finnhits.

Impact, see K-tel.

Imperial, see K-tel.

Indigenous Recs., c/o Nils-Erik Valkeapaa, SF-99470 Karesuvanto.

J P Musiikki Oy, Tyynelankuja 2 H, SF-00750 Helsinki 75. Tel: (90) 358-133. Mng. Dir.: Erkki Puumalainen; Prod'n Mgr.: Jarmo Jylha.

Johanna Kustannus, Bernhardinkatu 7 A 6, 00130 Helsinki 13. Tel: (90) 177-233. Telex: 125234. Pres.: Atte Blom.

Labels: (Owned) Johanna, Karhu.

Jokames, see Unitor.

K-tel Int'l (Finland) Oy, Haameentie 6 A 4, 00530 Helsinki 53. Tel: (358) 739-455. Telex: 123438. Mng. Dir.: Marita Kaasalainen; Sales Mgr.: Jorma Lepaa-Aro.

Labels: (Owned) Arrival, Chart, Golden Label, Impact, Imperial, Kilo, K-tel, Lotus; (licensed domestic) VIP; (licensed CGD (Italy), Creole (UK), Dischi Ricordi (Italy), Durca (Netherlands), Durium (Italy), MCS (Switzerland), Maluco (USA), Marianne (Sweden), Moby Dick (USA), Prelude (USA), Red Bus (UK), Rollin' Rock (USA), Rowton (Denmark), TMC (Sweden), Towerbell (UK).

Karas-Sana Oy, PL 48, SL-08101 Lohja 10. Tel: (912) 87755. Cable: LOGOS. Pres.: V-P Toivainen; Gen. Mgr.: Matti Valtonen; Sales Mgr.: Jouni Ilmo-lahti.

Label: (Owned) Sana Ja Savel.

Karhu, see Johanna.

Kerberos, see Discophon.

Kilo, see K-tel.

Kirjastopalvelu Oy, (Library Servs. Ltd.), Sarkiniementie 5, SF-00210 Helsinki 21. Tel: (90) 692-6266. Mng. Dir.: Jorma Kirjavainen. (Distributor)

Kiss, see Polarvox.

Knappupp, see Sonet-Polar.

Koivu, see Sauna.

Kompass Recs. Oy (IFPI), Hakolahdenkuja 4B, 00200 Helsinki 20. Tel: (90) 676-445. Pres.: Christian Schwindt.

Kraek, see Finnlevy.

Kustannuskeskus Paiva Oy, PO Box 10, SF-13101 Hameenlinna 10. Tel: (917) 65-211. Dir.: Risto Kotkavouri.

Laiho Oy (Musiikki), PL 32, SF-03101 Nummela. Tel: (13) 21566. Telex: 122697. Mng. Dir.: Veikko Laiho.

Labels: MPS, Miller Int'l (Germany), Moss Music (Belgium, USA), Pickwick Int'l (UK), Polyband (Germany), Storyville (Sweden).

LeBaron, see Bluebird.

Leo Recs Oy, PL 193, 00101 Helsinki 10; Huvilakatu 24 A 21, 00150 Helsinki 15. Tel: (90) 608-507. Tel: 121394. Owner: Edward Vesala.

Levypiste Oy (Wholesaler/Rack Jobber)—Head: Juhani Tammiwoiro—see Finnlevy.

Levyvuottajat Oy, Koydenpujokatu 3, 00180 Helsinki 18. Tel: (90) 646-401. Telex: 124934. Mng. Dir.: Veksi Salmi. (Distributed by Discophon outside Helsinki)

Labels: (Owned) Gold Disc, Mars, Rock'n'.

Liberty, see EMI.

Lobo Ky, Bernhardinkatu 7A6, 00130 Helsinki 13. Tel: (90) 177-233. Exec.: Harri Saksala.

Lotus, see K-tel.

Love, see EMI.

Lovebird, see Polarvox.

M M K S, see Musiikkikonsultit.

M N C, see Musiikkikonsultit.

M & T Prof'n Oy, Kaskenkatu 2B, 20700 Turku 70. Tel: (921) 330-323. Gen. Mgr.: Matti Ruohonen.

Mars, see Levyvuottajat.

Mellow, see Musiikkikonsultit.

Melsp, see Musiikkikonsultit.

Midnight, see Musiikkikonsultit.

Minimusik, see Harry Aaltonen.

Musiic-Imports (Oy) Ltd., c/o P. Hallman, Tommolankatu 18K, SF-18130 Heinola 13.

Musiikkikonsultit Ky (Music Consultants Co.), Lansitie 47, SF-11100 Riihimaki 10. Tel: (914) 36-260. Chief Exec.: Juhani Lahti.

Labels: (Owned) Evergreen, MMKS, MNC, Mellow, Melsp, Midnight, Musko, SPLP.

Musko, see Musiikkikonsultit.

Naekovermaisten Keskusliitto Ry, Maekelaenkatu 50, SF-00510 Helsinki 51. Tel: (90) 77041. Mng. Dir.: Pentti Lappalainen. (Cassette manufacturer for the blind)

Nukku-Matti, see Polarvox.

O M, see Otari.

Odeon, see EMI.

Olariin Musiikki Oy, Meteorinrata 3 B 42, SF-02210 Espoo 21. Tel: (90) 882-334. Mng. Dir.: Timo Narvainen.

Labels: (Owned) OM, Olariin.

Otava, Uudenmaankatu 8-12, SF-00120 Helsinki 12. Tel: (90) 170-471.

P E C Musiikkikukka Oy, Arinatie 6C, SF-00370 Helsinki 37. Tel: (90) 556-383. Mng. Dir.: Risto Kokkonen. (Distributor)

P L Recs. Oy, Ruoholahdenkatu 16B, SF-11080 Helsinki 18. Contact: Pentti Lasanen.

Pan, see Sumalaisen Musiikin Julkistamisessa.

Parlophone, see EMI.

Pathe, see EMI.

Philips AB (Oy), Kaiwokatu 8, SF-00100 Helsinki 10. Tel: (90) 17-721. Gen. Mgr.: I.W. Brans.

Poko Int'l, see Unitor.

Polar, see Sonet-Polar.

Polarvox Oy (IFPI), Arinatie 2, Helsinki. Tel: (90) 554-453. Cable: JUVOX. Mng. Dir.: Leena Juuranto; Gen. Mgr.: Jari Vaaenaenen.

Labels: (Owned) Kiss, Lovebird, Nukku-Matti, Polarvox; (licensed foreign) Aura (UK), Charly (UK), De-Lite (USA), DeLuxe (Australia), Graduate (UK), Push Boy (USA), Rockhouse (Netherlands), SOS (Sweden), Salou (USA), Sugar Hill (USA), Stiff (UK), Virgin (UK).

Prisma, see Ristin Voitto.

Q, see Discophon.

Quality Recs. Oy, PO Box 216, SF-00531 Helsinki 53. Tel: (90) 603372. Pres.: Matti Laipio; Sales Mgr.: Jarmo Santavuori.

Rebel Recs., Tuusulantie 26, SF-04200 Kerava. Tel: (90) 291-9766. Contact: Kari Heimonen.

Regal, see EMI.

Ristin Voitto Ry, Box 75, SF-01301 Vantaa. Tel: (90) 826-377. Pres.: Valtter Luoto; A&R Dir.: Seppo J. Jarvinen; Sales Mgr.: Matti Kantala; Music Dept. Mgr.: Rauno Luukkunen.

Labels: (Owned) Gospel Sound, Prisma.

Rock'n', see Levyvuottajat.

Rondo, see Finnlevy.

Rytmi, see Finnlevy.

S P L P, see Musiikkikonsultit.

Safir, see Finnlevy.

Sana Ja Savel, see Karas-Sana Oy.

Sauna-Musiikki Oy (Sauna Music Co. Ltd.), PO Box 36, 00661 Helsinki 66. Tel: (90) 745-050. Cable: SAUNAMUSIC. Admin. Dir.: Anja Lehtinen; Gen. & Sales Mgr.: Rauno Lehtinen.

Labels:

Scandia, see Finnlevy.
Selecta, see Studio 55.
Sex-6, see Sauna.
Sezyvox Oy, Raitalahdentie 11 B, SF-00570 Helsinki 57. Tel: (90) 688-112.
Shokki, see Finnlevy.
Society of Finnish Composers, Runeberginkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 445-589.

Labels: (Owned) Fennica.
Sokos Sound, see Suomen Osuuskauppojen Keskushuone.
Sonet-Polar Suomi Oy, Lansiportti 4 A, SF-02210 Espoo 21. Tel: (90) 880-022. Telex: 122705. Bd. Chm.: Johan Vikstedt; Mng. Dir.: Cugi Kokkijusch-kim; Label Mgr.: Timo Narvainen; Pub. Mgr.: Maija Narhi.
Labels: (Owned) Sonet, Polar, Sonet-Polar, Gazell, Knappopp; (licensed) Albion (UK), Baby (Italy), Bearsville (USA), Bronze (UK), Chrysalis (UK, USA), Island (UK), Mute (UK), Storyville (USA), Stranded (Sweden), Zilch (UK).

Sound Cat, see Harry Aaltonen.
Starline, see EMI.
Studio 55, (FFPI), Aurakatu 3, SF-20100 Turku 10. Tel: (921) 510-700. Mng. Dir.: Rauno Lepistö; Gen. & Sales Mgr.: Veli-Pekka Anttila.

Labels: Fifty-fifty, Selecta.
Suni Oy, Koulukatu 1, SF-53100 Lappeenranta 10. Tel: (953) 12-800. Cable: SUNI. Sales Mgr.: Viljo Suni. (Importer)
Sunset, see EMI.
Suomalaisen Musiikin Julkistamisessa Ry, PL 144, SF-00101 Helsinki 10. Chief Exec.: Risto Nieminen.

Labels: Pan.
Suomen Osuuskauppojen Keskushuone (SOK), Vilhonkatu 7, SF-00100 Helsinki 10. Tel: (90) 650-611. Cable: KESKUSKUNTA. (Distributor/Importer)

Labels: (Owned) Sokos Sound; (licensed) Alshire (USA), Oscar (USA).
Suuri Suomalainen Kirjakerho Oy, Hietalahdenranta 17B, SF-00180 Helsinki 18. Tel: (90) 601-466. Telex: 121394. Mng. Dir.: Pauli Lemmo.
Suuri Suomalainen Musiikkikerho Oy, Armatie 2 A, SF-00370 Helsinki 37. Tel: (90) 554-532. Cable: JUVOX. Telex: 123166. Mng. Dir.: Leena Juuranto. (Record club)

Tabarfoerlaget, Albertsgatan 31, 00180 Helsinki 18. Tel: (90) 643-401. Chief Exec.: Michael Soederlund.
Tilt, see Finnlevy.

Tophits-Finnhits (FFPI), Lemmikkitie 19, SF-01350 Vantaa 35. Tel: (90) 831-449. Gen. Mgr.: Jorma Helander; Sales Mgr.: Timo Rantala.
Labels: (Owned) Eagle, Hitti, Ilona, Tophits-Finnhits.

Top Voice, see Finnlevy.
Touch Music, see Finn Gospel.

Untor Oy, PO Box 483, Kytälänkatu 6, SF-33101 Tampere 10. Tel: (31) 20-500. Telex: 22-460. Mng. Dir.: Kari Helenius; Gen. Mgr.: Perttu Paikoo; Sales Mgr.: Jukka Hynninen.

Labels: (Owned) Femme Fatale, Johamies, Poko, Poko Int'l; (licensed foreign) Bomp (USA), Cherry Red (UK), MNW (Sweden), Misticur (Sweden), No Future (UK), Reachout Int'l (USA), Rhino (USA), Safari (UK), Secret (UK), Silence (Sweden).

V I J Kustannus, Hameentie 6A, SF-00530 Helsinki 53. Dirs.: Veikko Samuli, Raimo Kero, Ulf Ahrenberg.
Vainon Saitin, Box 187, SF-40101 Jyväskylä 10. Tel: (941) 217-015. Owner: Heikki Oikarinen. (Distributor/Importer/Mail Order)

Valintatalo Oy, PO Box 176, Bulevardi 6, 00120 Helsinki 12. Tel: 602-011. Telex: 121637. Contact: Esko Koliseva. (Importer/Wholesaler)

Valitut Palat-Reader's Digest AB (Oy), Halsuante 4, SF-00420 Helsinki 42. Tel: (90) 563-2011. Telex: 122489. Mng. Dir.: Martti Immonen; Mktg. Mgr.: Martti Virtanen. (Mail Order)

Veitikka, see Finnlevy.
West-City Oy, PD Box 117, SF-00211 Helsinki 21. Tel: (90) 692-2227. Telex: 121394.

Yes-Jees, see Sauna.

• music publishers

Bluebird Music Oy, Henrikkitie 5 CK 3, SF-00370 Helsinki 37. Tel: (90) 557-519. Telex: 124934. Mng. Dir.: Osmo A. Ruuskanen.
Coda (Ed.) (TEOSTO), Lansiportti 4A, SF-02210 Espoo 21. Tel: (90) 880-022. Cable: DISCOY. Telex: 122705. Mng. Dir.: Johan Vikstedt; Gen. Mgr.: Maija Narhi.

Ensio Music Ltd. (Oy), Aurakatu 3, SF-20100 Turku 10. Tel: (921) 510-700.
Fazer Musiikki Oy (TEOSTO), Takomotie 3 C, SF-00380 Helsinki 38. Tel: (90) 560-111. Telex: 122782. Publ. Mgr.: Raimo Henriksson; Prof. Mgr.: Paavo Ermo; Int'l Contact: Kaija Vahatitko.

Finnmusic (Ed.), Ky, Rauno Lehtinen, Osuusluonnantie 50A, 00660 Helsinki 66. Tel: (90) 748-559. Cable: FINNMUSIC. Sec'y: Anja Lehtinen; Gen. Mgr.: Rauno Lehtinen.

Helander Prod'n Oy, Lemmikkitie 19, SF-01350 Vantaa 35. Tel: (90) 873-2029. Gen. Mgr.: Jorma Helander.
Hittimusiikki, see Helander.

Imedico Kuustannusliike, Arinatie 6 E, SF-00370 Helsinki 37. Tel: (90) 558-421. Telex: 122482.

J V I Kustannus T.Mi. Kaemmerinkuja 1 E 52, 00750 Helsinki 75. Tel: (90) 364-148. Gen. Mgr.: Jarmo Jylha.
Jasemusiikki Ky, PO Box 136, 13101 Haemeenlinna 10. Tel: (917) 23-146. Chief Exec.: Jarmo Sermilae.

Jee Jee Music Oy, PO Box 104, SF-33201 Tampere 20. Tel: (31) 20500. Telex: 22460. Mng. Dir.: Jukka Hynninen.

Johanna Kustannus, Bernhardinkatu 7 A 6, 00130 Helsinki 13. Tel: (90) 177-233. Telex: 125234. Pres.: Alte Blom.
Kirkon Nuorisoytön Keskus, Box 185, SF-00161 Helsinki 16. Tel: (90) 801-21.

Kompass Recs. Oy, Halolahdenkuja 4B, 00200 Helsinki 20. Tel: (90) 676-445. Gen. Mgr.: Chris Schwendt.
LeBaron Music Oy, see Bluebird.

Levysevel Oy, see Fazer.
Levytuottajat Oy Kustannus, Moydenpuonjankatu 3, 00180 Helsinki 18. Tel: (90) 646-401. Telex: 124934. Mng. Dir.: Vexi Salmi; Contact: Iris Mattila.
Erik Lindstrom Kustannus, Paivankontie 7 A1, SF-02210 Espoo 21.

Love Kustannus Oy, see Fazer.
Musiikkikonsultit Ky, Lansite 47, SF-11100 Riihimaki 10. Tel: (914) 36260. Chief Exec.: Juhani Lahti.

Olavin Musiikki Oy, Meteroinratu 3 B 42, SF-02210 Espoo 21. Tel: (90) 882-334. Mng. Dir.: Timo Narvainen.

1 Rock Oy, PO Box 77, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Chief Exec.: Timo Vaananen; Gen. Mgr.: Tukka Kallio.
Potermusic Oy, Arinatie 2, Helsinki. Tel: (90) 554-453. Cable: JUVOX. Chief Exec.: Leena Juuranto.

Ristin Voitto Ry, Box 75, SF-01301 Vantaa. Tel: (90) 826-377. Pres.: Valtter Luoto; Music Dept. Mgr.: Rauno Liukkonen.
Scandia-Kustannus Oy (Scandia Publ'g Co. Ltd.), see Fazer.
Sulasol Fredrikinkatu 61, SF-00100 Helsinki 10.

Suomen Kanttori-Urhuililitto, Keskuskatu 44, SF-38700 Kankaanpaa.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Aani-ja Kuvataiteilijainliitto ry (Finnish National Group of IFPI), Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 551-021. Telex: 12 2782. Dir.: Arto Alaspa.

Association of Finnish Musical Artists, Runeberginkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 445-589.

Association of Finnish Music Schools, Urho Kekkonenkatu 8 C 29, SF-00100 Helsinki 10. Tel: (3580) 694-3394. Chm.: Aarre Hemming; Gen. Mgr.: Maerta Kuokkanen.

Automaattivuokraajat ry (Renters of coin-operated machines ass'n), Orivedenkatu 12A, SF-33720 Tampere 72. Tel: (931) 170-500.

Elektronikaan Tukkuhuippaat (Importers & whsers. of electronic & hi fi installations & household appliances prods. org.), Mannerheimintie 76, SF-00250 Helsinki 25. Tel: (90) 441-651. Contact: Pentti Karhu.

Finnish Blues Society, Telakkakatu 2, SF-00150 Helsinki 15. Tel: 639-143. Chm.: Pertti Nurmi.

Finnish Music Information Centre, Runeberginkatu 15 A 1, SF-00100 Helsinki 10. Tel: (90) 409-134. Pres.: Pekka Kallio; Exec. Sec'y: Kauko Karjalainen.

Finnish Rock Festivals Ass'n, Honkamaki C 4, SF-03400 Vihti. Tel: (913) 48286. Pres.: Kari A. Elo.

General Industry Group, Kauppaankatu 7A, SF-00160 Helsinki 16. Tel: (90) 170-778.

Guild of Light Music Composers & Authors of Finland, Runeberginkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 407-991. Chm.: Arthur Fuhrmann.

Helsinki Festival, Unioninkatu 28, SF-00100 Helsinki 10. Tel: (90) 659-688. Cable: FINNFEST. Telex: 124692. Entertainment Dept. Mgr.: Tapani Naerhi.

I F P I, see Aani-ja.
National Committee of the International Music Council, Runeberginkatu 15 A 11, SF-00100, Helsinki 10. Sec'y: Tami Kyro.

National Section of the International Society for Contemporary Music, Errotajankatu 1-3 A 10, SF-00130 Helsinki 13.

Popmusiikki ry (Pop Musicians), Uudenmaankatu 36 D 21, 00120 Helsinki 12. Tel: (90) 640-760. Gen. Mgr.: Jussi Rantinen.

Radioliikkeiden Liitto ry (Radio retailers ass'n), Vuorimiehenkatu 21, SF-00140 Helsinki 14. Tel: (90) 174-233. Chm.: Erkki Rantala.

Ravintolamusiikki ry (Restaurant Musicians), Uudenmaankatu 36 D 21, SF-00940 Helsinki 94. Tel: (90) 641-455.

Society of Finnish Composers, Runeberginkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 445-589.

Suomen Jazzliitto (Finnish Jazz Federation), PL 54, SF-00101 Helsinki 10.
Suomen Musiikkien Liitto (Finnish Musicians Union), Uudenmaankatu 36 D 21, SF-00120 Helsinki 12. Tel: (90) 640-760.

Suomen Soittoteollisuusyhdistys ry (Finnish Ass'n of Musical Instrument Mfrs.), Kauppaankatu 7, SF-00160 Helsinki 16. Tel: (358-0) 170-322. Pres.: Ragnar Lindberg.

Suomen Suoramarkkinointiliitto ry (Finnish Direct Mktg. Ass'n), Hietalahdenranta 17 B, SF-00180 Helsinki 18. Tel: (90) 640-279. Pres.: Pauli Leimio; Sec'y: Gen. Mgr.: Christian Desch.

Suomen Tiskijukat ry (Professional disk jockey ass'n), Yrjonkatu 3, SF-15100 Lahti 10. Tel: (90) 662-218. Exec.: Tapani Ripatti.

Suomen Tyovaen Musiikkiliitto, Hallituskatu 19, SF-33200 Tampere 20. Tel: (931) 114-416.

CATALOG SERVICES

Karas-Sana Oy, PL 48, SF-08101 Lohja 10. Tel: (912) 87755. Cable: LOGOS. Pres.: V.P. Toivainen; Gen. Mgr.: Matti Valtonen; Sales Mgr.: Jouni Ilmo-lahti.

Original Recs. Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel: (931) 38124. Mgr.: Juhani Vesikko; Sales Mgr.: Pentti Marttinen. (Rec.)

LICENSING ORGANIZATIONS, MUSIC

Gramex, Runeberginkatu 15 A 6, 00100 Helsinki 10. Tel: (90) 493-371. Contact: Mrs. Kaisa Luhalta. (Radio/TV performance fees)

Sulasol (Suomen Laulajain ja Soittajain Liitto ry), Fredrikinkatu 61, SF-00100 Helsinki 10. Tel: (90) 694-3218. Chm.: Ahti Sonninen; Gen. Mgr.: Jukka Kankanen.

T E O S T O ry (Saeveltaejaen Tekijenoikeustoimisto-Finnish Composers Int'l Copyright Bureau), Lauttasarentie 1, 00200 Helsinki 20. Tel: (90) 692-2511. Gen. Mgr.: Pekka Kallio. (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS

Cutting Room Oy, Huovitie 7, SF-00400 Helsinki 40. Tel: (90) 582-366. Mgr.: Rauno Liukkonen.

Lejos Oy/Finnvox Studios, Arinatie 8, SF-00370 Helsinki 37. Tel: (90) 554-521. Telex: 123166. Gen. Mgr.: Kurt Juuranto; Mgr.: Erkki Ertesuo.

Mainos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24. Tel: (90) 15001. Cable: COMTELE. Telex: 121544, 124319. Pres.: Pentti Hanski; Sales Mgr.: Matti Kemilainen.

Stereokasetit (Oy)-Stereolevy AB, PO Box 40, SF-11101 Riihimaki 10; Teh-taankatu 13, SF-11100 Riihimaki 10. Tel: (914) 30-731. Export & Import: Jukka Vainio. (Pressing only)

RECORD PROMOTION

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Rock-Along (Finland) Ltd., Honkamaki C 4, SF-03400 Vihti. Tel: (913) 48286. Pres.: Kari A. Elo.
Suomen Tiskijukat ry (Professional disk jockey ass'n), Yrjonkatu 3, 15100 Lahti 10. Tel: (918) 46-573. Exec.: Tapani Ripatti.

TAPE CUSTOM DUPLICATORS

Karas-Sana Oy, PL 48, SF-08101 Lohja 10. Tel: (912) 87755. Cable: LOGOS. Pres.: V.P. Toivainen; Gen. Mgr.: Matti Valtonen; Sales Mgr.: Jouni Ilmo-lahti.

Kasettimoniikko Oy, Pohjolankatu 35 A 1, SF-00610 Helsinki 61. Tel: (90) 799-402.

Kasettimonistutus Oy, Waino Aaltosentie 11 A, SF-00570 Helsinki. Tel: (90) 688-122.

Lejos Oy/Finnvox Studio, Arinatie 8, SF-00370 Helsinki 37. Tel: (90) 554-521. Telex: 123166. Gen. Mgr.: Kurt Juuranto; Mgr.: Erkki Ertesuo.

Mainos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24. Tel: (90) 15001. Cable: COMTELE. Telex: 121544, 124319. Gen. Mgr.: Pentti Hanski; Sales Mgr.: Matti Kemilainen.

Audio: Cassette.

Video: 2" quad open reel, 1" helical open reel, 1/2" U-matic cassette, 1/4" Beta & VHS cassette, 1/2" V-2000 cassette.

Stereokasetit (Oy)-Stereolevy AB, PO Box 40, SF-11101 Riihimaki 10; Teh-

taankatu 13, SF-11100 Riihimaki 10. Tel: (914) 30-731. Export & Import: Jukka Vainio.
Audio: Cassette.

• supplies

EMPTY CASSETTES

Pyrkija Oy, Tastonie, SF-20380 Turku 38. Tel: (921) 779-555. Contact: Arto Palm.

T P-Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

JACKETS & SLEEVES

Offset Oy, Tehtaankatu 27-29, SF-00150 Helsinki 15. Tel: 659-608. Mng. Dir.: K. Jarvinen.

T P-Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen. (Jackets only)

LABELS, DISK

Original Recs./Musiikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel: (931) 38-124. Mgr.: Jukka Keltto.

POLYETHYLENE BAGS

Amerplast Suominen & Co., SF-33730 Tampere 73.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

TAPE, BLANK LOADED

Agia-Gevaert AB (Oy), Suomalaisentie 7, SF-02270 Espoo 27. Tel: 803-8133. Telex: 121187. Mng. Dir.: W. Staudinger; Sales Mgr.: B. Haestoe.

Audio: AGFA compact-cassette, open reel.
Video: AGFA 2" open reel, 1/2" cassette, 1/4" cassette.

Audiovox Oy, Atomitie 5 C, SF-00370 Helsinki. Tel: (90) 562-3411. Telex: 122087. Sales Mgr.: Mark Weyner.

Audio: TDK 1/2" reel, cassette.
Video: TDK 1/2" Beta & VHS cassette.

Elektroposti Oy, Laentien Papinkatu 6, SF-00530 Helsinki 53. Tel: (90) 753-6311, 675-199. Telex: 125144. Mng. Dir.: Kalevi Oittinen.

Audio: Cassette.
Finnlevy Oy, Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 560-111.

Audio: Cassette.
Hellectron Oy AB, Puritie 3, SF-00380 Helsinki 38. Tel: (90) 558-906. Cable: HELECTRON. Telex: 122849. Pres.: Berndt W. Rosenlew; Sales Mgr.: (Consumer Prods.) Kimmo Vertio, (Communication Prods.) Olli Mattila.

Audio: SONY cassette.
Video: SONY 1" open reel, 1/2" U-matic cassette, 1/4" Beta cassette.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Philips Oy, Kaivokatu 8, SF-00100 Helsinki 10. Tel: (90) 10-915.

Audio: Cassette, open reel.
Video: 1/2" cassette.

3 M Oy (Suomen), Sinimaentie 20, SF-02630 Espoo 63. Tel: (90) 520-011. Mng. Dir.: Dag Helgestad; Sales Mgr.: C.E. Lindholm.

Audio: SCOTCH 8-tr., cassette & open reel.
Video: SCOTCH 1" open reel, 1/2" cassette, 1/4" EIAJ open reel, 1/4" cassette.

TAPE, BULK RAW

Agia-Gevaert AB (Oy), Suomalaisentie 7, SF-02270 Espoo 27. Tel: 803-8133. Telex: 121187. Mng. Dir.: W. Staudinger; Sales Mgr.: B. Haestoe.

Audio: AGFA cassette.

TAPE PACKAGING & LABELING EQUIPMENT

Pyrkija Oy, Tastonie, SF-20380 Turku 38. Tel: (921) 779-555. Contact: Arto Palm.

T P-Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

• accessories

Finnlevy Oy, Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 560-111.

Product: record care prods.; Tape-head cleaners.
Finnmende Oy, Karvamokujia 3, SF-00380 Helsinki 38. Tel: 558-858.

Product: Record-SHURE replacement styli.
Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Product: Carrying & storage cases; record care prods.; Tape-head cleaners, demagnetizers, leader & splicing tape.

Musiikki Mosse AB (Oy), Erikinkatu 9B, SF-20110 Turku 11. Tel: (921) 11-362. Mng. Dir.: Uri Seara. (Importer)

Product: Record-carrying & storage cases, record care prods., turntable mats, replacement styli; tape-carrying & storage cases (audio & video), head cleaners (audio & video), leader tape (audio), splicing tape & equipment (audio).

T P-Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

Product: Carrying & storage cases.

R. Vikstrom Ltd. (Oy), Uuhantie 29/4, SF-00350 Helsinki 35. Tel: (90) 551-647. (Importer)

Product: Record-STANTON replacement styli.

• store fixtures manufacturers

Finnlevy Oy, Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 560-111.

Product: Display racks.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Product: Browser boxes, display racks.

T P-Tuotanto Oy, Valimontie 18, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

Product: Display racks.

• promotional merchandising aids

West-City Oy, PO Box 117, SF-00211 Helsinki 21. Tel: (90) 692-2227. Telex: 121394.

Product: Posters, belt buckles, t-shirts, jackets, hats/caps, keychains, patches, buttons & badges, books & publications, scarves & bandanas.

FRANCE

Population: 54,000,000.

Population by age groups: Up to 14—22%, 15-24—16%, 25-49—33%, 50 & over—29%.

Rate of exchange: \$1 (US) = 7.65 francs.

Per capita income: \$10,100.

Holidays: January 1, Easter Monday, May 1 (Labor Day), Ascension Day, Whit Monday, July 14 (Bastille Day), August 15, November 1 (All Saints Day), November 11 (Armistice Day), December 25.

RECORDS:

Record sales certification awards: Gold single—500,000 units; platinum single—1,000,000 units; Gold LP—100,000 units; platinum LP—400,000 units.

Records sold domestically including imports: LP's 1982—58,000,000 units; 1981—60,300,000 units. EP's 1981—2,500,000 units. Singles 1987—58,000,000 units; 1981—56,900,000 units.

Records imported from USA (factory value, CIF): 1981—\$4,573,770.

Records exported to USA (factory value, FOB): 1981—\$1,934,426.

Records imported from countries other than USA (factory value, CIF): 1981—\$21,540,983.

Records exported to countries other than USA (factory value, FOB): 1981—\$37,262,295.

Average retail price per record: LP's—\$9; EP's—\$3; Singles—\$2.20.

Record club sales: 5% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer and wholesaler-to-retailer.

Promotion: Radio and television (see below) are the prime media. Commercial advertising is banned on government-controlled stations, which include all French television, but the number of advertisements for recorded music is increasing in the daily newspapers, as is the number of record companies supplying private radio stations with promotional copies.

Note: Manufacturers are forbidden by law to set or recommend retail prices.

TAPE:

Market: The cassette is the preferred configuration in audio tape, and sales are making a major inroad into the LP market. VHS is the favorite video tape, accounting for 60% of total sales. Beta ranks next with 32%, and V2000 trails with 8%.

Pre-recorded audio tape sold domestically including imports: 8 tr. 1981—2,000 units. Cassette 1982—27,000,000 units; 1981—26,000,000 units.

Pre-recorded audio tape imported from USA (factory value, CIF): 1981—\$1,311,475.

Pre-recorded audio tape exported to USA (factory value, FOB): 1981—\$196,721.

Pre-recorded audio tape imported from countries other than USA (factory value, CIF): 1981—\$12,081,967.

Pre-recorded audio tape exported to countries other than USA (factory value, FOB): 1981—\$6,327,869.

Average retail price per pre-recorded audio tape: Cassette—\$9.

Pre-recorded video tape sold domestically including imports: 1982—900,000 units. (estimate).

Average retail price per pre-recorded video tape: Beta—\$90; VHS—\$90; V2000—\$90.

CONSUMER ELECTRONICS:

Percentage of homes with radios: (98%); television sets (90.8%, color 50%); phonographs (90%); audio tape recorders (60%); video tape recorders (9%).

RADIO STATIONS:

No. of commercial 3; no. of government 4.

Comment: Recorded music (60% UK/USA product) and quiz programs prevail. Live pop concerts are rare, although the government program "France Musique" features live classical and jazz music. "France Culture," a parallel, airs live drama. The new Socialist government has authorized privately operated stations, and it is estimated that, after getting the approval of a special committee, 900 will be in operation.

TELEVISION STATIONS:

No. of government 3; 100% color (SECAM).

Comment: French television still relies heavily on old films and series produced in the USA and dubbed in French, although programming is typically European. Recent legislation has eased government control of the industry. It legalizes cable systems and privately run stations and will allow more shows to be produced at the local level. It also prohibits simultaneous release of films to movie theaters and television stations.

IMPORT/EXPORT REGULATIONS:

There are no taxes on imports from countries belonging to the Common Market: West Germany, the United Kingdom, Italy, the Netherlands, Belgium, Luxembourg, Denmark, Ireland and Greece. Imports from all other countries are taxed 6.2% of value. All imports are subject to the 33.3% Value Added Tax. Consumer protection laws require all imported goods to be labelled in the French language. Accompanying documents must also be in French with place of origin stated. There are no export regulations.

• record & tape manufacturers / distributors / importers

A B Prod'n's, 7 Rue Bassano, 75116 Paris. Tel: (01) 720.62.73. Telex: 613915. Pres. Dir. Gen.: Claude Berda; Gen. Mgr.: Jean Luc Azoulay; Sales Mgr.: Jean Bigot. (Distributed by Polydor)

Labels: (Owned) AB

A D D A Dist'n, 37 Rue Boursault, F-75017 Paris. Tel: 294.05.61. (Distributor)

A F A-Discara (Disques), 23 Rue Pierre Semard, 75009 Paris. Tel: (01) 526.52.47. Dir.: Freddy Carrara; PR: Florence Carrara. Local branch: 75019 Paris, 50 Blvd. Saunier. Tel: (01) 205.68.19.

Labels: (Owned) AFA, Discara

A & M Recs. Europe (IFPI), 95 Blvd. Murat, 75016 Paris. Tel: (01) 651.53.53. Mng. Dir.: Marcus Bicknell; Mktg. Mgr.: Russ Curry; Financial Dir.: David Clapham; Promo.: Cathy Oudemans. (Distributed by CBS)

Labels: (Owned) A&M, Horizon

A M P, see SFPF

A R S Studioinfra, 25 Rue Beranger, 92100 Boulogne. Tel: (21) 922.91.43. Dirs.: Roger Lacombe, Frederic Sichter

A Z, see DiscAZ

Abbey Road Recs., c/o EMI/NWB, 94-96 Rue Lauriston, 75116 Paris. Tel: (01) 505.91.02. Telex: 612738. Exec.: R.H. Cavassuto; Gen. Mgr.: A. Hachiere. (Distributed by EMI Pathe Marconi)

Labels: (Owned) Abbey Road, LTD, NWB

Absolute Sound, 15 Rue de Poissy, F-75005 Paris. Tel: (01) 329.49.48. Telex: 210311. (Distributor)

Accord, see Musidisc

Ades SA, 54 Rue St. Lazare, 75009 Paris. Tel: (01) 874.85.30. Telex: 280422.

Labels: (Owned) Ades, Enfants Sages, Petit Menestrel, Safta-Anthologie Sonore.

Affinity, see Charly

African, see Sonodisc

Albatros Prod'n's, 43 Rue Fessart, 92100 Boulogne/Billancourt. Tel: 603.41.93. Dir.: Alain Barriere; Promo: Catherine Angeloz.

Alleluia (Prod'n), 10 Rue St. Florentin, 75001 Paris. Tel: (01) 260.85.05. Dir. Gen.: Gerard Meys.

All Life, see Musica

Alto Music SA, 24 Rue Eugene Flachet, 75017 Paris. Tel: (01) 766.51.11. Telex: 280245. Pres.: Max Amphoux; Int'l Mgr.: Maurice Bouchoux.

Alternance, see Eurogram

America, see Musidisc

Anaxis, see Caravage

Anvers Musique SarL, 35 Blvd. Rochechouart, 75009 Paris. Tel: (01) 280.18.56.

Arabella SarL, 1 Rue Francois Ier, 75008 Paris. Tel: (01) 256.42.22. Telex: 650458. Gen. Mgr.: Michel Poulain, Sales Mgr.: Dany Mouton.

Labels: (Owned) Arabella, Ariola, Arista, Eurodisc; (licensed) MCA (USA), Musizsa (Italy), Supraphon (Czechoslovakia).

Arcadius, see Caravage

Arc en Ciel, see Studio SM

Ariola/Societe Bretonne d'Enregistrement, 14 Passage du Blavet, 56100 Lorient. Tel: (97) 21.23.91. Dir.: Georges Gragnic; Sales & Promo. Mgr.: G. Bono.

Labels: Ariola, Art & Musique, Heol, Iris, Keltia III.

Argile, see Cezame

Anas, 75 Rue Porte Dijeaux, Bordeaux, Tel: (56) 48.74.16. Chief Exec.: Guy Anas; Sales Mgr.: Bernard Caubert. (Importer)

Ariola, see Arabella

Arion (Disques), 36 Av. Hoche, 75008 Paris. Tel: (01) 563.76.70. Mng. Dir. & A&R: Ariane Segal; Technical Dir.: Claude Morel Co-ord. & Int'l: Frederic Segal; Art: Suzanne Nonette; Mgt.: Beatrix Far-ana; Promo.: Margaret Losowski. (Distributed by CBS)

Labels: (Owned) Arion, Quintessence.

Arista, see Arabella

Art & Musique, see Ariola

Arty's Recs., 33 Rue Vivienne, 75002 Paris. Tel: (01) 233.18.72, 261.78.16.

Astree, see Domaine Musical

Asylum, see WEA Filipacchi

Atco, see WEA Filipacchi

Allantic, see WEA Filipacchi

Atmosphere, see International Rec.

Atoll Music (IFPI), 18/20 Rue du Borrego, F-75020 Paris. Tel: (01) 366.69.22, 225.65.90, 256.36.71. Telex: 215795. Pres.: Charles Ibgui; Comm'l: Martine Moscovitz.

Labels: (Owned) Atoll, Jonathan, Ouragan, Ring.

Auteurs du Xxe Siecle, see Radio-Programmes.

Auvidis, 47/49 Rue Polonceau, 75018 Paris. Tel: (01) 264.75.31. Gen. Mgr.: Louis Bricard; Sales Mgr.: Jean-Paul Lemaire; Prod'n Mgr.: Jean-Pierre Maetz.

Azora Dist'n, 2 Av. Frederic-le-Play, 75007 Paris. (Distributor)

Azaw (Disques), 55 Rue Marcadet, 75018 Paris. Tel: (01) 257.75.60. Dir. Gen.: M. Daoud; Artistic Dir.: M. Idir.

B B R, see Musidisc

B B Z (Prod'n's) (IFPI), 21 Rue Jean-Mermoz, 75008 Paris. Tel: (01) 225.61.00. Telex: 250303. Pres.: Rolande Bismuth.

Labels: (Owned) BBZ, Minotaure

Baboo, see Vogue

Bagatelle SA, 35 Rue Washington, F-75008 Paris. Tel: (01) 256.21.94. Telex: 650979. Gen. & Int'l Mgr.: Brigitte Bertholier-Spahn.

Ballon Noir, 9 Passage Dagorno, 75020 Paris. Tel: (01) 370.88.32. Dir.: Herve Bergerat. (Distributed by CBS)

Barclay (Compagnie Phonographique Francaise), 143 Av. Charles de Gaulle, 92521 Neuilly-sur-Seine. Tel: (01) 758.12.77. Cable: BARCLAYDISC. Pres.: Eddie Barclay; Mng. Dir.: Roger Maruani; Sales Mgr.: Pierre Ragon; Int'l Label Mgr.: Jean Fernandez; Int'l Sales Mgr.: Cyril Brilliant; Finance Mgr.: Nicolas Tréty; Barclay A&R: Claude Righi; Riviera A&R: Leo Mistriz.

Labels: (Owned) Barclay, Blue Star, EGG, Riviera; (licensed domestic) Call Me, EM, Matypense; (licensed foreign) Blitzkrieg, Decca.

Belair, see Musidisc

Belier, see Radio Programmes.

Paul Beuscher Recs., 27 Blvd. Beaumarchais, 75004 Paris. Tel: (01) 271.22.11. Cable: ALLMUSIC. Telex: 670877. Pres. Dir. Gen.: Philippe Seiller.

Monsieur Jean Bienvenu, 81 Rue de Stalingrad, 38100 Grenoble. Tel: (76) 09.15.52. Gen. Mgr.: Jean Bienvenu.

Label: (Owned) Obio.

Blue Star, see Barclay.

Blues Legacy, see Vogue

Blues Today, see Vogue

Blue Vox, see Michel Laguens.

Boite Magique, see P3

Bravo, see Michel Laguens.

C B O, see Carere.

C B S Disques (IFPI), 13 Rue du Chateau, 92522 Neuilly Cedex. Tel: (01) 758.14.22. Cable: GOLRECORD. Telex 620646. Pres.-Dir. Gen.: Alain Levy; VP Mktg. & Dist'n: Jean-Claude Gastineau.

Labels: (Owned) Versailles; (licensed) A&M (USA), CBS (USA), Epic (USA), GTO (UK), Geffen (USA), Illegal (USA), Jet (USA), Jive (UK), Monument (USA), Philadelphia Int'l (USA), Portrait (USA), Tabu (USA).

C B S Int'l SA (European Regional Headquarters) (IFPI), 1 Rue du Chateau, 92522 Neuilly Cedex. Tel: (01) 747.12.21. Telex: 613750. Cable: EU-ROCR. SR VP European Dpns.: V. Peter de Rougemont; VP & Mng. Dir.: John A. Dolan; VP Opns.: Patrick W. Hurley; VP Creative Opns.: Dennis Killeen; VP Finance & Admin.: John Field; VP & Mng. Dir. CBS Electronics: Jacques Ferrari; VP CBS Masterworks: Erinn Veg.

C M C Recs. (Creativite Musicale & Cinematographique), PO Box 93, 94003 Creteil Cedex. Tel: (01) 898.16.16. Gen. Mgr.: Pierre Azezi; Sales Mgr.: Patrick Bailit.

C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles) (IFPI), 256 Rue Marcadet, 75018 Paris. Tel: (01) 229.24.61. Telex: 250302. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaing.

Label: (Owned) Fidsound.

Calazel, 12 Rue Saunerie, 34000 Montpellier. Tel: (67) 92.62.52. (Distributor/Wholesaler)

Call Me, see Barclay.

Canetti, see Radio Programmes.

Caratini, see Diffusion Artistique.

Caravage, 130 Rue Marius Aulan, 92300 Levallois-Perret. Tel: (01) 759.94.51. Pres. & Gen. Mgr.: Jean-Paul Smets. (Distributed by Carrere).

Labels: (Owned) Anaxis, Arcadius, Caravage, Chloe; (licensed foreign) Raphaelle (Germany), Sunshine (Germany).

Caroline, see Carrere.

Caroline (Studio), see Quenotte.

Carrere (Disques), 27 Rue de Surenne, 75008 Paris. Tel: (01) 261.51.37. Telex: 641591. Pres. & Dir. Gen.: Claude Carrere; Gen. Mgr.: Pierre Haquet; Sales Mgr.: Lionel Delaue; Int'l Mgr.: Nanou Lambin.

Labels: Baby (Italy), Bearsville (USA), CNR (Netherlands), Caravage, Caroline, Clemence, Clever, Fantasy (USA), Fanan (Netherlands), Flomophone, Fleche, Force, Jupiter (Germany), Orlando, Perfect (UK), Prestige (USA), Prosdas, Riverside (USA), Rockhouse (Netherlands), Savoir Faire, Suzette, Tonis, 39/5, Underdog, Zagora.

Castaredo, see Edwards.

Cathedrales, see Studio SM

Cavalier (Disques du), Les Granges du Luquets, 84220 Gordes. Tel: (90) 72.06.31.

Celluloid Musique & Communication, 9-bis Rue de la Villette, 75019 Paris. Tel: (01) 205.93.59. Telex: 212698. Gen. Mgr.: Gilbert Castro. Sales Mgr.: Jean Karakos.

Labels: (Owned) Celluloid; (licensed domestic) Dorian, K; (licensed foreign) Ralph (USA), Rough Trade (UK), Ze (USA).

Centre d'Etudes & de Realisations Audio-Visuelles, see CERA

Cercle 135, see Eurogram.

Cereste, see Sopredim.

Cezame, 2 Rue Flechier, 75009 Paris. Tel: (01) 878.45.23. Mng. Dirs.: Jean-Michel Gallois Montbrun, Frederic Leibovitz; Sales Mgr.: Valerie Cachoux.

Labels: (Owned) Argile, Cezame.

Charly Recs. IRI SarL, 27 Rue de Rouen, 92400 Courbevoie. Tel: (01) 788.37.75. Pres.: Enzo Hamilton; Sales Mgr.: Jacques Duchaussoy.

Labels: (Owned) Affinity, Charly, Smack (distributed by Arabella); (licensed foreign) Age, Atomic Art, Baron, Blue Bird, Chief, Cobra, Giorgio Gornetsky, Jewel, Mar-V-Lus, Midas, One-Derful, Paula, Plantation, Red Bird, Ronn, SSS Int'l, Sansu, Sun, Toddin' Town, Vee Jay, Jerry Williams Jr. (all USA).

Charmilles (Disques & Cassettes), 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81.05.62. Gen. Mgr.: Gilbert Delforge.

Chloe, see Caravage

Christal, see Studio Christal.

Chromophonie, see Gratie-Ciel.

Cismonte & Pumonti (Ed.), 95 Rue de la Jonquiere, 75017 Paris. Tel: (01) 226.75.28. Gen. Mgr.: Jean-Pierre Graziani; Sales Mgrs.: G. Gaston, Martine Taugeron.

Labels: (Owned) Droug, 1.2.3., Palm, Ricerca, Vendemiaire, Vendemia. Classics for Pleasure, see Music for Pleasure.

Clemence, see Carrere.

Clever, see Panola.

Cloiseau Musique SA, 65 Rue de Belleville, 75019 Paris. Tel: (01) 239.40.44. Telex: 212534. Dir.: Philippe Constantin.

Labels: (licensed foreign) Albion (UK), Andrew Heath (UK), Black Hill (UK), Clash (UK), Din Song (UK), Feta Ransome Kuti (Niger), Garland Jeffreys (USA), Moon Martin (USA), Virgin (UK).

Colombe (Disques), 4 Rue de la Colombe, 75004 Paris. Tel: (01) 633.37.08.

Columbia (UK), see Pathe Marconi EMI.

Consul-Christian Montfort (Disques & Cassettes), 43 Rue de la Fraternite, 93100 Montreuil-sous-Bois. Tel: 364.68.44.

Context, see Experience.

Contour, see Impact.

Contrast, see Michel Meyer.

Contrepoint, see Vogue.

Corelia (Disques), PO Box 3, Le Four Blanc, 91780 Chalo Saint Mars. Tel: (06) 495.41.93. Comm'l Dir.: Eliane Tribault. Tech. Dir.: Jean-Paul Eggemont.

Cornelia, see Studio Damiens.

Cote d'Azur, see Diffusion Artistique.

Cotillon, see WEA Filipacchi.

Cransac, see Edwards.

Cynus, see Musidisc.

D A M, see Diffusion Artistique.

D E M SA, 2 Av. Brown Sequart, 06000 Nica. Tel: (93) 81.11.31. Telex: 461043. Pres.: Victor Cohen; Dir. Gen.: Gilbert Cohen. (Wholesaler)

D I A L (Diffusion Int'l d'Arts & Loisirs SA), 1 Blvd. Francois Arago, 91328 Wissous Cedex. Tel: (06) 011.99.60. Telex: 600313. Chief Exec.: S. Grynberg.

D J M, see Dick James

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- Daems (Disques), 69 Rue des Archives, 75003 Paris. Tel: 272.74.83. Pres. Dir. Gen.: Denise Desroches; Dir. Gen.: Victor Genereau; Sales Mgr.: Michel Bonnet.
- Marcel d'Anella (Prod'n Musicales), 7 Rue St. Lazare, 75009 Paris. Tel: (01) 878.76.96. Gen. Mgr.: Marcel d'Anella.
Labels: MDA, ROG.
- Dave Music, 50 Rue Stendhal, 75020 Paris. Tel: (01) 636.66.35. Telex: 210611. Dir.: David Muffaz; Gen. Mgr.: Edith Muffaz.
- Deesse-Septentrion, 11 Rue Lepic, 75018 Paris. Tel: (01) 606.94.30, 255.92.19. Telex: 271015. Gen. Mgr.: Pierre Celce; Artistic Dir.: Michel Celce; Sec'y-Gen.: R.N. Tallarita. (Distributed by CBS)
Labels: Deesse, Elver (Belgium).
- Delove, 78 Av. des Champs Elysees, 75008 Paris. Tel: (01) 359.17.86. Telex: 280467. Chm.: Hubert Wayffae; Mng. Dir.: Catherine Morisse.
- Delphine Prod'n SA, 150 Blvd. Haussmann, 75008 Paris. Tel: (01) 562.01.02. Telex: 642908. Pres.: Paul de Senneville; Gen. Mgr.: Olivier Toussaint; Int'l Mgr.: Marion de Froment. (Distributed by DiscAZ/Dis-codis)
- De Plein Vent Sarl, 5 Rue Jean Jaures, 07600 Vals les Bains. Tel: (75) 37.52.76. Telex: 345790. Dir.: Jean Gibaud.
Labels: (Owned) De Plein Vent, Prete-Moi Ta Plume, Trois Temps.
- Detry Recs., 11 bis Rue Cdt. Pilot, 92200 Neuilly. Tel: (01) 624.84.85. Telex: 610753. Pres.: Jean-Louis Detry.
Labels: (Owned) Genal, Orange.
- Diffusion Artistique & Musicale, 95 Rue de France, 77300 Fontainebleau. Tel: (6) 422.07.20. Telex: 692723. Pres.: Didier Briaud; Sales Mgr.: Andre Turban. (Distributor/Importer)
Labels: (Licensed domestic) Caratini, Cote d'Azur, Free Lance, Syracuse; (licensed foreign) Blue Goose (USA), Concord (USA), Contemporary (USA), EMI-Odeon (Brazil), Good Time Jazz (USA), India Navigation (USA), Inner City (USA), JSP (UK), Jazzman (USA), Jazzology (USA), King Rare (Germany, USA), Legend (USA), Lynchord (USA), Moers (Germany), Munich (Netherlands), PolyGram (Brazil), Sackville (Canada), Shanachie (USA), Spillite (UK), Trend/Discovery (USA), Yazoo (USA).
- Disc A7 France, 21 Silec 510, 20 Rue du Morvan, 94623 Rungis. Tel: 280.42.57. Telex: 642844. Dirs.: Benoit Belis, Francis Caussion, Victor Cohen, Guy Maherault, Andre Tessanne, Jean Fumeron.
- DiscAZ (IFPI), 22 Rue de la Tremolle, 75008 Paris. Tel: (01) 723.54.96. Telex: 620587. Pres. Dir. Gen.: Pascal Farcol; Sec'y-Gen.: Mireille Celerier; Mktg. Mgr.: Jean Claude Corbeaux; Sales Mgr.: Jean Claude Gangneux; Int'l Prod. Mgr.: Olivier Corbade; Financial Mgr.: Alain Rabaud.
Labels: (Licensed) Avatar (UK), Bomp (USA), Ice (UK), Rockhouse (Netherlands).
- Disc Africana, see Safari-Ambiance.
- Discara, see AFA.
- Discobord, 21 Rue Germain Pilon, 75018 Paris. (Distributor)
- Discodisc, see DiscAZ.
- Disco-France SA, 124 bis Av. de Villiers, 75017 Paris. Tel: (01) 380.65.70. Telex: 290833. Dir. Gen.: Philippe Berge.
- Discoparade, 150 Blvd. Ney, 75018 Paris. Tel: (01) 252.37.14. (Jukebox trade distributor)
- Discophile Club de France (DCF), 6 Rue Monsieur le Prince, 75006 Paris. Tel: (01) 326.88.53. Telex: 202842. Dir. Gen.: Gregoire Katz (Distributor)
- Disco Shop Dist'n, 22 Rue de la Republique, 94160 Saint Mandé. Tel: (01) 328.48.45, 365.14.37. Telex: 250303. Gen. Mgr.: Arlette Albohair. (Distributor/Importer/Exporter/One Stop)
Label: (Owned) Music Movie.
- Discotheque de Paris, 55 bis Rue de Ponthieu, 75008 Paris. Tel: (01) 562.41.10, 562.77.48. Dir.: Jacques Mabile.
- Discovale, see P3.
- Disneyland, see Walt Disney.
- Walt Disney Prod'n France, 44 Av. des Champs-Elysees, 75008 Paris. Tel: (01) 359.17.80/02.20. Cable: NICKMOUSE. Telex: 64062. VP: Armand Bigle.
Labels: (Owned) Disneyland, Vista.
- Divox, 93 Rue Robespierre, 62680 Mericourt. Tel: (21) 08.08.00. Gen. Mgr. E. Stawski. (Distributor)
- Domaine Musical de Chambray, Allee Jean de Ockeghem, 37170 Chambray les Tours. Tel: (47) 28.10.02.
Labels: (Owned) Astree, Valois.
- Doran, see Celluloid.
- Dragon Phenix, see Safari-Ambiance.
- Dreyfus, see Motors.
- Drog, see Cismonte.
- Ducretet Thomson, see Pathe Marconi EMI.
- E G G, see Barclay.
- E M I, see Pathe Marconi EMI.
- Ecouarts S'Il Pleut, see Speedy.
- Edouard Recs., 58 Rue du Docteur Calmette, 59320 Sequeudin. Tel: (20) 07.57.01, 07.16.82. Telex: 120720. Gen. Mgr.: Theodore Georges Edwards; Sales Mgr.: Jean Paul Lehoux.
Labels: (Owned) Cransac, Edwards; (licensed domestic) Castarede, Hibou, JSB; (licensed foreign) Aves (UK), BBC (UK), Biograph (USA), Celleri (Switzerland), Intercord (Germany), Melodia (USSR), Oversea (Switzerland), Parsifal (Belgium), Saphir (Germany), Topic (UK).
- Elektra, see WEA Filipacchi.
- Emihenco Music, 143 Blvd. Lefebvre, 75015 Paris. Tel: (01) 250.64.46. Gen. Mgr.: Albert Cohen.
- Enfants Sages, see Ades.
- Erato (Disques), 60 Rue de la Chaussee d'Antin, 75009 Paris. Tel: (01) 280.69.19. Cable: COSTERAT. Telex: 641398. Pres. Dir. Gen.: Daniel Toscani du Plantier; Adjuvant Dir. Gen.: Michel Garcia; Int'l Dir.: F. Sichter, Press Servs.: Bernard Julien. (Distributed by RCA)
- Escargot, see Sibecar.
- Esperance, see Sonodisc.
- Eurodisc, see Arabella.
- Eurogram (Societe Europeenne de Prod'n), 25 Rue du Landy, Plaine St-Denis, 93200 Paris. Tel: (01) 243.43.40, Telex 610111. Exec.: Jean-Loup Giaccardo.
Labels: (Owned) Alternance, Eurogram, Musiques en Or, Perspectives, (licensed domestic) Circle 135, French Line, Locomotive, Metropole, Night & Day, Tritone, Warner Music; (licensed foreign) Glette Madison (USA).
- Europa Recs., 146 Champs-Elysees, 75008 Paris. Pres.: Manis Embricos. Experience/Context, 8 Rue Emile Aillez, 75017 Paris. Tel: (01) 572.58.25, 572.42.45. Gen. Mgr.: Philippe Doteau; Sales Mgr.: Jacques Galissant.
Labels: (Owned) Context, Experience, Impulse.
- F L V M, 23 Grande Rue, 95550 Bessancourt. Tel: (03) 964.78.50. Dir.: Jean-Marc Baillieux.
Fass Bee Int'l, see Studio Oamiens.
- H. G. Carlo Ferrari Disques, 159 Av. de Wagram, 75017 Paris. Tel: (01) 622.08.37, 622.26.06. Dir. Gen.: Carlo Ferrari; Artistic Dir.: Marcel Vianot; PR: Rene Martigny.
Festival, see Musidisc.
- Fidsound, see CNAI Fidsound.
- 52e Rue Est, 2 Rue de la Brague, 06560 Valbonne. Owner: Michel Pagiras.
Flamophone, see Carriere.
- Flarensch Prod'n Musicales, 57 Rue du Faubourg Montmartre, 75009 Paris. Tel: (01) 285.02.82, 878.68.75. Dir.: Alain Puglia. (Distributed by WEA Filipacchi)
- Fleche, see Carriere.
- Fontana, see Phonogram.
- Fontombault, see Studio SM.
- Force, see Carriere.
- Formule I (Prod'n Disques) (IFPI), 16 Rue Felicien David, 75016 Paris. Tel: (01) 524.69.10. Dir.: Guy Bayle. (Distributed by RCA).
- France Radio Club, Le Hamel-Vitteflour, 76450 Cany. Chm.: Daniel Lefebvre.
- Free Lance, see Diffusion Artistique.
- French Line, see Eurogram & Michel Laguens.
- Fy, see RCA.
- G A Rec., 31460 Loubens. Tel: (61) 83.12.55. Dir.: Gen.: Alain Grima.
- G I D (Guide Int'l du Disque), Tour Franklin, 92081 Paris la Defense. Cedex 11. Tel: 776.42.21. Telex: 610053. Mgr.: Emmanuel Fridkin.
- G R E M, 22 Rue de la Republique, 94160 Saint Mandé. Tel: (01) 328.48.45. Telex: 250303. Gen. Mgr.: Xavier Belleguer; Sales Mgr.: Pascal Flambeau.
Labels: (Owned) Warra; (licensed) UNESCO Collection.
- Gamma Int'l (Eds.), 10 Rue Pasteur, 92300 Levallois. Tel: 270.81.40. Telex: 42-220064. Pres.: Blanche Bidard; Pres.: Isabelle Compel.
Garance, see RCA.
- Garima Prod'n SA, 93 Av. Niel, 75017 Paris. Tel: (01) 622.39.80. Pres. Dir. Gen.: Renaldo Carr; Gen. Mgr.: Giancarlo Carr.
- Genal, see Detry.
- Generale Importation de Disques, 29 Rue de Consulat, 87400 Limoges. Tel: (55) 34.65.49. Telex: 580043. Gen. Mgr.: Fernand Daffos; Sales Mgr.: Evelyne Daffos. (Distributor/Importer)
- Imports from Italy, UK, USA.
- Globe, Toulopat, 29234 Plouigneau. Tel: (98) 79.84.38. Admin. & Comm'l Dir.: M. le Houeron; Artistic Dir.: Jean Rene Nogues.
Gold Seal, see RCA.
- Grand Orgel, see Teleson.
- Gratte-Ciel Sarl, 23 Grande Rue, 95550 Bessancourt. Tel: (03) 960.70.97. Dir.: Jean-Marc Baillieux.
Labels: (Owned) Chromophonie, Gratte-Ciel.
- Guida Int'l du Disque, see GID.
- Gypsy Prod'n, 28 Rue de la Reine Blanche, 75013 Paris. Tel: (01) 535.03.96. Gen. Mgr.: Louis Battut; Mgr.: Danyel Gerrard.
- Hachette (Prod'n Sonore), 79 Blvd. Saint Germain, 75006 Paris. Tel: (01) 329.12.24. Telex: 204434. Cable: HACHECI. Dir. & Sales Mgr.: Lyliane Aubrun; Gen. Mgr.: Marc Moingeon.
- Hansa France, 39 Rue Jean Guojon, 75008 Paris. Tel: (01) 225.46.52. Telex: 642760. Dir. Gen.: Frank Lipsik.
- Harmonia Mundi SA (IFPI), 04870 St-Michel de Provence. Tel: (92) 76.61.02. Telex: 430519. Pres.: Bernard Coutaz; Gen. Mgr.: Eva Coutaz; Int'l Mgr.: Mirabelle Mayer.
Labels: (Owned) Harmonia Mundi; (licensed foreign) Deutsche Harmonia Mundi, MPS (both Germany).
- Heol, see Arfolk.
- Hexagone, 81 Rue Lemerrier, 75017 Paris. Tel: (01) 229.09.79. Pres.: Rene Boyer; Int'l Mgr.: Gabriel Ibot.
Labels: (Owned) Hexagone, Twin-Trees; (licensed foreign) Tempus (UK).
- Hibou, see Edwards.
- Horizon, see A&M.
- Horse Recs., 134 Rue D'Avron, 75020 Paris. Tel: (01) 373.66.75. Mng. Dir.: Tony Amareggi; Sales Mgr.: Maria Amaraggi, UK Mgr.: Charles Blackwell.
- I M L, see Montparnasse 2000.
- I R I, see International Rec.
- Ibach (Disques), 125 Av. de Versailles, 75016 Paris. Tel: 520.04.75. Telex: 612787. Pres.: H. Ibach; Assoc.: Charles Rinieri. (Distributed by DiscAZ)
Impact, 24 Blvd. de l'Hopital, 75005 Paris. Tel: (01) 535.35.50. Telex: 201760. Dir. Gen.: Christian Noaille.
Labels: (Owned) Contour, Impact.
Impulse, see Experience.
- International Dist'n Co. (IOC), 116 Champs Elysees, 75006 Paris. Tel: (01) 563.17.27. Telex: 641605. Mng. Dir.: Georges-Henri Lammeret.
- International Prod'n Compagnie, 7, 25 Rue Cavendish, 75019 Paris. Tel: (01) 200.29.35. Gen. & Sales Mgr.: Laurent Cussaut. (Distributor/Importer)
- International Rec. Imports, 27 Rue de Rouen, 92400 Courbevoie. Tel: (01) 788.37.75. Owner: Enzo Hamilton; Gen. Mgr.: Jennifer Williams; Sales Mgr.: Jacques Hubert.
Labels: (Owned) Atmosphere, IRI.
- International Shows SA (I.S. Orlando), 10 Rue Damremont, 75018 Paris. Tel: (01) 606.88.35. Dir.: I.S. Orlando; Admin.: Rosy Nosek.
Label: (Owned) Orlando. (Distributed by Carriere)
- Iris, see P3 & Arfolk.
- J A D E Disques, 11 Rue des Gravers, 92200 Neuilly/Seine. Tel: (01) 745.31.11, 391.98.49. Dir.: Alain Jaillard.
Label: Muzq (Poland).
- J B P (Disques)/Jean-Baptiste Piazzano, 39 Rue Pasteur, 69007 Lyon. Tel: (07) 872.76.94.
Labels: JBP, Pipul.
- J C R (Disques), "La Roche d'Agne," Iteuil, 86240 Ligue. Tel: (49) 43.18.25. Mng. Dir.: Jean-Claude Riffaud; Dir.: Marinette Riffaud.
- J M S (Disques), 3 Rue Cesar Franck, 75015 Paris. Tel: (01) 566.42.00. Chm.: Jean-Marie Sahnai; Gen. Mgr.: Gilles Jumaire. (Distributed by Ades)
- J S B, see Edwards.
- Jackman, see Playssound.
- Dick James Recs. (France) Sarl, 10 Rue des Petites Ecuries, 75010 Paris. Tel: (01) 523.41.20. Contact: Rene Talar. (Distributed by Vogue)
Label: (Owned) DJM.
- Jazz Anthology, see Musidisc.
- Jazz Club, see Music for Pleasure.
- Jazz Legacy, see Vogue.
- Jazz Selection, see Vogue.
- Jazz Today, see Vogue.
- Jonathan, see Atoll.
- Junquer d'OC Sarl (IFPI), 9 Rue des Ecoles, 64110 Jurancon. Tel: (59) 06.20.98. Dir. Gen.: Jean Moureu.
- K, see Celluloid.
- K J C D Music, 64 Rue Sadi Carnot, 93170 Bagnolet. Tel: 360.95.52/54.74. Gen. Dir.: Benoit Kaufman; Admin. Dir.: Michel Cron.
- K-tel Int'l (France) & Co., 2 Palace du Palais Royal, 75001 Paris. Tel: (01) 297.06.70. Telex: 220176.
- Keltia III, see Arfolk.
- Kouma, see Sonodisc.
- L M C, 56 Blvd. Exelmans, 75016 Paris. Tel: 651.41.15. Dir.: Claudio del Monaco.
- L T D, see Abbey Road.
- Michel Laguens Org., 3 Rue Scheffer, 75016 Paris. Tel: (01) 553.81.98. Telex: 611650. Pres.: Michael Laguens; Gen. Mgr.: Bruno Haccou.
Labels: Blue Vov, Bravo, French Line, Locomotive.
- Laguna, 71 Rue de Clignancourt, 75018 Paris. Tel: (01) 252.21.90, 257.29.50, 26.47.65. Admin. & Comm'l Dirs.: Messrs. Labarre & Vrutte.
- Lederman/Martinez, see Escargot.
- Ledoux Recs., PO Box 25, 62 Rue Maurice-Rigole, 91550 Paray Vieille Poste. Tel: 048.88.24. Dir.: Syla M. Abou.
- Michel Legrand (Prod'n), 12 Rue de Penthièvre, 75008 Paris. Tel: (01) 266.40.42. Pres.: Marcelle Legrand; Gen. Mgr.: Marcel Rothel.
- Francis Lemarque (Les Prod'n), 18 Av. du Mesnil, 94210 La Varenne-St-Hilaire. Tel: 883.34.21.
- Let It Shine, see Pianola.
- Levain, see Sel/Levain.
- Libet (Disques), 26 Rue Carnot, 76700 Harfleur. Gen. Mgr.: Guy Libet.
- Lido Musique, 68 Champs Elysees, 75008 Paris. (Distributor)
- Locomotive, see Michel Laguens.
- Lumen, see Studio SM.
- M D A, see d'Anella.
- M P D (Mirliton Prod'n Disques), 35 Av. du Bac, 94210 La Varenne-St-Hilaire. Tel: 883.53.29. Gen. Mgr.: Louise Pon.
Labels: (Owned) MPD, Mirliton.
- M P 2000, see Montparnasse 2000.
- M T E Co., 150 Blvd. Ney, 75018 Paris. Tel: (01) 252.37.14. Gen. Mgr.: Eric Ghenassa. (Distributed by CBS & Vogue)
- Maia Prod'n, 27 Rue de Bouloi, 75001 Paris. Tel: (01) 233.03.55. Dirs.: F. Chambon, C. Burguin.
- Majestic, see Radio Programmes.
- Malfroy, 4 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.22.73. Owner: Dominique Malfroy; Technical & Artistic Dir.: Jean Malfroy.
- Malpense, see Barclay.
- Mary Jose, see Musidisc.
- Mary Melodie, see Musidisc.
- Mayim, see Sephora.
- Melinda K, 4 Rue Petrelle, 75009 Paris. Tel: 526.84.79. Telex: 642652. Pres.: Jean Louis Tersiguel; Dirs.: Agnes Lable. (Wholesaler/Exporter)
- Melodic Sarl, 36 Rue Mailly, 66000 Perpignan. Tel: (68) 34.65.40. Dir.: Georges Banner.
- Mercury, see Phonogram.
- Metropole Recs., 1 Rue Danton, 75006 Paris. Tel: (01) 325.02.59. Telex: 260911. Pres.: Bernard Kreif; Prod'n Dir.: Daniel Goldschmidt; Press: Marianne Contell. (Distributed by Eurogram)
- Michel Meyer & Cie, 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.21. Telex: 201336. Dir.: Michel Meyer; Gen. Mgr.: Philippe Terrier.
Label: (Owned) Contrast.
- Mirdi, see WEA Filipacchi.
- Milan, see SPI-Milan.
- Minotaure, see BBZ.
- Mirliton, see MPD.
- Mode, see Vogue.
- Monasteres, see Studio SM.
- Monodiamic, see Vogue.
- Montparnasse 2000, 22 Rue Drouot, 75009 Paris. Tel: (01) 246.48.47. Gen. Mgr.: Guy Szalkoczi.
Labels: (Owned) IML, MP 2000, ST GDP.
- More, see Quenotte.
- Motors/Dreyfus (Disques), 26 Av. Kleber, 75116 Paris. Tel: (01) 500.77.07. Telex: 611130. Pres.: Francis Dreyfus; Ass't: Daniele Feuillerat; Promo. Mgr.: Bernard Dulau. (Distributed by CBS)
Labels: (Owned) Dreyfus, Motors.
- Musica Dist'n SA, 39 Rue Huguerie, 33000 Bordeaux. Tel: (56) 81.97.79, 81.47.30. Owner: Alain Boucanus.
Labels: (Owned) All Life, Musica.
- Music for Pleasure (IFPI), 57 Blvd. de la Republique, 78400 Chatou. Tel: (03) 071.30.79. Telex: 698730. Pres. Dir. Gen.: A. Gerondeau; Finance & Admin.: M. J. Brown.
Labels: (Owned) Classics for Pleasure, Jazz Club, Music for Pleasure, Music Melody.
- Music Machine, 7 Rue de l'Ecole Polytechnique, 75005 Paris. Tel: 634.09.22. Telex: 620893. Gen. Mgr.: Caroline Scioc. (Distributor)
- Music Melody, see Music for Pleasure.
- Music Movie, see Disco Shop.
- Musc-Zag, Vaunayes, 26400 Crest. Tel: (75) 75.43.64. Dir.: Philippe Felidat; Gen. Mgr.: Sebastien Felidat.
- Musidisc (Societe) (IFPI), 13-15 Rue Francoes, 92152 Suresnes. Tel: 772.70.36. Telex: 630946. Chm.: Pages Grandchamp des Raux; Gen. Mgr.: Alain Olivier.
Labels: (Owned) Accord, America, Belair, Cynus, Festival, Jazz Anthology, Musidisc, Score, (licensed domestic) BBR, Mary Jose, Mary Melodie, Tempesti; (licensed foreign) Bethlehem (USA), Flying (UK), Fonit Cetra (Italy), On-U (UK), PVK (UK), Ricordi (Italy), Vanguard (USA), Musique Pour l'Image, 4 Rue de Baynes, Cressay, 78640 Neauphle le Chateau. Tel: (01) 489.03.07. Dir.: Robert Yiger.
- Musiques en Or, see Eurogram.
- N W B, see Abbey Road.
- Night & Day, see Eurogram.
- Nonesuch, see WEA Filipacchi.
- Obo, see Monsieur Jean Bienvenu.
- Oceane, see Sonodisc.
- Odeon, see Pathe Marconi EMI.
- 1-2-3, see Cismonte.
- Or, see Salvador.
- Orange, see Detry.
- Orlando, see International Shows & Carriere.
- Claude Oryx, 6 Rue Capitaine Escudé, 31000 Toulouse. Tel: (61) 62.48.55.
- Ourgan, see Atoll.
- Overcal, see Underdog.
- P 3 (Prod'n) Sarl, Lattéou, 29290 Milizac. Tel: (98) 03.27.52. Dir. Gen.: Renaud Richard.
Labels: Borte Magique, Discovale, Iris.
- Palm, see Cismonte.
- Pathe Marconi EMI (IFPI), 36 Rue Pierret, 92200 Neuilly sur Seine. Tel: (01) 758.12.48. Cable: GRAMOPHONE. Telex: 613550. Pres. & Gen. Mgr.: Alain Gerondeau; Sales Mgr.: Yves Crevoisier; Mktg. Mgr.: Jacques Chazeau; A&R Mgr.: Alain De Ricou; Int'l Dept. Mgr.: Gilles Petard; French A&R Mgr.: Claude De Jacques.
Labels: (Owned) Columbia, Ducretet Thomson, EMI, Odeon, Pathe Marconi, Punch, Trianon, Vox de Son Maitre-VSM; (licensed) Angel (USA), Apple (UK), Arista (UK), Bovema (Netherlands), Butterfly (USA), Capitol (USA), Da Capo (Italy), Ocap (Chile), Electrola (Germany), Harvest (USA), Motown (USA), PDU (Italy), RAK (UK), Real (USA), Red Bus (UK),

Rolling Stones (UK), Savoy (USA), Sire (USA), Tamla (USA), Trova (Argentina), Telefunken (Germany), Toshiba (Japan), Trojan (UK).
 Pema Music, 5 Rue Denis-Poisson, 75017 Paris. Tel: (01) 574.43.72. Telex: 641477. Gen. Mgr.: Claude Pascal; Sales Mgr.: Patrick Aumigny.
 Perspectives, see Eurogram.
 Petit Escargot, see Sibeac.
 Petit Menestrel, see Ades.
 Philips, see Phonogram.
 Phonogram SA (IFPI), 24 Blvd. de l'Hopital, 75005 Paris. Tel: (01) 336.32.30. Telex: 270673. Pres.: Jacques Caillart; Gen. Mgr.: Marc Grandemange; Sales Mgr.: Michel Ballian; Int'l A&R Mgr.: Jean-Paul Commin.
 Labels: (Owned) Fontana, Impact, Mercury, Philips, Vertigo; (licensed foreign) Casablanca (USA), Charisma (UK), Island (UK).
 Pianola Music, 9 Rue Jean Mermoz, 75008 Paris. Tel: (01) 720.09.09. Pres.: Philippe Renaux.
 Labels: (Owned) Clever (distributed by Carrere), Let It Shine (distributed by Polydor).
 Pipul, see JBP.
 Plateforme 2000, 20-22 Rue Ballu, 75009 Paris. Tel: (01) 285.83.00. Telex: 642581. Pres.: Hubert Ballay.
 Playasound (Disques), 66 Rue de l'Est, 92100 Boulogne/Seine. Tel: 603.76.81. Gen. Mgr.: Alain Normand. (Distributed by Avidis)
 Labels: (Owned) Playasound; (licensed domestic) Jackman.
 Pluriel (Eds.), BP 21, 61350 Passais la Conception. Tel: (33) 38.77.23. Chief Exec.: Jean Foucher.
 Polydor SA, 2 Rue Cavallotti, 75882 Paris Cedex 18. Tel: 522.05.39. Cable: POLYDORDISC. Telex: 650522. Pres./Dir. Gen.: Alain Trossat; Admin. & Finance Dir.: Bernard Rits; Mktg. Dir.: Gilles Paire; Sec'y-Gen.: Patrice Fichet; Comm'l Dir.: Claude Quenaud; Nat'l Prod'n Dir.: Max Dumais; Int'l Dept.: Claude Ismael; Classical Dept. Head: Bruno Banton; Classical Promo.: Elisabeth Koehler; Import: Paul Stadelmann.
 Labels: (Owned) Polydor, Polydor Special, Triumph, Trump; (licensed foreign) Archiv (Germany), Deutsche Grammophon (Germany), Dreamland (USA), EG (UK), Energy (UK), Logo (UK), Lollipop (Germany), Magnet (UK), Metronome (Germany), RSO (USA), Verve (USA).
 PolyGram Inds. & Messageries (IFPI), Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Telex: 270395. Directoire Pres.: Edmond Lang.
 Polygram SA, 53 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 225.70.40. Chief Exec.: Louis R. Hazan; Sr. Legal Advisor: Michel Libermann; Finance & Admin. Mgr.: Jean-Claude Larue.
 Pop English Creations, 118 Rue Jean-Pierre Timbaud, 75011 Paris. Tel: (01) 805.63.12. Pres. & Gen. Mgr.: Michele Marie Dupire.
 Porte Oceane, 21 Rue de Berne, 75008 Paris. Tel: 387.46.51. Gen. Mgr.: Marguerite Santreuil.
 PragmaPhone, see PALM.
 Prete-Moi Ta Plume, see De Plein Vent.
 Prosadis, 14 Av. Hoche, 75008 Paris. Tel: (01) 561.16.55. Mgr.: Claude Delfe.
 Publics-Musique, see Radio-Programmes.
 Puccinella, see Sopredim.
 Puerta del Sol, 32 Blvd. de Clichy, 75018 Paris. Tel: (01) 264.27.81. Gen. Mgr.: Don Diego.
 Labels: (Represented) Clave (Spain), Dsvaldo Farres (USA), Puerta del Sol (Spain).
 Punch, see Pathe Marconi EMI.
 Pure Gold, see RCA.
 Quenotte (Ed.), 86 Rue Haro, 75020 Paris. Tel: (01) 363.95.19. Gen. Mgr.: Jacky Reggan.
 Labels: Caroline, More, Quenotte.
 Quintessence, see Arion.
 R C A Recs. France (IFPI), Immeuble Matignon-Mermoz, 9 Av. Matignon, 75008 Paris. Tel: (01) 256.70.70. Telex: 650703. Pres. & Gen. Mgr.: Francois Dacla.
 Labels: (Owned) Gold Seal, Pure Gold, RCA, RCA Int'l, Red Seal, Star Series, Sunbar, Victor, Victrola; (licensed domestic) Argile/Cezame, BBZ, Ecoute S'Il Pleut, Erato, Ecogot, Fy, Garance, Garima, Lederman/Martinez, SPI, Saravah, Trema; (licensed foreign) Chrysalis (UK), Grunt (USA), KD (Canada), Pablo (USA).
 R G R Prod'n, 41 Rue du Chateau des Rentiers, 75013 Paris. Tel: (01) 583.67.77. Telex: 230301. Chief Exec.: Gerard Demaziere; Gen. Mgr.: Robert Vioux.
 R D G, see d'Amelia.
 Radar, see WEA Filipacchi.
 Radio-Programmes/Jacques Canetti, 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 605.28.70. Pres.: Jacques Canetti. (Distributed by Disc'AZ).
 Labels: (Owned) Auteurs du XXe Siecle, Belier, Canetti, Majestic; (licensed) Publicis-Musique.
 Rames, 11 Rue Jean de Beauvais, 75005 Paris. Tel: (01) 329.75.06. Dirs.: Eric Vigne, J.L. Rizef. (Distributed by Polydor)
 Record Shop, 18 Rue Plisson, 94160 St-Mande. Tel: (01) 365.52.23. Telex: 240377. Pres. Dir. Gen.: Serge Kniazeff. (Distributor/Importer/Exporter)
 Red, see Sopredim.
 Red Seal, see RCA.
 Remipa/Caro Music, 94 Rue la Fontaine, 75016 Paris. Tel: (01) 525.51.31. 527.03.07. Dir.: Jacky Giordano.
 Reprise, see WEA Filipacchi.
 Ricerca, see Cismonte.
 Riordri, 12 Rue Rougemont, 75009 Paris. Tel: (01) 246.24.97. Pres.: Guido Rignano.
 Rigolo, see Salvador.
 Ring, see Atoll.
 Riviera, see Barclay.
 S E L/Levan (Disques), 1 Rue de l'Abbe Gregore, 75006 Paris. Tel: (01) 222.15.84. Gen. Mgr.: Daniel Truchot.
 S E M A Sarl., PO Box 232, 03208 Vichy Cedex. Tel: (70) 32.08.41.
 S E R P (Societe d'Etudes & Relations Publiques) Disques (IFPI), 6 Rue de Beaune, 75007 Paris. Tel: (01) 261.09.73. Dir.: J.M. Le Pen.
 S F P P (Societe Francaise de Prod'n Phonographiques) (IFPI), 10 Rue Pasteur, 92300 LeVallois. Tel: (01) 737.09.15. Telex: 220064. Mng. Dir.: Michel Bachelet.
 Labels: (Owned) AMP, SFP, Sloughy, Spalax; (licensed foreign) Gamma (Canada).
 S M, see Studio SM.
 S P I-Milan, 22 bis Rue Pajol, 75018 Paris. Tel: (01) 298.76.63. Telex: 240203. Pres.: E. Chamboredon; Financial Mgr.: A. Turnsek; Sales Mgr.: R. Meyer.
 Labels: (Owned) Milan, SPI, Squire; (licensed foreign) Attic (Canada), Chusick (UK), Varese/Sarabande (USA).
 S T GDP, see Montparnasse 2000.
 S V D A (Sirenes), Le Triangle, Place Rene Devic, F-34000 Montpellier. Tel: (67) 92.23.53. Telex: 490833, 480345. Gen. Mgr.: Robert Frances.

Safar-Ambiance, 118-130 Av. Jean-Jaures, 75019 Paris. Tel: (01) 200.56.42, 201.59.81. Gen. Mgr.: Charles Manatakis; A&R Dir.: Colette Lacoste.
 Labels: (Owned) Disc Africana, Dragon Phenix, Safar-Sound, Volta Symphonie; (licensed foreign) Rite Sound (Jamaica, UK).
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I R T E France, 31 Rue Morel, 92115 Clichy. Tel: (01) 737.85.10. Telex: 514124. Pres.: Patrick Carre; Sales Mgr.: Fabien Letailleur. (Computer services for the entertainment industry).

Institut National de la Communication Audiovisuelle-Groupe de Recherches Musicales, 116 Av. du President Kennedy, 75016 Paris. Tel: (01) 230.29.88.

International Confederation of Popular Societies of Music, 121 Rue LaFayette, 75008 Paris.

International Music Council, c/o UNESCO, 1 Rue Miollis, 75015 Paris. Tel: (01) 577.16.10 x 4835. Cable: CIMUNESC. Telex: 204461. Pres.: Barry S. Brook; Exec. Sec'y: Nils L. Wallin.

Jeunesses Musicales de France, 14 Rue Francois-Miron, 75004 Paris. Tel: (01) 278.19.54, 887.64.81. Dir. Gen.: Jean-Pierre de Lavigne.

Midem Drg., 179 Av. Victor Hugo, 75116 Paris. Tel: (01) 505.14.03. Telex: 630547. Commissioner Gen.: Bernard Chevy; Int'l Dir.: Xavier Roy; Int'l Sales Mgr.: Alain Benaim.

National Section of the International Society for Contemporary Music, Bureau de Concerts Marcel de Valmette, 7-11 Av. Delcasse, 75008 Paris. Tel: (01) 359.28.38.

O R E P (Office de Relations Exterieures & de Promotion), 10 Rue Marechal-Foch, 06400 Cannes. Tel: 39.04.96, 99.16.40.

Reunion des Theatres Lyriques Municipaux de France, 7 Rue du Helder, 75009 Paris. Tel: (01) 824.73.16. Pres.: Roger Marfaing.

S C A R T (Syndicat des Constructeurs d'Appareils Radiorecepteurs & Televiseurs), 11 Rue Hamelin, 75783 Paris Cedex 16. Tel: (01) 505.14.27. Telex: SYCELEC 611045.

S I E R E (Syndicat des Industries Electroniques de Reproduction & d'Enregistrement), 11 Rue Hamelin, 75783 Paris Cedex 16. Tel: (01) 505.14.27. Telex: 611045. Pres.: Marc Clement Menu.

S N V C (Syndicat Nat'l de la Video-Communication), 139 Rue du Faubourg St. Honore, Paris. Tel: (01) 359.10.11.

S O D I P (Societe de Distribution de Phonogrammes), 22 Rue de l'Equerre, ZA de Bethunes, 95310 Saint Ouen l'Aumone. Tel: 037.92.27. Dir. Gen.: Michel Berson.

Snaccam (Syndicat Nat'l des Chefs d'Orchestre & des Cadres de la Musique), Maison du Musicien, 21 bis Rue Victor Masse, 75009 Paris.

Syndicate des Proprietaires Exploitants de Chapiteaux, BP 52, Manoir du Laurier, 59660 Merville. Tel: (28) 48.39.39. Telex: 131339.

Syndicat des Artistes Musiciens Professionnels de France, 14-16 Rue des Lilas, 75019 Paris. Tel: (01) 240.55.88.

Syndicat des Directeurs de Theatres de Chansonniers de Paris, Theatre des 2 Anes, 100 Blvd. de Clichy, 75018 Paris.

Syndicat des Constructeurs d'Appareils Radiorecepteurs & Televiseurs, see SCART.

Syndicat Francais des Artistes Interpretes (SFA), 21bis Rue Victor Masse, 75009 Paris. Tel: (01) 285.88.11.

Syndicat Nat'l de l'Edition Phonographique, 57 Av. de Villiers, 75017 Paris. Tel: (01) 267.05.50. Delegate Gen.: Pierre Chesnais.

Syndicat Nat'l des Agents Artistiques & Litteraires, 33 Av. des Champs Elysees, Office 604, 75008 Paris. Tel: (01) 226.75.80. Cable: ARTISTICA. Pres.: Roland Bertin.

Syndicat Nat'l des Artistes Musiciens de France, 14-16 Rue des Lilas, 75019 Paris. Tel: (01) 240.55.88.

Syndicat Nat'l des Auteurs & des Compositeurs, 80 Rue Tailbout, 75442 Paris Cedex 09. Tel: (01) 874.96.30, 526.31.83. Pres.: Jean Drejac.

Syndicat Nat'l des Producteurs de Spectacles de Varietes, 7 Rue du Helder, 75009 Paris. Tel: (01) 706.76.87. Pres.: Jack-Henri Sumere.

Syndicat Nat'l Libre des Artistes de Varietes, 2 Rue de la Michodiere, 75009 Paris. Tel: (01) 742.35.86.

Syndicat Professionnel de la Critique Dramatique & Musicale, 52 Rue Richer, 75009 Paris. Tel: (01) 824.65.71.

Union des Artistes, 7 Rue Henri-Rochefort, 75017 Paris. Tel: (01) 924.35.02.

CATALOG SERVICES

E K L A Societe d'Eds. Musicales, 68 Av. d'Iena, 75116 Paris. Tel: (01) 720.28.94. Pres. Dir. Gen.: Lydwine de Warengien. (Record & Tape)

Michel Meyer & Cie, 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.21. Telex: 201336. Chief Exec.: Michel Meyer; Gen. Mgr.: Philippe Terrier. (Record & Tape)

Publison Audio Professional, 7-9-11 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Pierre Dean; Gen. Mgr.: Dany Dean.

Symphony Land, 4 Rue Pierre DuPont, 75010 Paris. Tel: (01) 239.31.11. Gen. Mgr.: Jean-Claude Smits. (Record)

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A C E (Societe des Auteurs, Compositeurs & Editeurs), 62 Rue Blanche, 75009 Paris. Tel: (01) 874.94.81. Pres.: Gerard Davoust. (Mechanical rights only)

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International Prod'n Compagnie 7, 25 Rue Cavendish, 75019 Paris. Tel: (01) 200.29.35. Gen. & Sales Mgr.: Laurent Bussaut.

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Michel Meyer & Cie, 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.21. Telex: 201336. Dir.: Michel Meyer; Gen. Mgr.: Philippe Terrier.

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C N A I Fildsound (Compagnie Nationale d'Applications Ind'l'ies), 25 Rue Marcadet, 75018 Paris. Tel: (01) 229.24.61. Telex: 250302. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaingne.

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F L V M, 73 Grande Rue, 95550 Bessancourt. Tel: (03) 960.70.97. Dir.: Jean-Marc Bailleux.

French Metropolitan Communications, c/o Leyco France, 170 Rue St. Charles, 75015 Paris. Tel: (01) 558.52.31. Telex: 203524. (Pressing only)

Libet (Disques), 26 Rue Carnot, 76700 Harfleur. Gen. Mgr.: Guy Libet.

M P O Disques, Averton, 53700 Vallaines la Juhe. Tel: (43) 03.27.35. Telex: 721432. Pres. Dir. Gen.: Pierre de Poix; Sales Mgr.: Monique de Poix.

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Factory: 78400 Chatou, 2 Rue Emile-Pathe. Tel: 071.92.00. Telex: 696768.

Lucien Perriot, 13 Rue des Franks-Tireurs, 93120 La Courneuve. Tel: 833.86.71.

PolyGram Inds. & Messageries, Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Pres.: Edmond Lang.

Prosonor, 5 Av. des Tilleuls, 93700 Drancy. Tel: 830.58.19 (Pressing only)

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Vogue MPP (Manufacture de Prod'n's Phonographiques), 82 Rue Maurice Grandcoing, 93430 Villeteuse. Tel: 826.55.00. Cable: VOGDISC. Telex: 620380. (Pressing only)

Voxigrave, 18 Rue Pigalle, 75009 Paris. Tel: (01) 526.25.93.

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Exec.: Guillaume Biro; Gen. Mgr.: Renan Biro; Sales Mgr.: David Rechinzer.

Context Reels, 8 Rue Emile-Alliez, 75017 Paris. Tel: (01) 924.27.88. Dir.: Philippe Doteau; Gen. Mgr.: Jacques Galissant.

Robert Donat, 5 Rue Cardinet, 75017 Paris. Tel: (01) 766.50.50. Chief Exec.: Robert Donat.

E K L A Societe d'Eds. Musicales, 68 Av. d'Iena, 75116 Paris. Tel: (01) 720.28.94. Pres. Dir. Gen.: Lydwine de Warehemin.

Ferber Studios, 56 Rue du Capitaine Ferber, 75020 Paris. Tel: (01) 636.31.01. Telex: 670379.

Fiesta, 30 Rue du Dr. Finlay, 75015 Paris. Tel: (01) 578.15.18/24.75. Contacts: Marie & Patrick Chevalier. (Public relations & marketing servs.)

International Shows, 10 Rue Beaumont, 75018 Paris. Tel: (01) 606.88.35.

M A B Publicite SA, 81 Blvd. Daurmat, 75003 Paris. Tel: 27.50.25.

M M Int'l, 122 Av. du Wagram, 75007 Paris. Tel: (01) 157.12.84. Dir.: Mash Worthington III.

Michel Meyer & Cie, 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.21. Telex: 201336. Dir.: Michel Meyer; Gen. Mgr.: Philippe Terrier.

Sofiac (Normandie), PO Box 12, Rue de Verdun, 76503 Elbeuf. Tel: (35) 77.41.41.

Johnny Stark, 122 Av. de Wagram, 75017 Paris. Tel: (01) 622.17.46. Cable: TESHSHOW.

Symphony Land, 4 Rue Pierre Dupont, 75010 Paris. Tel: (01) 239.31.11. Gen. Mgr.: Jean-Claude Smits.

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The Audio & Video lines indicate which configurations the firms duplicate. Companies which offer packaging & labeling services for tape product are indicated by "PKG" which appears after the main body of their listings.

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.

Audio: Cassette & open reel.

C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles), 25 Rue Marcadet, 75018 Paris. Tel: (01) 229.24.61. Telex: 250302. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaingne.

Audio: Cassette.

Context, 30 Rue de Citeaux, 75012 Paris. Tel: (01) 345.73.30, 344.62.25. Dir. Gen.: Philippe Doteau.

Audio: 8-tr., 8-tr. quadraphonic, cassette & open reel.

De Plein Vent, 5 Rue Jean Jaures, 07600 Vals les Bains. Tel: (75) 37.52.76. Telex: 345790. Dir.: Jean Gibaud; Eng.: J. Claude Millet. (PKG)

Audio: Cassette.

Disco France, 124-bis Av. de Villiers, 75017 Paris. Tel: (01) 380.65.70. Telex: 290833. Pres.: Jean Berge; Sales Mgr.: Simone Fritschke. (Audio only)

E D S, 16 Rue Gay Lussac, 94430 Chenneviere sur Marne. Tel: 594.21.42. Dir.: J.M. Simoni; Technical Mgr.: M. Girardot.

Audio: Cassette.

Fiesta, 30 Rue du Dr. Finlay, 75015 Paris. Tel: (01) 578.15.18/24.75. Contacts: Marie & Patrick Chevalier.

Audio: Cassette.

Hi-Fi Diffusion, 19 Rue Tonduti de l'Escarene, 06000 Nice. Tel: (93) 80.50.50.

Audio: Cassette.

Iris Television, 9 bis Rue du Commandant Pilot, 92200 Neuilly Sur Seine. Tel: (1) 624.13.10. Telex: 613980. (PKG)

J B P (Disques)/Jean-Baptiste Piazano, 39 Rue Pasteur, F-69007 Lyon. Tel: (07) 872.76.94.

Video: 1/2" U-matic, 1/2" VHS cassette.

Michel Laguens Drg., 47 Av. Paul Doumer, 75016 Paris. Tel: (01) 520.37.53. Telex: 611650. Pres.: Michel Laguens; Gen. Mgr.: Monique Dupuy; Sales Mgr.: Francoise Maderon.

M P O Disques, Averton, 53700 Villaines la Juhel. Tel: (43) 03.27.35. Telex: 721432. Pres. Dir. Gen.: Pierre de Poux; Sales Mgr.: Monique de Poux.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

Malfroy, 4 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.22.13. Owner: Dominique Malfroy; Technical Dir.: Jean Malfroy. (PKG)

Audio: Cassette.

Video: 1/2" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette.

Michel Meyer & Cie, 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.27. Telex: 201336. Chief Exec.: Michel Meyer; Gen. Mgr.: Philippe Terrier. (PKG)

Audio: 8-tr., cassette, open reel.

Video: 1" helical open reel.

Mood Duplication, RN 307, 78810 Feucherolles. Tel: (03) 056.31.08. Telex: 698940. Pres.: M. Miller; Sales Mgrs.: P. Campiot, H. Louchet.

Audio: Cassette, open reel.

Multi-Techniques, 55 bis Rue de Ponthieu, 75008 Paris. Tel: (01) 359.25.14. Telex: 650411.

Audio: Cassette, open reel.

Pathe Marconi EMI, 36 Rue Pierret, 92200 Neuilly Sur Seine. Tel: 758.12.48. Telex: 613550. Pres.: Alain Gerondeau.

Factory: 78400 Chatou, 2 Rue Emile Pathe. Tel: 071.92.00. Telex: 696768.

PolyGram Inds. & Messageries, Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Pres.: Edmond Lang.

Audio: Cassette.

Video: 1/2" V-2000 cassette.

Polysonor, 92 Rue de la Pompe, 75116 Paris. Tel: (01) 553.47.15. Gen. Mgr.: Mr. Moureaux-Nery.

Audio: Cassette, open reel.

Satav-Satrape, 44 Rue Pierre-Joseph Proudhon, 78800 Houilles. Tel: (03) 968.60.95. Telex: 698618.

Audio: Cassette, open reel.

Sema, BP 232, 03208 Vichy Cedex. Tel: (70) 32.08.11.

Societe Francaise de Prod'n & de Creations Audiovisuelles, 36 Rue des Alouettes, 75019 Paris. Tel: (01) 203.99.04. Telex: 240888. Pres.: Bertrand Labrusse; Sales Mgr.: Charles Greber.

Video: 1/2" U-matic & 1/2" VHS cassette.

Stereophonic, 9 Rue Pestalozzi, 75005 Paris. Tel: (01) 331.08.35, 586.13.09. Chief Exec. Roger Delonges.

Audio: Cassette, open reel.

Studio Hirigoyen-Martiarena, Villefranche, 64100 Bayonne. Tel: (59) 25.52.50.

Sysmo Reels, 136 Rue Championnet, 75018 Paris. Tel: (01) 255.64.62.

Triumphator, 72 Av. du Gal-Leclerc, 75014 Paris.

V D M (Video Duplication Maintenance), 33 Rue des Poissonniers, 92200 Neuilly sur Seine. Tel: 745.66.67. Telex: 612367. Dir. Gen.: J.B. Feloux. (Video only)

Vogue MPP (Manufacture de Prod'n's Phonographiques), 82 Rue Maurice Grandcoing, 93430 Villeteuse. Tel: 826.55.00. Cable: VOGDISC. Telex: 620380.

Audio: 8-tr., cassette.

Voxigrave, 18 Rue Pigalle, 75009 Paris. Tel: (01) 526.25.93 (PKG)

Audio: 8-tr., cassette, open reel.

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C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles), 25 Rue Marcadet, 75018 Paris. Tel: (01) 229.24.61. Telex: 250302. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaingne.

Audio: JER IMPEX parts.

Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.

Malfroy, 4 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.22.13. Owner: Dominique Malfroy; Technical Dir.: Jean Malfroy.

Audio: AMPEX, BASF parts.

Video: SDNY, 3M parts.

Publison Audio Professional, 7-9-11 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean.

Rhone Poulenc Systemes, Tour Generale, Quartier Villon, Cedex 22, 92088 Paris La Defense. Tel: (01) 776.41.32. Telex: 613136. Pres.: Francois Letrou; Audio Sales Mgr.: Louis Delaister.

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Audio: Reels.

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.

C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles), 25 Rue Marcadet, 75018 Paris. Tel: (01) 229.24.61. Telex: 250302. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaingne.

Audio: JER IMPEX prods.

Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.

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Disco France, 124-bis Av. de Villiers, 75017 Paris. Tel: (01) 380.65.70. Telex: 290833. Pres.: Jean Berge; Sales Mgr.: Simone Fritschke. (Jackets only)

Audio: 8-tr., cassette, open reel.

Dorel (Les Procédes), 45 Rue de Tocqueville, 75017 Paris. Tel: (01) 227.70.50.

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Factory: 78400 Chatou, 2 Rue Emile Pathe. Tel: 071.92.00. Telex: 696768. (Jackets only)

PolyGram Inds. & Messageries, Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Pres.: Edmond Lang.

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Offset Press, 9 Rue Edouard Renault, 93000 Le Blanc-Mesnil. Tel: (01) 931.16.82. Telex: 641431. Chief Exec.: Yves Volant; Gen. Mgr.: Guy Volant.

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Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecqueville. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy. (PolyBags only)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Agfa-Gevaert, 274 Av. Napoleon Bonaparte, 92500 Rueil-Malmaison. Tel: 732.02.60. Cable: AGFAVEVA. Telex: 203374.

Audio: Calibration tapes, splicing & leader tapes, storage & shipping cases, NAB & CCIR hubs.

Audio Plus, 20 Av. d'Ivry, 75013 Paris. Tel: (01) 585.15.99. Telex: 201197. Owner & Mgr.: Serge Doublin; Ass't Mgr.: Hervé Scemama.

Product: SAKI magnetic heads.

Garceau SA, PO Box 1, 1 Rue de la Paix, 27530 Ezy sur Eure. Tel: (37) 64.74.12. Telex: 780739. Pres.: Pierre Moyet; Sales Mgr.: Jean-Pierre Ferreboeuf.

Product: Boxes, blister packs.

Malfroy, 4 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.22.13. Owner: Dominique Malfroy; Technical Dir.: Jean Malfroy.

Audio: AMPEX, SONY & 3M prods.

DISK & TAPE MANUFACTURING EQUIPMENT

Disco France, 124-bis Av. de Villiers, 75017 Paris. Tel: (01) 380.65.70. Telex: 290833. Pres.: Jean Berge; Sales Mgr.: Simone Fritschke.

Chief product: Automatic inking & bagging machines for 7" records.

Rhone Poulenc Systemes, Tour Generale, Quartier Villon, Cedex 22, 92088 Paris La Defense. Tel: (01) 776.41.32. Telex: 613136. Pres.: Francois Letrou; Audio Sales Mgr.: Louis Delaister.

Product: PYRAL lacquers.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert, 274 Av. Napoleon Bonaparte, 92500 Rueil-Malmaison. Tel: 732.02.60. Cable: AGFAVEVA. Telex: 203374.

Audio: Raw-2", 1", 1/2", & 1/4" open reel; blank-cassette.

Video: Blank-2", 1", 1/2" U-matic, 1/2" Beta, VHS, SV & Video 2000 cassette.

Amplex France/Courcelleur 1, 2 Rue Curnonsky, 75017 Paris. Tel: (01) 270.55.00. Telex: 620903. Pres.: M. Candelier; Audio Sales Mgr.: J. Halphen.

Audio: Blank-

Mood Duplication, RN 307, 78810 Feucherolles. Tel: (03) 056.31.08. Telex: 698940. Pres.: M. Miller; Sales Mgrs.: P. Campiot, H. Louchet. (Blank only)

Audio: Cassette, open reel.
Music for Pleasure, 57 Blvd. de la Republique, 78400 Chatou. Tel: (03) 071.30.79. Telex: 698730. Gen. Mgr.: Alain Gerondeau.
Audio: MFP-EMI Cassette.

Dpus, see Greencorp.
Pathe Marconi EMI, 36 Rue Pierret, 92200 Neuilly Sur Seine. Tel: (01) 758.12.48. Telex: 613550. Pres.: Alain Gerondeau.
Factory: 78400 Chatou, 2 Rue Emile Pathe. Tel: 071.92.00. Telex: 696768.
Audio: Cassette, open reel.

Publison Audio Professional, 7-9-11 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean.
Audio: 8-tr., open reel.
Video: Blank—1" open reel, 1/2" EIAJ open reel.

Brand names: PYRAL, 3M.
Pyral, see Rhone Poulenc & Publison.
Rhone Poulenc Systems, Tour Generale, Quartier Villon, Cedex 22, 92088 Paris La Defense. Tel: (01) 776.41.32. Telex: 613136. Pres.: Francois Letrou; Audio Sales Mgr.: Louis Delastier.

Audio: PYRAL cassette & open reel.
Sonofradis, 61 Rue de Panthou, 75008 Paris. Tel: (01) 359.15.18. Mng. Dir.: Jean Claude Ravier. (Blank only)
Audio: MAGNEX cassette.

3M, see Publison

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex France/Courcellor 1, 2 Rue Curnomsky, 75017 Paris. Tel: (01) 270.55.00. Telex: 620903. Pres.: M. Candelier; Audio Sales Mgr.: J. Halphen.

Product: 1/4" to 2" audio recorders, 1" & 2" video recorders, cameras.
Audio Plus, 20 Av. d'Ivry, 75013 Paris. Tel: (01) 585.15.99. Telex: 201197.
Owner & Mgr.: Serge Doublin; Ass't Mgr.: Herve Scemama.
Product: PENTAGON duplicators & accessories.

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.
C N A I Fidsom (Compagnie Nationale d'Applications Ind'elles), 25 Rue Marcadet, 75018 Paris. Tel: (01) 229.24.61. Telex: 253032. Pres.: & Dir. Gen.: Jean-Claude Thuel-Chassaing.

Audio: DTARI prods.

• accessories

Ampex France/Courcellor 1, 2 Rue Curnomsky, 75017 Paris. Tel: (01) 270.55.00. Telex: 620903. Pres.: M. Candelier; Audio Sales Mgr.: J. Halphen.
Product: Tape—head cleaners, bulk erasers, demagnetizers (all audio & video).

Audio Plus, 20 Av. d'Ivry, 75013 Paris. Tel: (01) 585.15.99. Telex: 201197.
Owner & Mgr.: Serge Doublin; Ass't Mgr.: Herve Scemama.
Product: Tape—PENTAGON bulk erasers, demagnetizers (audio); BRADY leader tape, splicing tape & tape splicing equip. (audio & video); ROBERTS tape strobes.

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.
Product: Tape—leader & splicing tape.

Delta Magnetics, 41 Quai des Martyres de la Resistance, 78700 Conflans. Tel: 972.69.81.
Product: Record—STANTON replacement styli.

Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors; Tape—head cleaners, demagnetizers, leader & splicing tape.

Impregna Sarl, 167 Rt. de St. Leu, Epinay Sur Seine. Tel: (01) 822.64.32.
Contact: Jacques Fallard.
Product: Anti-static record cleaner.

Denis Lavainne (Ets.), 62 Rue des Deportes, 45200 Montargis. Tel: (38) 85.24.17.
Product: Record—record care prods.

Ma-Co Sarl, 10 Rue Malakoff, 92600 Asnieres. Tel: 793.37.83. Gen. Mgr.: Ms. Benadon.
Product: Record—record care prods., 45 rpm adaptors, replacement styli; Tape—head cleaners & demagnetizers.

Mageco Electronic, 117 Rue d'Aguesseau, 92100 Boulogne. Tel: (01) 604.81.90. Telex: 204261.
Product: Record—PICKERING cartridges, record care prods., replacement styli.

Publison Audio Professional, 7-9-11 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean.
Product: Record—carrying & storage cases; Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Sofradiam-Rexon, 82 Rue Baudin, 92300 Levallois Perret. Tel: (01) 270.12.24/91.81. Chief Exec.: Michel Marcot; Gen. Mgr.: Francois Marcot.
Product: Record—record care prods.; Tape—carrying & storage cases (audio & video), head cleaners (audio), demagnetizers (audio), splicing tape & equip. (audio).

Symphony Land, 4 Rue Pierre DuPont, 75010 Paris. Tel: (01) 239.31.11. Gen. Mgr.: Jean-Claude Smits.
Product: Record—carrying & storage cases.

Topodis, Zone Industrielle Le Petit Parc, 78920 Ecquevilley. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy.
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors; Tape—carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio).

Vogue MPP (Manufacture de Prods Phonographiques) 82 Rue Maurice Grandcoing, 93430 Villetaneuse. Tel: (01) 826.55.00. Cable: VOGRDISC. Telex: 620380.
Product: Record—45 rpm adaptors.

• promotional merchandising aids

Glory Impression Cartonnage, 7 Louis Armand, 92602 Asnieres. Tel: 790.62.31. Telex: 630110. Pres. Dir. Gen.: Paul Bechot; Sales Mgr.: Frederec Bussiere.
Product: Posters.

Publi G.D. Impressions-T-Shirts, 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81.05.62.
Product: T-Shirts.

• store fixtures

Etalagie SA, 17 Rue de Grignon, 78450 Chavenay. Tel: (03) 056.53.53. Dir.: T.G. Jamson; Sales Mgr.: A.W. Jamison.
Product: Anti-theft display racks (audio & video).

Glory Impression Cartonnage, 7 Rue Louis Armand, 92602 Asnieres. Tel: 790.62.31. Telex: 630110. Pres. Dir. Gen.: Paul Bechot; Sales Mgr.: Frederec Bussiere.
Product: Disk & Tape browser boxes, display racks, divider cards (audio & video).

Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.
Product: Divider cards.

Topodis, Zone Industrielle Le Petit Parc, 78920 Ecquevilley. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy.
Product: Record & tape browser boxes, display racks, divider cards.

Video Diffusion Int'l, 9 Rue des Bons Enfants, 75001 Paris. Tel: (01) 261.43.85. Telex: 200695.
Product: Videotape security systems.

GERMAN DEMOCRATIC REPUBLIC (East)

Population: 16,750,000.
Rate of exchange: \$1 (US) = 2.46 ost-marks.
Per capita income: \$6,565.
Holidays: January 1, Good Friday, May 1 (Labor Day), Whitsunday, October 7 (Republic Day), December 25, 26.

• record & tape manufacturers / distributors / importers

Amiga, see Deutsche Schallplatten.
Aurora, see Deutsche Schallplatten.

Buchexport (Volkseigener Aussenhandelsbetrieb der Deutschen Demokratischen Republik), Leninstr. 16, DDR-7070 Leipzig. Tel: (051678) 76-61
Deutsche Schallplatten (VEB), Reichstagufer 4/5, 108 Berlin. Tel: (0311) 220-9201.

Labels: (Owned) Amiga, Aurora, Eterna, Litera, Nova
Eterna, see Deutsche Schallplatten.
Litera, see Deutsche Schallplatten.
Nova, see Deutsche Schallplatten.

• music publishers

Breitkopf & Haertel Musikverlag (VEB), Karlstr. 10, DDR-7010 Leipzig. Tel: (05611) 73-51. Gen. Mgr.: Dr. Gunter Hempel; Sales Dir.: Werner Hennig.
Lied der Zeit (VEB), Postfach 10, Rosa-Luxemburgstr. 41, DDR-1020 Berlin. Tel: (0311) 28-2-50-81.

Neue Musik (Verlag), Leipzigerstr. 26, DDR-108 Berlin. Tel: 229-1460.
Peters (Ed.) (VEB), Postfach 746, Talstr. 10, DDR-701 Leipzig. Tel: (05611) 7721. Cable: PETERSEDITION. Telex: 512381.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Composers & Musicologists of the German Democratic Republic, Leipzigerstr. 26, DDR-108 Berlin. Tel: 220-2051.
National Committee of the International Music Council, Leipzigerstr. 26, DDR-108 Berlin. Tel: 229-2772.

Neue Bachgesellschaft, Int'l Vereinigung, Karlstr. 10, DDR-701 Leipzig.
Staatliches Komitee fuer Rundfunk, Nalepastr. 18-50, DDR-116 Berlin. Tel: 63-60.

LICENSING ORGANIZATION, MUSIC

A W A (Anstalt zur Wahrung der Auffuehrungsrechte auf dem Gebiete der Musik), Storkowerstr. 134, DDR-1055 Berlin. Tel: 434-2757. Gen. Dir.: Klaus Eisenbarth. (Mechanical & performing rights)

GERMAN FEDERAL REPUBLIC (West)

Population: 61,600,000.
Rate of exchange: \$1 (US) = 2.46 marks.
Holidays: January 1, Good Friday, Easter, May 1 (Labor Day), Ascension Day, Whit Monday, June 17, November (Repentance Day), December 25, 26.

RECORDS & TAPES

Record sales certification awards: Gold single—500,000 units; platinum single—1,000,000 units. Gold LP—250,000 units; platinum LP—500,000 units.

Records & tapes sold domestically: 1982—207,700,000 units, \$865,000,000.
Average retail price per record: LP's—\$6.50; singles—\$2.50.
TV merchandising: 18% of total.
Record club sales: 8%-10% of total.
Discounting: Frequent.

Type of distribution: Manufacturer to-retailer accounts for 75% of total sales. Manufacturer-to-wholesaler-to-retailer & rack jobbing (there are three rack jobbers) divide another 10%, and direct importing by retailers constitutes the remaining 15%.

Type of promotion: All radio and tv stations are important sources, especially Radio Luxembourg and The Belgium Radio with German programs. Also helpful are the numerous d-scotheques, part-time discos and key publications. The twelve radio stations and the British and American Forces Networks have 30 hit parades weekly. Second German Television (ZDF) has a monthly "hit parade" featuring only German speaking artists.

Labels: 80,000.
Average retail price per pre-recorded audio tape: Cassette—\$9.00.
Average retail price per pre-recorded video tape: Beta—\$75.00, VHS—\$85.00; V-2000—\$85.00.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (96%); television sets (96%); phonographs (59%); audio tape recorders (63%); video tape recorders (5%).

RADIO STATIONS:

No. of government 12.
Comment: There are daily pop and classical programs, with most stations having a weekly hit parade, and some featuring German language songs only. Overall, about 35% of the music played is German language songs; American and English music comprise about 65%. Live music shows are rare. There are reports on special events like tours and festivals.

TELEVISION STATIONS:

No. of government channels 3 (PAL color).
Comment: The first and second channels telecast weekly pop shows such as "Musikladen" (the number one show), "Rock Pop," "Disco," "Musibox," "Country Music" and "Show Express." There are also local shows like "WVF Club" (Cologne) and "Aktuelle Schaubude" (Hamburg).

IMPORT/EXPORT REGULATIONS

There are no import and export regulations for countries belonging to the European market. Non-European market countries, including the USA and Canada, face restrictions.
Wolfgang Spahr

• record & tape manufacturers / distributors / importers

A A R, see Heinz Ulm.
A G M Schallplattenproduktion & Vertrieb, Kisslingweg 44, D-7130 Muehlacker. Tel: (07041) 47-66. Telex: (07) 263721. Contact: Arno Grau.
A M S Musica Sacra, see Schwann.

A S, see Arteg.
A S Artist Serv. GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (2) 163078. Mng. Dir.: Eike Meikamp.
Labels: (Owned) AS; (licensed foreign) Coombe (UK), Tortuga (Haiti), Bruton Music—ATV (UK).

A T R MasterCut, see Audio Trade.
Abacca, see Immus.
Abakus, see Studio Union.

Acanta, see Fonotem, MusiContact & RCA.
Ada, see Esplanade.
Agil Musik & Theater GmbH, Wendelsteinstr. 11, D-8016 Feldkirchen/Riem. Tel: (089) 903-2086. Telex: 5213634.
Labels: Agil, Gold, VM.

Ahorn, see Gorilla.
Aurifit Tontraeger Vertriebs GmbH (FFPI), Clausewitzstr. 4/III, D-1000 Berlin 12. Tel: (0941) 56-13-51. Dirs.: Maria Kopp, Gen. Mgr.: Wolfgang Maeder.
Branch: D-8400 Regensburg, Portnergasse 6. Tel: (0941) 56-13-51.
Labels: (Owned) Aurifit, Firebird; (licensed domestic) Hohner.

Akropolis Musik & Film GmbH, Maurtustensteinweg 5, D-5000 Cologne 1. Tel: (0221) 23-19-00. Mng. & Prod. Dir.: Peter Power; Sales Mgr.: Uly Jonas.
Aladin (Peter Drloff) GmbH & Co. KG, Raue Hecke 2, D-5000 Cologne 91. Tel: (0221) 86-23-02, 86-20-32. Telex: (08) 873698. Mng. Dir.: Peter Drloff; Financial Mgr.: Azora Bjerk; A&P: Jurgen Hohmann.
Labels: (Owned) Aladin, Black Prince.

Alcophon AV GmbH & Co. KG (FFPI), Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.
Labels: (Owned) Alcophon, Alcophon Super, Blacky.

Ara-Schallplatten, A. Ratajczak GmbH, Schmiedstr. 68-90, D-5120 Herzogenrath. Tel: (02406) 2095. Telex: (08) 329550. Gen. Mgr.: Albert Ratajczak; Sales Mgr.: Horst Sieberth. (Distributor/Importer—cutouts)
Die Alte Orgel, see Da Camera.
Alternum, see Thorofon.

Amati, see Bella Musica & Supertone.
Amayana, see Heinz Ulm.
Der Andere Song, see Hansa Musik.

Christian Anders Musikverlag & Produktion, Hoerwarthstr. 26, D-8000 Munich 40. Tel: (089) 18-42-23. Pres.: Christian Anders; Gen. Mgr.: Ann Busse.
Label: (Owned) Chranders.

Angel, see EMI Electrola.
Angelo Musikverlag, An der Alster 37, D-2000 Hamburg 1. Tel: (040) 280-2292. Chief Exec.: Just Ptach.

Antagon Musikgesellschaft Jens Michow (FFPI), Lenharztstr. 15, D-2000 Hamburg 20. Tel: (040) 48-44-43. Telex: 2173473. Mng. Dir.: Jens Michow.
Labels: (Owned) Antagon; (licensed) Hexagone.

Arcade Recs. (Deutschland) GmbH (FFPI), Leimenrode 29, D-6000 Frankfurt/Main 1. Tel: (0611) 1543-0. Telex: (04) 189319. Mng. Dir.: Michael Levene; Group Mng. Dir.: Horst Buerger; Comm'l Mgr.: Karl-Heinrich Engelhardt; Sales Mgr.: Heiko Schmutzler.

Archiv Produktion, see DGG & Deutsche Grammophone Prod'n.
Ariola, see Ariola-Eurodisc.

Ariola-Eurodisc GmbH (FFPI), Steinhäuserstr. 3, D-8000 Munich 80. Tel: (089) 4-13-61. Cable: EURODISC. Telex: (05) 23487. Mng. Dirs.: Monti Lueftner, Friedrich Schmidt; Deputy Mng. Dirs.: Albert Czapski, Dr. Joachim Kiener; Finance & Admin.: Dr. Joachim Kiener; Mktg. & Promo.: Albert Czapski; Sales Mgr.: Hans Knappe; Int'l Dept.: Dierk Strothman; Export Dept.: Geso Mampell.

Ariola Int'l Group—Pres.: Monti Lueftner; Sr. VP: Friedrich Schmidt; VP USA & Canada; Wim Schipper; VP Latin America Activities: Ramon Segura Martinez; VP Prod. & Mktg.: Doris Sturm.
Labels: (Owned) Ariola, Ariola, Eurodisc, GRP, Novus, Savoy, Schalliter; (licensed domestic) Coconut, Hansa, RocoTops; (licensed foreign) Bearsville (USA), Blueprint (UK), Bronze (UK), CGD (Italy), CMH (USA), Celluloid (UK), Chrysalis (UK), Clan Celentano (Italy), Coral (USA), Dawn (UK), Dindisc (UK), Golden Hour (UK), Handshake (USA), Island (UK), MCA—Backstreet (USA), Manticore (UK), Melodia (USSR), Musizza (Italy), PRT (UK), Supraphon (Czechoslovakia), Tomato (USA), Virgin (UK), Ze (UK).

Arsta, see Ariola-Eurodisc.
Arminia Musikproduktion Erich Storz (FFPI), Hauptstr. 114, D-3360 Oesterode am Harz. Tel: (05522) 73041. Telex: (09) 65154. Gen. Dir.: Erich Storz; Gen. Mgr.: Marianne Oertz; Sales Mgr.: Marianne Storz. (Also a Wholesaler as Storz GmbH)

Branches: D-4800 Bielefeld, Am Kampchen 4. Tel: (0521) 25017. Telex: (09) 38058—D-8702 Estenfeld bei Wurtburg, Am Kohlering 6. Tel: (09305) 712. Telex: 068476.
Labels: (Owned) Arminia, Storz.

arOna Schallplattenproduktion & Vertrieb, Frankfurter Landstr. 7, D-6380 Bad Homburg. Tel: (06172) 4-68-36. Dir.: Guenther Mueller.
Arrog, see Ideo.

Artel Prod'n, Schinkelstr. 7, D-2000 Hamburg 60. Tel: (040) 279-9941. Dir.: Arno H. v. Vught Jr.

Labels: (Owned) AS; (licensed foreign) Capitol Prod'n/Media (USA), Coombe (UK), Tortuga (Haiti).
Aspekte, see Teldec.
Asylum, see WEA.
Ata Tak/Warning, see Eigelstein.
Atco, see WEA.
Atlantic, see WEA.
Audio Components Vertriebs GmbH, Postfach 762104, Ackermannstr. 36, D-2000 Hamburg 76. Tel: (040) 22-57-19. Telex: 211865. (Importer)
Label: Richardson (USA).
Audio Int'l, Gonzenheimstr. 2b, D-6000 Frankfurt 56. Tel: 50-47-33. Telex: (04) 13039. Pres.: Hermann Hoffman.
Label: (Owned) Celia.
Audiophon Classic, see Multibrand.
Audio Team, Kamp 24, D-2091 Marren. Tel: (04185) 47-00. Telex: 2189382. Dir.: Hartmut Eichenauer.
Labels: (Owned) Audio Team; (licensed) Jeton.
Audio Trade GmbH (IFPI), Koloniestr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier.
Labels: (Owned) ATR MasterCut, Gale Maximum Fidelity; (licensed) Direct Disk (USA), Dupis 3 (Sweden), Proprius (Sweden), Three Blind Mice (Japan), Umbrella (Canada).
Auraton, see Heinz Ulm.
Autobahn Recs., Ortnitzstr. 36, D-8000 Munich 81. Tel: (089) 98-56-25. Telex: 5216305. Owners: Michael Holm, Rainer Pietsch.
Autogram & Folk Recs., Burgstr. 9, D-4405 Notteln (Kreis Muenster), Tel: (02502) 61-51. Gen. Mgr.: Willy Schwenken.
Labels: (Owned) Autogram, Autonom, Doctor, Folk-Record, Monogram.
Autonom, see Autogram.
Aves Recs. & Tapes GmbH (IFPI), Harvestehuderweg 21, D-2000 Hamburg 13. Tel: (040) 41-70-07. Telex: 212659. Mng. Dir.: Horst F. Schmolzi.
Labels: (Owned) Aves, Avia, Avon.
Aves/Avon, see Intercord.
Avia, see Aves.
Avon, see Aves.
B B L, see Playbones.
B R M, see Bosworth.
Bacillus, see Bellaphon Recs.
Backbone, see Washbone.
Baerenreiter-Musicaphon, see Baerenreiter-Verlag.
Baerenreiter-Verlag, Karl Voeltterle GmbH & Co. KG, Heinrich-Schuetz-Allee 35, D-3500 Kassel/Wilhelmshohe. Tel: (0561) 30011. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei.
Labels: (Owned) Baerenreiter-Musicaphon, Bosse-Musik-Medium-Erziehung.
Batic-Recs., PO Box 4544, Holstenplatz 1-2, D-2300 Kiel 1. Tel: (0431) 9-11-04. Owner: Heinz Ziemann.
Batchwork, see Lesser.
Bear Family Recs., (IFPI), Eduard Grunow Str. 12, D-2800 Bremen 1. Tel: (0421) 78874. Dir. & Gen. Mgr.: Richard Weizer; Sales Mgr.: Hermann Knuelle.
Wolfgang Beechen Prod'n, PO Box 100544, D-2000 Hamburg 1. Tel: (040) 46-49-90. Gen. Mgr.: Wolfgang Beechen.
Labels: (Owned) Rock-Trend, Telex.
Bella Musica Tontraeger GmbH (IFPI), Albert-Schnebelestr. 2, D-7582 Buhlertal. Tel: (07223) 70-14. Telex: 78708. Chief Exec.: Juergen Rinschler.
Labels: (Owned) Bella Musica; (licensed domestic) Amati, Starlet, Super-tone, Welt Melodie; (licensed foreign) Multisound.
Bellaphon Int'l Sound Serv. (BISS), Mainzer Landstr. 87-89, D-6000 Frankfurt/Main 1. Tel: (0611) 2-71-20. Telex: 416046. Mgr.: Winfried Merkle; Prod. Mgr.: Helmut Wagner; Export Mgr.: Rudolf Stuebig.
Labels: (Owned) Rare Bid; (licensed domestic) Biber, Cain, ENJA, Froggy, Fusion, Gulp, L&R, NW, Nagara, Panda, Pastels, Peak, Roxon, SL, Soft-war, Tontraeger, Trion, Woolfe; (licensed foreign) Appaloosa, Black Saint, Concord, Danube Jazz, Delos, Greensleeves, Munich, Soul Note, SteepleChase, Timeless.
Bellaphon Recs. GmbH & Co. KG Tontraeger-gesellschaft (IFPI), Mainzer Landstr. 87-89, D-6000 Frankfurt/Main 1. Tel: (0611) 27-12-0. Telex: 416046. Pres.: Branko Zvanovic; Sales Mgr.: C. Graf; Promo. Mgr.: Carlo Parisel; Int'l Prod. Mgrs.: Carsten Heyn, Peter Kunz; Nat'l Prod. Mgr.: Dlaf Krienke; Classic Program Dir.: Richard Schneider; Export Mgr.: Rudolf Stuebig.
Labels: (Owned) Bacillus, Bellaphon, Bellaphon Int'l, Bellaphon Klassik, Hematalk, Schluesselloch; (licensed foreign) Audio Fidelity (USA), Boardwalk (USA), Crescendo (France), Gordy (USA), Greensleeves (UK), Hitsville (USA), Jackson Sound (USA), Jazz Selection (France), Jazz Today (France), Just Jazz (France), Mode (France), Mondo Music (France), Motown (USA), Rare Earth (USA), SSS Int'l (USA), Scotti Bros. (USA), Soul (USA), Sun (USA), Tamlam Motown (USA), Vogue (France).
Berolina, see Fonotam.
Das Beste GmbH (Verlag), Augustenstr. 1, D-7000 Stuttgart 1. Tel: (0711) 66-02-1. Telex: (07) 23539. Mng. Dir.: Werner Weidemann; Mktg. Dir.: Helge Weisner; Prod'n Mgr.: Klaus D. Mandl.
Biber, see Bellaphon Int'l.
Bifu, see Funkturm.
Big Sound, see Comma.
Bild am Sonntag Recs. (IFPI), Kaiser Wilhelm Str. 6, D-2000 Hamburg 36. Tel: 347-4254. Telex: (02) 11898. Gen. Mgr.: Joachim Luedicke.
Bingola, see Rudolf Bohnen.
Black Prince, see Aladin.
Blacky, see Alcopphon.
Blossom, see Intersound.
Blow-Up, see Intercord.
Blubber Lips, see Rockport.
Blue Rose, see Pila.
Blues Beacon, see ENJA.
Dieter Boek, Derrather Weg 16, D-5140 Erkelenz. Gen. Mgr.: Dieter Boek.
Label: (Owned) NRP.
Rudolf Bohnen (Musikverlag & Prod'n), Klenzestr. 65/1, D-8000 Munich 5. Tel: (089) 201-2292.
Labels: (Owned) Bingola, Peggy.
Bolognese, see Lesser.
Bosse-Musik-Medium-Erziehung, see Baerenreiter-Verlag.
Bosworth & Co., Richartzstr. 10, D-5000 Cologne 1. Tel: (0221) 21-14-79, 23-08-82. Owner: Margaret Sinclair; Gen. Mgr.: Reimar Segebrecht.
Label: (Owned) BRM.
Bole & Bock GmbH, Hardenbergstr. 9a, D-1000 Berlin 12. Tel: (030) 312-3081. Telex: 186055. Gen. Mgr.: Wolfgang Landheld; Sales Mgr.: Gisela Jaenicke. (Importer)
Brain, see Metronome.
G. Braun (Verlag), PO Box 1709, Karl-Friedrich-Str. 14-18, D-7500 Karlsruhe 1. Tel: (0721) 165-1. Telex: (07) 826904. Gen. Mgr.: Karl Breh; Sales Mgr.: Erhard Albrecht.
Label: DHF! Testschallplatten.

Brinker Musikverlag, Kronenstr. 12, D-4330 Muelheim/Ruehr. Tel: (0208) 42-85-92, 38-35-98. Gen. Mgr.: Michael Brinker; Sales Mgr.: Beate Hutten.
Label: Lagua.
Brunswick, see DGG.
Buena Vista, see Walt Disney.
C B S Schallplatten GmbH (IFPI), Bleichstr. 64-66a, D-6000 Frankfurt/Main 1. Tel: (0611) 1-30-51. Cable: COLRECORD. Telex: 416735. Mng. Dir.: Jorgen Larsen.
Labels: (Owned) CBS, Embassy, Epic, Maestro, Masterworks, Portrait; (licensed foreign) A&M, Blue Sky, Caribou, Cleveland Ent. Int'l, Geffen, Illegal, Inivictus, Jet, Kirshner, Monument, Nempcor, Network, Philadelphia Int'l, Tabu, Unlimited Gold (all USA).
C M P Recs., PO Box 640157, D-5000 Cologne 60. Tel: (0221) 599-2031. Owner & Dir.: Kurt Renker. (Licensed to Teldec)
C M S, see Hardt.
C R P, see MDT.
Cady, see DPP.
Cain, see Bellaphon Int'l.
Caligula, see Calig Verlag.
Calig Verlag GmbH (IFPI), Renatastr. 71, D-8000 Munich 60. Tel: (089) 16-34-76. Pres.: Wolfgang Walter; A&R: Manfred Steinberg.
Labels: (Owned) Calig, Caligula.
Camera, Postfach 1460, Hofmann von Fallerslebenstr. 8, D-3340 Wolfenbuettel. Tel: (05331) 4976. Owner: K.M. Moester.
Canofon, see Polyband.
Canote, Heinrich-Schulz-Allee 35, D-3500 Kassel-Wilhelmshohe. Tel: (0561) 3-00-13. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei.
Labels: (Owned) Canote, SDG.
Canto Musikproduktion GmbH & Co. KG (IFPI), Harmstorfer Weg 11, D-2106 Bendorfstr. Tel: (04183) 62-46. Pres. & Gen. Mgr.: Fred Christman.
Label: (Owned) Pastels.
Capella, see Thorofon.
Capitol, see EMI Electrola.
Carsound, see Deutsche Austrophon.
Casablanca, see Phonogram.
Cassette Maya, see Zanitron.
Cassetton GmbH Musik-Cassetten-Werk, Sudetenstr. 73, D-8192 Geretsried 2. Tel: (08171) 3033. Telex: (05) 526331. Gen. Mgr.: H.H. Michna. (Importer/Exporter—tape only)
Castle, see Hippitostein.
Celia, see Audio Int'l.
Celine Recs., St. Johannes Markt 26, D-6600 Saarbruecken. Tel: (0681) 390-43-59. Telex: 4428797. Sales Mgr.: Rainer Brill.
Labels: (Owned) Celine; (licensed foreign) Varese Sarabande (USA).
Center-Ton Center Music (Klaus Joachim Witowski), Luelzowufer 24, D-1000 Berlin 30. Tel: (030) 262-1336.
Champ Recs., Gartenstr. 15a, D-8011 Baldham/Munich. Tel: (08106) 45-55. Contact: Robert Jung.
Chandrants, see Christian Anders.
Christophorus-Verlag GmbH, Hermann Herder Str. 4, D-7800 Freiburg im Breisgau. Tel: (0761) 27-171. Telex: (07) 721440. Mng. Dir.: Benno Baldes; Promo.: Horst Newmann.
Cine Art Int'l, see Jaguar.
Classic Collection, see Delta.
Clear Sound, see Hanseatische.
Coconut Recs. GmbH (IFPI), Nachtigallenweg 34, D-5202 Hennef 1. Tel: (02242) 3082. Telex: 899755. Owners: Karin Hartmann, Tony Hendrik. (Licensed to Ariola-Eurodisc)
Coda, see Radio-Musik-Recs.
Colonia Musik Produktion GmbH (IFPI), Mauritiussteinweg 5, D-5000 Cologne 1. Tel: (0221) 23-19-00. Mng. Dir. & Prod'n: Peter Power; Sales Mgr.: Manfred Schmidt; Promo. Mgrs.: Uly Jones, Ingrid Broecker.
ColourSound Library, see Show Business.
Columbia, see EMI Electrola.
Comes, see Suede.
Comma Recs. & Tapes, Postfach 2145, D-6078 Neu Isenburg. Tel: (6102) 56-40. Telex: 4185600. Dir.: Klaus Desterreich; Gen. Mgr.: Roland Bauer; Sales Mgr.: Theo Weinbauer.
Labels: (Owned) Big Sound, Comma, Comma Int'l; (licensed foreign) Fonobosa (Columbia), IFESA (Ecuador).
Concord, see Polyband.
Connaisseur Music, PO Box 4807, Waldstr. 62, D-7500 Karlsruhe 1. Tel: (0721) 2-56-12. Gen. Mgr.: Klaus Dbdoda. (Distributor/Importer/Exporter)
Connyland, see Phon & Ton.
Conquest, see Lesser.
Cotillon, see WEA.
Countdown Music GmbH (IFPI), Harksheiderweg 74, D-2085 Quickborn (Hamburg). Tel: (4106) 24-14, 50-15. Cable: CDUNTMUS. Telex: 214534. Gen. Mgr.: Rainer Etzrodt.
Coup, see Jaguar.
Credo, see Jung Gemeinde.
D G G, see DGG & Deutsche Grammophon Prod'n.
D G G (Deutsche Grammophon GmbH) (sub. of Polydor Int'l GmbH) (IFPI), PO Box 301240, Hohe Bleichen 14-16, D-2000 Hamburg 36. Tel: (040) 35-96-1. Telex: (02) 163923. Pres.: Rudolf Gassner; Exec. VP's: Klaus Ebert, Reinhard Stehn.
Labels: (Owned) Archiv Produktion, Brunswick, Deutsche Grammophon (DG), Deutsche Grammophon Literatur, Heliodor, Karussell, MGM, Poly, Polydor, Polystar, Talent, Verve; (licensed domestic) ECM; (licensed foreign) Albion (UK), Arrival (UK), Carrere (France), EG (UK), Kangaroo (Italy), Matra (Canada), Pierrat (Netherlands), Polar (Sweden), RSD (UK), Rialto (UK), Rock Rose (Netherlands), Savoir Faire (France), Track (UK), 21 Recs. (USA).
dhti-Testschallplatten, see G. Braun.
Da Camera Schallplatten-Ed. GmbH (IFPI), Lameystr. 10/12, Mannheim. Tel: (0621) 10-20-17. Pres.: Dr. Klaus Preis; Gen. Mgr.: Paul Kruse; Sales Mgr.: Nikolaus Sastruphu.
Labels: (Owned) Die Alte Orgel, Da Camera, Impromptu, Sastruphon.
Dacapo, see EMI Electrola.
Dance-Disc, see Lesser.
Delta Music GmbH (IFPI), Zur Muehle, 2, D-5020 Frechen 4. Tel: (02234) 61015. Cable: DEMUS. Telex: (08) 89299. Pres.: Dr. K.J. Moll; Gen. Mgr.: P.H. Sauter; Sales Mgr.: Dr. W. Aammel.
Labels: (Owned) Classic Collection, Delta, Pandora, Satyr.
Derby, see Tonomatic.
Deutsche Austrophon GmbH (IFPI), Auf dem Esch 8, D-2840 Diepholz. Tel: (05441) 13-44. Telex: (09) 41221. Gen. Mgr.: Rolf Neumann; Sales Mgrs.: Peter Stinhoefler, Rainer Koppermann.
Labels: (Owned) Carsound, Mandolino, Drchestroa, Racket; (licensed domestic) Flame, Jeton Digilog; (licensed foreign) Artiphon (Switzerland), ESP-Collection (Switzerland), Elite Special (Switzerland).
Deutsche Buch-Gemeinschaft (C.A. Koch's Verlag Nachf.) Abt. Schallplatten-Gemeinschaft (IFPI), Berliner Allee 6, D-6100 Darmstadt. Tel:

(06151) 866-1. Telex: (04) 19261. Mng. Dir.: Ernst Leonhard; Gen. & Sales Mgr.: Hans Moeller.

Labels: (Owned) Impression, Meteor.
Deutsche Grammophon, see DGG & Polydor.
Deutsche Grammophon Int'l Music Serv. (dept. of DGG), Wendenstr. 29, D-2000 Hamburg 1. Tel: (040) 24-16-01. Telex: 2163116. Mgr.: Michael Schalker; Sales Mgr.: Ernst Rueder. (Importer)
Deutsche Grammophon Literatur, see DGG.
Deutsche Grammophon Prod'n (within Polydor Int'l GmbH) (IFPI) (a PolyGram Co.), PO Box 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 44-18-11. Telex: (02) 12434. Teletax: (040) 44181587. Pres.: Prof. Dr. Andreas Hotschneider; A&R Dir.: Guenther Breest; Prod. Mgmt.: Aman Pedersen; Press: Antje Henning.
Labels: (Owned) Archiv Produktion, DG.
Deutsche Oversea Recs. GmbH (IFPI), Hueltlinstr. 32, D-7750 Konstanz. Tel: (07531) 245-17. Pres.: Michael Liber; Gen. Mgr.: Alice Liber; Sales Mgr.: Armin Troesch.
Labels: (Owned) Dverse; (licensed foreign) Auvidis (France), Calliope (France), Dom (France), Durium (Italy), Hyperion (UK), Jazz Live (Italy), Jugoton (Yugoslavia), Kings of Jazz (Italy), Maietti (Italy), Matchbox (UK), Nimbus (UK), Pearl (UK), Rubini (UK), SM (France), Said (Italy), Saydisc (UK), Start (Italy), Taize (France), Unidisc (France).
Deutscher Schallplatten-Club im Deutschen Bucherband GmbH & Co., Wolfamstr. 36, D-7000 Stuttgart 1. Tel: (0711) 2-58-00. Telex: (07) 23829. Mng. Dir.: Gerhard Fink.
Deutsches Rotes Kreuz, see Phonogram.
Deutsche Tanzmusik Produktion, Dhmsstr. 9, D-8000 Munich 40. Tel: (089) 39-68-74. Cable: ROYALMUSIC. Mng. Dir.: Hans Lang.
Labels: (Owned) ROYAL Splendid.
Dickworz, see Rockport.
Direkt to Disk, see Sonic Arts.
Disc Int'l GmbH, Koenigsbergerstr. 6, D-6000 Frankfurt 90. Tel: (0611) 70-34-43. Mng. Dir.: Gangolf Zimmermann.
Labels: (Owned) Get Up, Lost & Found; (licensed foreign) Classic Jazz Masters (Sweden), Jazz Society (Sweden), Everybody's (Sweden), Halcyon (UK), New Bulwark (Belgium), Red Lightning (UK), Solid Sender, Shirak (Italy), Swing Classics (Sweden), Tax (Sweden), VJM (UK).
Disco-Conte (Vereinigtes Schallplatten-Vertriebs GmbH), Postbus 101029, Baerenreiterweg 6-8, Kassel-Wilhelmshohe. Tel: (0561) 3-20-21. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei; PR: Eberhard Schoepner.
Disco-Train, see Karma.
Disco-D-12, see Lesser.
Disneyland, see Walt Disney.
Walt Disney Prod'n GmbH, Savignystr. 76, D-6000 Frankfurt/Main. Tel: (0611) 74-77-74. Dir.: Horst Koblicsek; Mktg.: Rudolf Ludwig. (Licensed to Metronome).
Labels: (Owned) Buena Vista, Disneyland.
Divina, see Erich Jung.
Doctor, see Autogram.
Domiphon Music, Balteweg 12, D-4790 Paderborn. Tel: (5251) 7-28-74. Telex: 936841. Gen. & Sales Mgr.: Bert Liqui.
Double Up, see EMI Electrola.
Drive-In, see Suede.
Dux (Ed.) Arthur Tuerni (Musikverlag), Beethovenstr. 7, D-8032 Lochham. Tel: (089) 87-66-60.
E A M S DISCO & VIDEO DIST'S., Postfach 1525, Grafingerstr. 226, D-8360 Deggendorf 01. Tel: (0991) 24866. Telex: 69780. Gen. Mgr.: Karl Lesser Jr.; Dist'n/Export/Import: Charlotte Vaughn. (Distributor/Importer/Exporter) (SEE ADVERTISEMENT)
E B G, see Europaische.
E C M Recs./Verlag GmbH (IFPI), Gleichmannstr. 10, D-8000 Munich 60. Tel: (089) 85-10-48. Cable: ECMWMUSIC. Telex: (05) 21717. Co-Pres.: Manfred Eicher, Karl Egger; Sales Mgr.: Thomas Stoenwand. (Licensed to DGG & Polydor Int'l).
Labels: (Owned) ECM, Jagor; (licensed) WATT (USA).
E H A, see Voggenreiter.
E J M, see Erich Jung.
E M I America, see EMI Electrola.
E M I Electrola GmbH (IFPI), Maarweg 149, D-5000 Cologne 41. Tel: (0221) 4-90-21. Cable: ELECTROLATDN. Telex: (08) 881290. Mng. Dir.: Winfried Jung, Friedrich E. Wottawa; Sales Dir.: Dr. Bernhard Krajewski; A&R Int'l Dir.: Jochen Kraus; Nat'l A&R Dir.: Walter Puetz.
Labels: (Owned) Angel, Capitol, Columbia, Dacapo, Double Up, EMI, EMI America, Electrola, HMV, Harvest, Liberty, Musikant, Odeon, Parlophone, Pathe Marconi, Regal Zonophone, Sidewalk, Starline, Stateside, United Artists, Voz del Padrone, Voz de Son Maitre, La Voz de Su Amo, Waverley, Welt Record; (licensed domestic), Harmonia Mundi, Klingklang, Musician's Rec. Co., Papagayo, Reuss; (licensed foreign) Apple (UK), Baby (Italy), Cairophon (Egypt), Encore (UK), Favorit (Austria), Kabarett aus Wien (Austria), Lebendige Vergangenheit (Austria), Monitor (USA), DZ (Australia), Preiser (Australia), RAK (UK), Rolling Stones (UK), Seraphim (USA), Soutelphon (Egypt), Talsman (UK), Toshiba (Japan), Trianon (France), Voz do Liban (Lebanon), Voz de Dono (Portugal), World (UK).

Peer Musikverlag GmbH
Hamburg, Germany

E N J Recs. (European New Jazz Musik GmbH), 209 Nymphenburgerstr., D-8000 Munich 19. Tel: (089) 16-17-77, 16-51-72. Telex: 522249. Pres.: Horst Weber.
Labels: (Owmed) Blues Beacon, ENJA (licensed to Bellaphon Int'l).

E R P, see Kuckuck & Teldec Import Serv.

E S T, see Sieg-Ton.

Eigenstein GmbH Aquinostr. 7-11, D-5000 Cologne 1. Tel: (0221) 72-06-11. Dir.: Peter Schran; Gen. Mgr.: Markus Linde; Sales Mgr.: Cord Gerken. (Licensed to Teldec)
Labels: (Owmed) Eigenstein, Riskant; (Licensed domestic), Ata Tak/Warning, People's Recs., Psychotic Promotion, Tontraeger 58, Zick-Zack; (Licensed foreign) Crammed Discs (Belgium), L'Orchestra (Italy).

Electrola, see EMI Electrola.

Elektra, see WEA.

Elias, see IDS.

Elster, see Trion.

Elwephon Recs., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir. & Gen. Mgr.: Luciano Wurzbarger.

Embassy, see CBS.

Emscherland Musikverlag & Musikproduktion, Postfach 652, Skagerakstr. 35-35A, D4650 Gelsenkirchen. Tel: (0209) 2-46-06. Chief Exec.: Gerd G. Fortak.
Labels: Emscherland, Emscherland Smog.

Emston, see Musicord.

Epic, see CBS.

Erdenklang, see Teldec.

Erkoening, see Hiltpoltstein, Intercord & Rockport.

Eros, see Polyband.

Eros Technik GmbH (IFPI), Frankfurterstr. 7-11, D-6236 Eschborn. Tel: (06196) 493-1. Telex: (04) 15605. Gen. Mgr.: Norbert Hopf; Sales Mgr.: Georg Hofmann.
Labels: (Owmed) Eros; (Licensed foreign) Mobile Fidelity (USA).

Esplanade GmbH (Ed.), Alsterdorfer Str. 365, D-2000 Hamburg 60. Tel: (040) 51-82-11. Mgr.: Mrs. R. Liebe.
Labels: (Owmed) Ada, Moeve, Die.

Eulenspiegel Musikproduktion-Vertrieb (IFPI), Marktstr. 1, D-2000 Hamburg 6. Tel: (040) 43-71-44. Telex: 2164524. Chief Exec.: Horst Tubbesing; Gen. Mgr.: Christine Schwarz-Stemmler.

Euro-American Music Serv., Postfach 1525, Grafingerstr. 226, D-8360 Deggendorf 1. Tel: (0991) 24866. Telex: 69780. Pres.: Karl Lesser Jr.; Gen. Mgr.: Charlotte Vaughn; Sales Mgr.: Peter Garattoni. (Distributor/Importer/Exporter)

Eurodisc, see Ariola-Eurodisc.

Europa, see Miller.

Europäische Bildungsgemeinschaft Verlags GmbH (div. of Bertelsmann), Lindenspuerstr. 32, D-7000 Stuttgart 1. Tel: (0711) 6-68-31.
Labels: (Owmed) EBG, Opera.

Europhon Musikproduktion, Rotkreuzplatz 2a, D-8000 Munich 19. Tel: (089) 16-90-49. Pres. & Gen. Dir.: Walter Kuhnert.

Eurosound, see Falcon.

Eurotape GmbH & Co. KG (IFPI), Buckower Chaussee 60-68, D-1000 Berlin 48. Tel: (030) 721-80-88. Telex: 183369. Pres.: Burckhard P. Kuschi; Sales Mgr.: Frank D. Dreher.

Extra, see RCA.

F S M, see Fono.

Fairy Recs./Matuschka & Streibel, Kaiserstr. 209, D-7500 Karlsruhe 1. Tel: (0721) 84-84-56, 29015. Telex: 7826539 Hifa. Chief Exec.: Peter Streibel. (Distributor/Importer)

Falcon Schallplatten, Rosmer & Co., Postfach 1423, Dststr. 64, D-2000 Nordstedt 1. Tel: (040) 522-30-48. Telex: (02) 174564.
Labels: (Owmed) Eurosound, Falcon, Florett, Golden Sound, Hit.

Far Musikverlag, 18 Wittelsbacherstr., D-1000 Berlin, 13. Tel: (030) 80-10-81. Cable: INTRUMUSIK. Telex: 183008. Chief Execs.: Frank Farion, Peter & Thomas Meisel; Publ' Dir.: Karl-Heinz Kleinpomp.

Fidula-Verlag Holzmeister GmbH (IFPI), Ahornweg 19/21, D-5407 Boppard/Rhein. Tel: (06742) 24-88. Gen. & Sales Mgr.: Georg Holzmeister.
Labels: (Owmed) Fidula Cassette, FidulaFon.

Firebird, see Airlift.

First Class, see Bellaphon & Fonoteam.

Flame, see Deutsche Austrophon.

Florett, see Falcon.

Flower-Recs. Schallplatten, Rheinweg 29, D-5300 Bonn. Tel: (02221) 23-49-55. Owner & Gen. Mgr.: Horst Goetze.

Folk-Record, see Autogram.

Folk-Song, see Thorofon.

Folkvariety Recs., Postfach 110142, D-2800 Bremen. Tel: (0421) 7-49-10. Owner: Juergen Fuess.

Fono (Schallplattengesellschaft mbH) (IFPI), PO Box 2780, Friedrich-Eberstr. 110, D-4400 Muenster. Tel: (0251) 7-71-91. Telex: 892773. Pres. & Gen. Mgr.: Heinrich Brockhoff; Sales Mgr.: Christof Voll.
Label: (Owmed) FSM.

FonoteamProduktions & Vertriebsgesellschaft mbH, Iseplatz 8, D-2000 Hamburg 20. Tel: (040) 47-40-64. Gen. Mgr.: Klaus Laubrunn.

Labels: Acanta, Berolina, First Class, Heimat Melodie, Peg, Peggy, Piccolo.

Fontana, see Phonogram.

Frankhe & Co. KG (Vereinigte Verlags-Gesellschaften), Karlsbader Ring 54, 8060 Dachau. Tel: (08131) 1-39-22. Mng. Dirs.: Paul Franke, Christian Unnka.
Labels: (Owmed) Gloriphon, Hypnopædia, Lingua Quick, Primaphon.

Froggy, see Bellaphon Int'l.

Funktionelle Musik GmbH, Lehrstr. 28, D-8000 Munich 60. Tel: (089) 83-60-38. Gen. Mgr.: Leo E. Horriang; Sales Mgr.: Michael Hartmann.

Funkturnerlage Musikprod'n & Ed. Munich GmbH, (IFPI), Postfach 0267, D-1000 Berlin 41. Tel: (030) 796-1769, (089) 564-803. Cable: FUNKTURNERLAGE. Gen. Mgrs.: Dr. Joe Sehentai, Bert Hilby.
Labels: Bifu, Funky, Munich.

Funky, see Funkturner.

Fusion, see Bellaphon Int'l.

G E M, see Hardt.

G M V (Gigi Musikvertrieb) Schnabel GmbH, Kohlentwiete 6, D-2000 Hamburg 50. Tel: (040) 851-1131. Telex: 213308. Dir.: Dieter Schnabel. (Distributor/Importer-independent labels, deletions, overstocks)

G R P, see Ariola-Eurodisc.

G W, see Rams Horn.

Gala, see Multibrand.

Gate Maximum Fidelity, see Audio Trade.

Gateberg-Studios, Forchenweg 21, D-7117 Bretfeld/Schwabbach. Tel: (07946) 434. Gen. Mgr.: Ewald Schumacher.

GammaRock Musik GmbH, Mauerkircherstr. 2, D-8000 Munich 80. Tel: (089) 98-42-22. Mng. Dir.: Gerhard Augustin; Gen. Mgr.: Thomas Gegenberger.

Get Up!, see Disc Int'l.

Ghette, see Sonic Arts.

Global Recs. (IFPI), Nederalingerstr. 21, D-8000 Munich 19. Tel: (089) 15-10-63. Cable: GLOBALMUSIC. Telex: (05) 215019. Pres.: Peter Krusten; Label Mgr.: Michael König. (Licensed to Metronome)

Gloriphon, see Franke.

Gluckliche Zukunft, see Intercord.

Gold, see Agil.

Golden Soul, see Sonic Arts.

Golden Sound, see Falcon.

Golden State, see Sonic Arts.

Golden 12, see RCA.

Gonilla Musik-Produktion (IFPI), Hallerstr. 72, D-2000 Hamburg 13. Tel: (040) 410-2161. Telex: 2173368. Gen. Mgrs.: Achim Reichel, Frank Dostal.
Labels: (Owmed) Ahorn, Vagabond.

Great Funk, see Lesser.

Grehphon, see Polyband.

Gruener & Jahr AG & Co., Bereich Tontraeger, PO Box 302040, Fontenay 11, D-2000 Hamburg. Tel: (040) 41-18-31-75. Telex: 2195229. Chief Exec.: Wojo Euler; Admin. Mgr.: Manfred Heydweiller; Sales Mgr.: Manfred Sippl; Mktg. Mgr.: Winnich Derlien.
Labels: (Owmed) Marifon, Marifon Risiko; (Licensed) Memory.

Gruppe & Lied, see Thorofon.

Gulp Recs. & Tapes, Kiessstr. 41, D-6000 Frankfurt 1. Tel: (0611) 70-10-00. Mng. Dir. & Prod. Dir.: Peter Strauss. (Licensed to Bellaphon Int'l)

H H G Henning Handelsgesellschaft mbH, PO Box 1150, D-7263 Bad Liebenzell 1. Tel: (07243) 1-40-14. Telex: (07) 82864.
Branch: Ettlingen bei Karlsruhe, Englerstr. 24.

H G B S, see MFS.

H H B Prod'n, see Rockport.

H & L (Hoeren & Lernen), see Schwann.

H M V, see EMI Electrola.

H T V, see Hanseatische.

Hammer, see Spring.

Hampton, see Studio-Ton.

Hansa Int'l, see Hansa Musik.

Hansa Musik Prod'n GmbH (IFPI), Wittelsbacherstr. 18, D-1000 Berlin 31. Tel: (030) 88-10-81. Cable: INTRUMUSIK. Telex: 183008. Dirs.: Irmtud, Peter & Thomas Meisel; Gen. Mgr.: Hans-Eberhard Blume; Sales Mgr.: Sylvia Schuettrumpf; Int'l: George Glueck. (Licensed to Ariola-Eurodisc & Polygram Int'l.)
Labels: (Owmed) Der Andere Song, Hansa, Hansa Int'l, Rocktopus.

Hanseatische Tontraeger Vertriebs GmbH (HTV), Grosser Kamp, D-2000 Hamburg, Barshuettel. Tel: (040) 670-1089. Telex: 2164047. Gen. Mgr.: Reiner Hogre.

Labels: Clear Sound, HTV, Melo Cord, TT.

Happy Recs. Schallplatten GmbH (IFPI), Oederweg 26, D-6000 Frankfurt/Main. Tel: (0611) 59-03-19. Gen. Mgr.: Johann Michel; Gen. Mgr.: Adolf Wilms.

Hardt Cassetten GmbH, Muehlenweg 3a, D-6370 Oberursel. Tel: (06172) 3-59-53. Gen. Mgr.: Wolfgang Engelhardt.
Labels: (Owmed) GEM, Hardt; (Licensed) CMS.

Harmonia Mundi Schallplatten GmbH & Co. Musikproduktion, Dischingerstr. 5, Heidelberg. (Licensed to EMI Electrola)

Harvest, see EMI Electrola.

Heimatland, see Bellaphon Recs.

Heimat Melodie, see Fonoteam & RCA.

Helikon Musikverlag GmbH, Dischingerstr. 5, D-6900 Heidelberg. Tel: (6221) 7-30-45. Telex: 461832. Mgr.: Hanno Pfisterer. (Distributor)

Heliodor, see DGG.

Helm, see Heinz Ulfm.

Herakles-Recs., Suedring 11, D-3502 Velmar 1/Kassel. Tel: (0561) 82-27-73. Owner: Regina Theis.

Hexagone, see Antagon.

Hiltpoltstein (Tonstudio), Am Stock 7, D-8551 Hiltpoltstein. Tel: (09192) 73-26. Telex: 624282. Owners: Jonas Post, Manfred Neuner.
Labels: (Owmed) Castle, Erkoening, Shark, U.

Hit, see Falcon.

Hitburger Musik GmbH, Geiseltgasse-Str. 80, D-8000 Munich 90. Tel: (089) 64-03-57, 64-02-67. Mng. Dir.: Andrea Andergest.

Hit Pick Music, Baieralch 21A, D-8191 Herrnhausen/Dbb. Tel: (08179) 81-01. Prod'n Mgr.: Michael Frielinghaus; PR & Promo.: Sabine Jochums. Hoeren & Lernen, see Schwann.

Hoerzu, Kaiser-Wilhelmstr. 6, D-2000 Hamburg 36. Tel: (040) 347-2396/2831.

Hohner, see Airlift.

Juliana Hopp GmbH, Backnangerstr. 74, D-7152 Aspach 1. Tel: (07191) 2-02-05. Telex: 7262116. Gen. Mgr.: Peter Hopp. (Record & Tape Wholesaler/Importer/Exporter)

Hypnopædia, see Franke.

I C S, see Innovative Communication.

I D S (International Disc Serv.) (IFPI), PO Box 140105, Auf der Schanz 44, D-8500 Nuernberg 14. Tel: (09171) 6688. Telex: (06) 23987. Dirs.: Hans-Joachim Rohr; Gen. Mgr.: Walter Ruff; Sales Mgr.: Sigurd Lohr.
Labels: (Owmed) Elias, IDS, Programm.

I D T-Music GmbH, Faunastr. 49, D-4000 Dusseldorf. Tel: (0211) 68-45-55. Chief Execs.: Dirk & Ingrid Tillen.

I M S (Int'l Music Serv.) (member of the PolyGram group), In Den Kolkwiesen 44, D-3012 Langenhagen. Tel: (0511) 73-06-82. Telex: 923671. Prod. Mgr.: Knut Schulze; Gen. Mgr.: Volker Grasshoff. (Importer)

I R S/Hjalmar Harms, PO Box 104501, D-2800 Bremen. Tel: (0421) 31-87-70. Cable: CHARTS. Mng. Dir.: Hjalmar Harms. (Distributor/Importer/Exporter)

Idee Tontraeger GmbH (IFPI), Wangelstr. 5, D-2000 Hamburg 20. Tel: (040) 420-10-56. Telex: 213485. Mng. Dir.: Jenny Arnie.
Labels: (Owmed) Arrow, Idee, Rose.

Impression, see Deutsche Buch-Gemeinschaft.

Impromptu, see Da Camera.

Immus (Internationaler Musik-Serv.), Elisabethstr. 38, D-8000 Munich 40. Tel: (089) 271-3781. Telex: 529144. Chief Exec. & Gen. Mgr.: Hans Weverka.
Label: (Owmed) Abacca.

Innovative Communication (IC) (IFPI), Kirchstr. 6, D-3108 Winsen/Alley. Tel: (05143) 8003. Telex: 925019. Owner: Klaus Schulze; Gen. Mgr.: Mark Sahautzky; Sales Mgr.: Michael Barrens.
Label: (Owmed) IC.

Instant, see Line Music & RCA.

Intercord Tongesellschaft mbH (IFPI), Aixheimerstr. 26, D-7000 Stuttgart 75. Tel: (0711) 47-51-41. Telex: (07) 28114. Gen. Mgr.: Herbert R. Koltsch; Mktg. & Sales Mgr.: Volker A.W. Bell.
Labels: (Owmed) Blow Up, Intercord, Saphir, Spiegelei; (Licensed domestic) Aves/Arvon, Gluckliche Zukunft, Toledo; (Licensed foreign) BBC, Black Lion, Cherry Red, Cube, Electric, Freedom, Graduate, Gull, Ice, Kingdome, KR, Mute, Pinnacle, Ready Steady Go!, Secret, Sonet, Y-Recs. (all UK); Rag Baby (USA).

International Musikproduktion, Hochhaus, D-6096 Rannheim. Tel: (06142) 2-23-92, (06107) 4301. Cable: INTERMUSIC. Mng. Dir.: Wolfgang Heinrich; Adv., Press & PR: Hedi Zoller.

Intersound Musikverlag-Musikproduktion-Musikvertrieb GmbH & Co. KG (IFPI), Schleibinger Str. 10, D-8000 Munich 80. Tel: (089) 48-81-51. Dirs.: Gerhard & Rotheide Narholz.
Labels: (Owmed) Blossom, Intersound, Pro Viva, Studio One; (Licensed) Crea Sound (Canada).

Isarton Beka Schallplatten, Königswieserstr. 16, D-8035 Gauting bei Munich. Tel: (089) 850-1098/4111/4008. Mng. Dir.: Alfons Bauer.

Iton Musikproduktion-Verlag, Ludwigstr. 11, D-8033 Krailling. Tel: (089) 857-4499. Mng. Dir.: Ingo Klingbell.

J A P D, see ECM.

Jaceys Soul City Shop Rec., Budapeststr. 44, D-2000 Hamburg 4. Tel: (040) 439-7919. Telex: 2164169. Dir. & Sec'y: John N. Powell. (Distributor/Importer)

Jaguar Musikproduktion (IFPI), Schierbrockerstr. 29, D-2875 Ganderkesee 3. Tel: (04221) 53497, 87622. Cable: JAGUARMUSIC. Pres.: Bob Chester; Gen. Mgr.: H. Schweizer.
Labels: (Owmed) Cine Art Int'l, Coup, Jaguar.

Jax Pax, see Juicy Peeple.

Jeton, see Audio Team.

Jeton Digilog, see Deutsche Austrophon.

Juicy Peeple, Anklamer Ring 18, D-2000 Hamburg 73. Tel: (040) 647-62-80. Owner: Jimmy Pratt.
Label: (Owmed) Jax Pax.

Juke Box, Steinstr. 53, D-8000 Munich 80. Tel: (089) 48-79-30, 48-77-95. Dir.: Harry Fox.
Labels: (Owmed) Juke Box, Sex.

Junge Gemeinde (Verlag), PO Box 979, Fangelsbachstr. 11, D-7000 Stuttgart 1. Tel: (0711) 64-30-15. Gen. Mgr.: Siegfried Krumrey.
Label: (Owmed) Credo.

Erich Jung Musik (IFPI), Ledderhoserweg 19, D-6550 Bad Kreuznach. Tel: (0671) 6-90-07. Chm. & Pres.: Erich Jung; Gen. & Sales Mgr.: W. Kullmann.
Labels: Divina, EJM, Mirata.

Jupi, see Jupiter.

Jupinchen, see Jupiter.

Jupiter Recs. GmbH & Co. KG, Hoechststr. 2, D-8000 Munich 80. Tel: (089) 98-49-26. Telex: 522946. Owner & Pres.: Ralph Siegel; Mng. Dir.: Werner Schueler; Bus. Affairs Mgr.: Red Herrschmann; Int'l Mgr.: Victor Antippas.
Labels: (Owmed) Jupi, Jupinchen, Jupiter; (Licensed) Prelude (USA).

K-tel Int'l GmbH, Schlitzerstr. 6-8, D-6000 Frankfurt/Main. Tel: (0611) 41-01-91. Telex: (04) 17292. Gen. Mgr.: Jens R. Boldt; Sales Mgr.: Frank Pletsch.

Kacha, see Lesser.

Kaleidoskop, see Star.

Karma Musikproduktion GmbH, Hofbrunnstr. 11b, D-8000 Munich 71. Tel: (089) 79-90-41. Telex: (05) 28403. Pres.: Helmar Kunte; Promo. Head: Karin Wirthmann.
Labels: (Owmed) Disco-Tram, Karma.

Karusell, see DGG & Polydor.

Fred Kersten KG, Grueninger Weg 2, D-6301 Pohlheim. Tel: (06404) 49-00. Gen. Mgr.: Fred Kersten; Sales Mgr.: Frauke Weizer.
Labels: (Owmed) Kerston, Proton.

Kingsound, see Kingtone.

Kingtone GmbH, Esmarchstr. 27, D-8000 Munich 50. Mng. Dir.: Erwin Koenig.
Labels: (Owmed) Kingsound, Kingtone, Starsound.

Kiosk, see Suede.

Kitty, see Schulte & Gerth.

Klingklang, see EMI Electrola.

Kopf, see Roof-Music.

Kosmische Kurier, see Venus.

D. Kretz (Automaten-Serv.), Sofenstr. 179, D-7050 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost. (Distributor/Importer)

Kuckuck Schallplatten, Habsburgerplatz 2/2, D-8000 Munich 40. Tel: (089) 33-20-78. Cable: RAHNPRDPRODUCTIONS. Telex: (05) 215497. Owner: Eckart Rahn. (Licensed to Teldec)
Labels: ERP, Kuckuck.

L & P (Leuenhagen & Paris), Lister Melle 39, D-3000 Hanover. Tel: (0511) 31-30-55.

L + R Recs. GmbH, Kohlseeweg 4, D-6072 Dreieich. Tel: (06103) 62081. Telex: 4185229. Chief Exec.: Horst Lippmann. (Licensed to Bellaphon Int'l)

L R S Schallplatten GmbH, Fabrikstr. 78, D-7150 Backnang. Tel: (7191) 8-43-80. Telex: 7245948. Gen. Mgrs.: Bernhard Roessle, Peter Schier. (Exporter)

L S, see Suede.

Lagua, see Heinz Brinker.

Lanteen Produktion Wort & Music & Bild, PO Box 660226, D-2000 Hamburg 5. Tel: (040) 6-07-064. Owner: Hannes Flesner.

Larry's Rec. Serv., Fabrikstr. 78, D-7150 Backnang. Tel: (07191) 84380. Telex: 7245948. Contact: Bernhard Roessle. (Importer/Exporter)

Lesser Int'l, Postfach 1525, Grafingerstr. 226, D-8360 Deggendorf. Tel: (0991) 30866. Telex: 69780.
Labels: (Owmed) Balchwork, Conquest, Dance-O-Disc, Disc-O-12, Great Funk, Kacha, Limo (Licensed) Bolognese (USA).

Leuenhagen & Paris, see L & P.

Liberty, see EMI Electrola.

Limo, see Lesser.

Line Music GmbH, Parkallee 20, D-2000 Hamburg 13. Tel: (040) 41-71-80. Telex: 213167. Owner: Uwe Tessnow; Pres.: Jutta Tessnow; Gen. Mgr.: Peter Bruehning.
Labels: (Owmed) Instant (licensed to RCA), Outline (licensed to Teldec).

Line Recs. GmbH, Parkallee 20, D-2000 Hamburg 13. Tel: (040) 41-71-80. Telex: 213167. Pres.: Uwe Tessnow; Gen. Mgr.: Peter Bruehning. (Licensed to Teldec)

Labels: (Owmed) Line, Mainline.

Lingua Quick, see Franke.

Lollipop GmbH, Landwehrstr. 85, D-8000 Munich 2. Tel: (089) 53-93-03. Telex: 529172. Pres.: C. Barry; Gen. Mgr.: Wolfgang Dorsch.
Labels: (Owmed) Lollipop; (Licensed foreign) Belltone, F. Cannon, Original Sound, Sea.

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Heidelberg 1. Tel: (06221) 80-38-00, 80-10-10. Mng. Dir.: Rudiger Eck.
Labels: (Owned) CRP, MDT.
 M P N, see Hans-Juergen Schipper.
 M P S Recs. GmbH (IFPI), PO Box 1750, D-7730 Villingen. Tel: (07721) 5-20-07. Telex: 792548. Gen. Mgr.: Hans Georg Brunner-Schwer; Financial Dir. & Sec'y: Hans Wollschlaeger. (Licensed to Metronome)
Label: (Owned) HGBS, MPS
 Maerchenland, see DPP & Polyband.
 Maestro, see CBS.
 Magna Tontraeger Produktions GmbH (IFPI), Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 68-440-28. Telex: (01) 83845. Dir.: Juergen Freidank, Karl Moessnang. (Tape only)
Labels: (Owned) Magna, Music Mobile, Sandmaennchen; (Licensed) International Artist (UK).
 Mainline, see Line & Teldec.
 Mandolino, see Deutsche Austrophon.
 Manuela Sound Musik, Allestr. 47, D-4100 Duisburg. Tel: (0203) 56-06-86. Telex: 98257. Mng. Dir.: Heinrich Schaechter.
 Helmut Marcuse (Schallplatten-Import), Thomasstr. 8, D-6000 Frankfurt/Main 1. Tel: (0611) 43-97-94, 44-10-22. Telex: (04) 189306. Chief Exec.: Helmut Marcuse. (Importer/Exporter)
Labels: (Licensed foreign) All Life (France), Big Band Library (USA), Bourg (France), Bulldog (UK), Canyon (USA), Columbia Collectors (USA), Creative World (USA), Dark Orchid (USA), Duke (Italy), Flyright/Magpie (UK), Folkways (USA), Gramavision (USA), Hed Azzi (Israel), Howard (UK), Lyricord (USA), Muse (USA), Musica (France), Owl (France), Pan Vox (Greece), Playasound (France), RCA Int'l (UK), Raretone (Italy), Route 66 (Sweden), Sonodisc (France), Spottlite (UK), Tax/Classic Jazz (Sweden), Trend/Discovery (USA), Bruno Walter Society (USA).
 Marifon, see Gruener + Jahr.
 Manno Recs., Limbeckstr. 128, D-4630 Bochum 7. Tel: (0234) 23-17-60. Owner: Heinz Meiser.
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 Masterworks, see CBS.
 Mediafon (IFPI), Hermann-Loewenstr. 7, D-5650 Solingen 11. Tel: (02122) 7-97-31. Gen. Mgr.: Hans G. Thelen.
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 Melosmusik, see Teldec Import Serv.
 Membran GmbH (Musik-Vertrieb)/J. Jacobsen Waren Kontor GmbH, Weidestr. 120, D-2000 Hamburg 76. Tel: (040) 220-12-56. Telex: 2161368. Pres.: Juergen Jacobsen; Gen. Mgr.: Claus-Holger Lehfeldt; Sales Mgr.: Rainer Scheer.
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 Mercury, see Phonogram.
 Meteor, see Deutsche Buch-Gemeinschaft.
 Metronome Musik GmbH (IFPI), Ueberseering 21, D-2000 Hamburg 60. Tel: (040) 63-80-31. Telex: (02) 174735. Mng. Dir.: Heino Wirth; Deputy Mng. Dir.: Ray Schmidt-Walk; Nat'l A&R Mktg. Dir.: Detlef Kroemker; Int'l A&R Mktg. Dir.: Wolfgang Johannesen; Gen. Mgr.: Juergen Werner.
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 Miller Int'l Schallplatten GmbH (IFPI), Justus von Liebig-Ring 2-4, D-2085 Quickborn. Tel: (04106) 50-01. Cable: MILIN. Telex: 212386. Gen. Mgr.: Harald A. Kirsten; Sales Mgr.: Hans-Martin Neumann.
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 Mirala, see Erich Jung.
 Mixtur-Schallplatten GmbH, Rosenheimerstr. 35, D-1000 Berlin 30. Tel: (030) 211-2050. Gen. Mgr.: Manfred Ganady.
 Moers Music (IFPI), PO Box 1612, D-4130 Moers 1. Tel: (02841) 7741. Telex: 8121216. Pres.: Burkhard Hennen; Gen. & Sales Mgr.: Auel Markens.
 Moewe, see Esplanade.
 Monogram, see Autogram.
 Mountain Music, see Roland.
 Multibrand oHG Volker Ahrens & Co. (IFPI), August Mogler Str. 23, D-7100 Heilbronn/Neckar. Tel: (07131) 4-10-68. Telex: 728366. Mng. Dir.: Volker Ahrens.
Labels: (Owned) Audiophon Classic, Gala, Silversound, Viola Classic.
 Munich, see Funkturm.
 musica viva Schallplatten, Sprietzerweg 25, D-2110 Buchholz. Tel: (04181) 3-34-53. Gen. Mgr.: Dieter W.W.
 Music Distributor GmbH, Wendenstr. 25, D-2000 Hamburg 1. Tel: (040) 24-25-96. Gen. Mgr.: Dieter Moench; Sales Mgr.: Achim Groteclaus; Prod. & Mktg. Mgr.: Matthias Doering. (Distributor)
 Music Factory GmbH, PO Box 3640, Weihergarten, D-6500 Mainz. Tel: (06131) 10-741. Pres.: Dr. Peter Hanser-Strecker; Gen. Mgr.: Juergen M. Luczak.
Label: (Owned) Songbird.
 Musician's Rec. Co., see EMI Electrola.
 Musikant, see EMI Electrola.
 Music Mobile, see Magna.
 MUSICCONTACT GMBH, Dschingerstr. 5, D-6900 Heidelberg. Tel: (06221) 7-30-44. Telex: 461832. Gen. Mgr.: Hanno Pfisterer. (Distributor/Wholesaler/Exporter/Importer)
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 Musicrod Musikprod'n & Verlag GmbH & Co., Moonweg 12, Ganderkesee 1. Tel: (04222) 18-16. Telex: 025655. Gen. Mgr.: Jacky Barkow.
Labels: Emston, Musicrod.
 N P R, see Dieter Boek.
 N W, see Bellaphon Int'l.
 Nagara, see Bellaphon Int'l.
 Nature, see Metronome.
 Niederdeutsche Stimmen, see Schuster.
 Noa-Musikproduktion, PO Box 2550, Schulstr. 5, D-4830 Gutersloh 1. Tel: (05241) 2-06-06, 2-06-26. Mng. Dir.: Nobby Morkes; Prod'n Mgr.: Chris Fischer.
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 Odeon, see EMI Electrola.
 Offers, see Rockport.
 Dhr Today, see Venus.
 Dhr Today, see Venus.
 Dhwurm Recs. GmbH (IFPI), Schlossgasse 12, D-8750 Aschaffenburg (Bavaria). Tel: (06021) 2-88-14. Telex: 4188733. Chief Exec.: E.E. Korbel; Gen. Mgr.: F. W. Korbel; Sales Mgr.: L. Steigerwald.
 Oii, see Esplanade.
 Opera, see Europaeische.
 Opus 3, see Audio Trade.
 Orchestrola, see Deutsche Austrophon.
 Orchestre, see Rockport.
 Outline, see Line Music & Teldec.
 Oversea, see Deutsche Oversea.
 P A Schallplatten, PO Box 1242, Hafendamm 46, D-2390 Flensburg. Tel: (0461) 2-71-90. Pres.: Jens Dieter Badura.
Labels: (Owned) PA, PA Int'l, Pyramid, Werba-Ton.
 Pallas GmbH (Schallplattenfabrik), Auf dem Esch 8, D-2840 Diepholz. Tel: (05441) 22-93, 28-12. Telex: (09) 41221. Gen. Mgr.: Rolf Neumann, Hans Oestreich Sr.
 Panda Music Produktions GmbH, Schmidts Breite 15, D-2402 Hamburg 93. Tel: (040) 75-12-29. Gen. Mgr.: Reinhard Zaum.
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 Papagayo, see EMI Electrola.
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 Parlophone, see EMI Electrola.
 Pastels, see Canto & Bellaphon Int'l.
 Pathe Marconi, see EMI Electrola.
 Pat Palmos, see Schwann.
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 Pergola, see Phonogram.
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 Pilot, see Spring.
 Piz, see Venus.
 Pinball Recs. GmbH, Nihackstr. 5, D-1000 Berlin 10. Tel: (030) 342-2219. Mng. Dir.: Joachim Heider.
 Pläne GmbH (IFPI), Braunschweigerstr. 20, D-4600 Dortmund 1. Tel: (0231) 81-89-25. Telex: (08) 22922. Gen. Mgr.: Wolfgang Frickenhaus; Sales Mgr.: Joachim Winderich; PR: Ralf Flechner.
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 Polyband Gesellschaft fuer Tontraeger GmbH & Co. KG (IFPI), Lindwurmstr. 95, D-8000 Munich 2. Tel: (089) 53-08-81. Telex: (05) 22636. Pres.: Wolfgang G. Winkel; Sales Mgr.: Detlef E. Duenker.
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Portobello, see Trion.

Portrait, see CBS.

Primaphon, see Franke.

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Programm, see IDS.

Prominent, see Teldec.

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R C O Show-Music Prod'n GmbH, Hubertusstr. 76, D-8035 Gauting. Tel: (089) 850-2790. Owner: Werner Berthold van der Bourgh.

R M C, see Radio-Music-Recs.

Racket Recs., see Deutsche Astrophon.

Radio-Music-Recs., Bregenzstr. 13a, D-1000 Berlin 15. Tel: (030) 881-4280. Mng. Dir.: Paul Woltschach. Labels: (Owned) Coda, Radio Music (RMC).

Rainbow Recs. GmbH, Petterweistr. 4-8, D-6000 Frankfurt/Main. Tel: (0611) 43-01-75. Telex: 413037. Gen. Mgr.: Datty Ruth; Ass't to Gen. Mgr.: Heige Post; Sales Mgr.: Klaus Mewes. (Distributor/Importer of UK labels).

Rams Horn Recs. GmbH & Co. KG, Maarweg 233, D-5000 Cologne 30. Tel: (0221) 49-10-75. Co-Pres.: Guido & Simone Weyprecht; Gen. Mgr.: Joe van Berk. Labels: (Owned) GW, Rams Horn.

Ranger Recs., Mauritiusenweg 5, D-5000 Cologne 1. Tel: (0221) 24-25-49. Chief Exec.: Margaretha Braeutigam; Gen. Mgr.: Willy Braeutigam; Sales Mgr.: Cornelia Weingarten.

Raphaele Recs., PO Box 107, Liebigstr. 1/4, D-8230 Bad Reichenhall. Tel: (08651) 32-19. Pres.: Dr. Gustav Zagler; Gen. Mgr.: Guenther Zagler; Sales Mgr.: Peter Siwek. Labels: (Owned) Raphaele, Zagler.

Rare Bid, see Bellaphon Int'l.

Reflektor, see Metronome.

Regal Zonophone, see EMI Electrola.

Regina, see Otto Wrede.

Repertoire, see Sonic Arts.

Repertoire Recs., Theresiensteig 3, D-2000 Hamburg 76. Tel: (040) 229-20-51. Cable: SLEZAKMUSIC. Telex: 213425. Chief Exec.: Killy Kumberger. Label: (Licensed foreign) Towerbell (UK).

Reprise, see WEA.

Reussl, see EMI Electrola.

Richter GmbH (IFPI), Am Sandbach 32, D-4030 Ratingen. Tel: (0203) 70-00-34/42-36. Telex: (08) 585241.

Risiko, see Gruner + Jahr.

Risikant, see Eigelstein.

Rockmasters Musikverlag, Landwehrstr. 85, D-8000 Munich 2.

Rockport Recs. GmbH, Kurfurterstr. 23, D-6050 Offenbach/Main. Tel: (0611) 86-89-36. Telex: 414896. Gen. Mgr.: Bernd Gruber; Sales Mgr.: Michael Hamburg. (Licensed to Teldec) Labels: (Owned) Blubber Lips, Lotus, Offers, Rockport; (licensed) Dickwurz, Erkoenig, HMB Prod'ns, Ornament, Vibratone.

Rocktopus, see Hansa & Ariola-Eurodisc.

Rock-Trend, see Wolfgang Becken.

Roland Recs. (IFPI), Furtwaengerstr. 27, D-6900 Heidelberg. Tel: (06221) 47-27-11. Pres.: Roland Steinel; Gen. Mgr.: Joe Mountain; Sales Mgr.: Roman Saylor. Labels: (Owned) Mountain Music, Roland.

Roof-Music Schallplatten & Verlags GmbH (IFPI), Prinz-Regentstr. 50-60, D-4630 Bochum. Tel: (0234) 77-36-50. Telex: (08) 25756. Dir.: Horst Krause; Gen. Mgr.: Juergen Triebel; Sales Mgr.: Bernd Kowalzik. Labels: (Owned) Kopf, Roof; (licensed) Potato (USA).

Rose, see Idee.

Rotaria, see Simon.

Roxon, see Bellaphon Int'l.

Royal Splendid, see Deutsche Tanzmusik.

Ruessl Raecords, see Star.

S A C-PCM Digital, see Sonic Arts.

S D G, see Cantate.

S + G, see Schulte + Gerth.

S L, see Bellaphon Int'l.

S P & S Recs. (Deutschland) GmbH, Suitbertusstr. 137, D-4000 Duesseldorf 1. Tel: (0211) 31-40-95. Telex: 8588355. Mng. Dir.: Tony Harris. (Distributor/Importer - Deletions/Overstocks).

Sandmaennchen, see Magna.

Saphir, see Intercord.

Sastruphon, see Da Camera.

Satyr, see Delta.

Savoy, see Ariola-Eurodisc.

Schaffter, see Ariola-Eurodisc.

Hans-Juergen Schipper Musik-Produktion, PO Box 1161, Fritz Reuter Str. 52, D-2940 Wilhelmshaven. Tel: (04421) 6-08-82. Mng. Dir.: Hans-Juergen Schipper. Label: (Owned) MPN.

Schuesseloch, see Bellaphon Recs.

Schwert Wergo, see Wergo.

Schulte + Gerth (Verlag), Emmeliusstr. 31, D-6334 Asslar. Tel: (06441) 84-61. Telex: 483794. Mng. Dir.: Klaus Gerth; Mgr.: Rainer Schaefer; Sales Mgr.: Christian Hellwig; Prods.: Mike Weller, Margret Birkenfeld. Labels: (Owned) Kitty, Lord, S + G.

Peter Schuster, Weserstr. 23, D-1000 Berlin.

Schuster (Verlag), Wilhelm-Sallmannstr. 11, Mozartstr. 54, D-2950 Leer/Ostfriesland. Tel: (0491) 27-73. Owner: Theo Schuster. (German dialects recs. only).

Labels: (Owned) Schuster, Niederdeutsche Stimmen.

Schwann Paedagogischer Verlag GmbH (IFPI), Am Wehrhahn 100, D-4000 Duesseldorf. Tel: (0211) 36-03-01. Dir.: Dr. Hans Heymar; Gen. Mgr.: Wilhelm Biswanger; Sales Mgr.: Elyert Koch. Labels: (Owned) AMS Musica Sacra, H&L (Hoeren & Lernen), Pat Pat-mos, Schwann Studio, VMS Musica Mundi.

Scout, see Texel.

Selected Sound Musikverlag GmbH & Co. KG (IFPI), Poeseldorfer Weg 20, D-2000 Hamburg 13. Tel: (040) 410-5005. Telex: (02) 14909. Owner & Pres.: Peter M. Majewski (Distributor)

Seon, see RCA.

777 Musik-Produktion-Verlag, Kirchstr. 8, D-4100 Duisburg 14. Tel: (02135) 61-16-7. Pres.: Lambertus B. de Jonge Sr.; PR: Werner Schwarz. Sex, see Juke Box.

Shark, see Hiltpoltstein.

Show Business (Ed.) (IFPI), Gunter Greffenius & Co. oHG, Schumannstr. 8, D-8000 Munich 80. Tel: (089) 47-10-94. Telex: 0524746. Chief Exec. & Gen. Mgr.: Dr. Gunter Greffenius. Labels: (Owned) Coloursound, Show Business; (licensed foreign) Bagatelle (France); Frost (Norway); Aris, Beat, Cardium, Cenacolo, Duse, Music Parade, Nelson, Neriede, New Bingo, Penta Phon, Picci, Pony, Rhombus, Sevenman (all Italy).

Sidewalk, see EMI Electrola.

Siebenpunkt Verlags GmbH, Habsburger Platz 1, D-8000 Munich 40. Tel: (089) 33-18-08. Gen. Mgr.: H. Schmidt.

Sieg-Ton (Ed.) Musikverlags GmbH (IFPI), Drei-Kaiser-Eiche 19, D-5202 Henfel-Sieg. Tel: (02242) 8-21-21, 33-55. Labels: (Owned) EST, Sieg-Ton.

Signal, see Miller.

Silent Sun, see Trion.

Silversound, see Multibrand.

Simon Recs. (IFPI), Zigeunerweg 45, D-8104 Grainau. Tel: (08821) 88-71. Chief Exec.: Hans Arno Simon. Labels: (Owned) Rotaria, Simon.

Sire, see WEA.

Sky Recs. GmbH (IFPI), Nordhaeuser Weg 16, D-2000 Hamburg 61. Tel: (040) 551-2641. Owners: Guenter Koerber, Frank-Michael Wegand. Software, see Bellaphon Int'l.

Solist, see Teldec.

Songbird, see Music Factory.

Sonic Arts Corp., Lerchenstr. 30, D-6751 Rodenbach. Tel: (06374) 6921. Exec. VP: Herbert P. Haas. Labels: (Owned) Direkt to Disk, Gilette, Golden Soul, Golden State, Nostalgia, Repertoire, SAC-PCM Digital, Sonic Arts, Super Dimension Six. Special, see RCA.

Spiegel, see Intercord.

Spoon, see Teldec Import Serv.

Spotlight, see Supertone.

Spring Music-Verlag & Produktion GmbH (IFPI), Leyboldstr. 1, D-5000 Cologne 51. Tel: (0221) 38-44-48. Gen. Mgr.: Guenter Faust. Labels: (Owned) Hammer, Pilot.

Square, see Star.

Squeaky Shoes Recs., Zaehngerplatz 4, D-7750 Konstanz. Mng. Dir.: Hildegard Pena-Rojas.

Star-Club, see Phonogram.

Starlet, see Supertone & Bella Musica.

Starline, see EMI Electrola.

Star Musikproduktion GmbH (IFPI), Wangelstr. 5, D-2000 Hamburg 20. Tel: (040) 42-1056. Telex: 213485. Chief Exec.: Ralf Arnie; Sales Mgr.: Jenny Arnie. Labels: (Owned) Kaleidoskop, Pollux, Ruessl Raecords, Square. Starsound, see Kingtone.

Stateside, see EMI Electrola.

Steyer Disco, Nordenstr. 8, D-8019 Moosach. Te: (08091) 9588. Owner, Pres. & Dir.: Peter Steyer; Gen. Mgr.: Christof Bachmeier; Sales Mgr.: Anna Heidwang. Labels: (Owned) Steyer Disco; (licensed domestic) Varia.

Stockfisch Produktion, Verlag & Vertrieb, Sanddornweg 13b, D-3300 Braunschweig. Tel: (0531) 5-10-38. Owners: Hans Dobrats, Gunter Pauler.

Storz, see Arminia.

Strand, see Teldec.

Studio One, see Intersound.

Studio-Ton MusicCassetten & Schallplatten R Produktion, Jordanstr. 18-A, D-3000 Hannover. Tel: (0511) 81-33-34. Labels: (Owned) Hannoton, Studioton.

Studio Union im Lahn-Verlag, PO Box 1461, Wiesbadenstr. 1, D-6250 Limburg/Lahn 1. Tel: (06431) 40-12-11. Mng. Dir.: Engelbert Tauscher; Press & PR: Klemens Holdener. Labels: (Owned) Studio-Union; (licensed) Abakus.

Suewe (Vertriebs & Dienstleistungs GmbH & Co.) KG, Pressezentrum 06, D-6800 Mannheim 2. Tel: (0621) 19-21. Chief Exec.: Ernst Feuser. Labels: (Owned) Comes, Drive-In, Kiosk, LS (Leser-Service); (licensed) Unisono.

Sunrise Recs. GmbH, Sierichstr. 54, D-2000 Hamburg 60. Tel: (040) 279-4055. Telex: 2174680.

Super Dimension Six, see Sonic Arts.

Supertone Schallplatten Vertrieb (IFPI), Afionstr. 9/11, D-8000 Munich 19. Tel: (089) 18-37-88. Gen. Mgr.: Dr. Heinz Stein. (Licensed to Bella Musica) Labels: (Owned) Amati, Spotlight, Starlet, Supertone, Welt Melodie.

T I S, see Teldec Import Serv.

T T, see Hansaetische.

T W R, see Trans World.

Talent, see DGG.

Teldec Import Serv. (IFPI), Borsteler Chaussee 85-99a, D-2000 Hamburg 61. Tel: (040) 511-0055. Telex: 174537. Gen. Mgr.: Rolf Baehnk; Sales Mgrs.: Bernd Janke, Juergen Tiessen, Gunther Landerschieer. (Distributor/Importer) Labels: (Owned) TIS, Telefunken; (licensed domestic) CMP, ERP, Eigelstein, Erdenklang, Kuckuck, Line, Melosmusik, Rockport, Solist, Spoon, verabra; (licensed foreign) Affinity (UK), Argo (UK), Arion (France), B&C (UK), Celestial Harmonies (USA), Charly (UK), Chess (USA), Creole (UK), Decca (UK), Delphine (France), Denon (Japan), Deram (UK), Flying Fish (USA), Fonit-Cetra (Italy), Hannibal (UK), Head (UK), Hindsight (USA), Keytone (Netherlands), Lodia (France), London (UK, USA), Musidisc (France), L'Oiseau-Lyre (UK), Posh Boy (USA), Red Lightnin' (UK), Rounder (USA), Saga (UK), Sefel (Canada, USA), Statik (UK), Stiff (UK), Storyville (Denmark, Sweden), Telarc (USA), Threshold (UK), Trojan (UK), Unicorn (UK), Windham Hill (USA).

Teldec Schallplatten GmbH (IFPI), Heussweg 25, D-2000 Hamburg 19. Tel: (040) 4-01-91. Cable: TELDEC. Telex: 02134545. Mng. Dirs.: Thomas M. Stein, Gerhard Schulze; Domestic Sales Mgr.: Karl-Heinz Steike; Export Sales Mgr.: Elmar Hussing; A&R Mgr.: Horst Bork; Classical Mgr.: Heinrich Weritz. Labels: (Owned) Aspekte, Nova, Profile, Prominent, Strand, Teldec, Telefunken, Ultraphone.

Teledisc-Ed. Produktion, Tiedgestr. 5A, D-3000 Hannover 1. Tel: (0511) 81-60-41. Mng. Dir.: Wolfgang Borges; Prod. Mgr.: Dolf Brandmayer. Label: (Owned) UVF Film-Recs.

Telefunken, see Teldec.

Telemusica, see van der Bourgh.

Telex, see Wolfgang Becken.

Tevel (Ed.), PO Box 1165, Burgstr. 4, D-7830 Emmendingen. Tel: (07641) 21-78. Contacts: Reinhard Egin, Eva Morgenstern. Labels: (Owned) Scout, Texel, Whistler Music.

Thoron-Discus, see Thorofon.

Thorofon Schallplatten KG, Am Sande 7, D-3002 Wedemark 1. Tel: (05130) 41-76. Dirs.: Helga & Helmut Koenig. Labels: (Owned) Alternum, Capella, Folk-Song, Gruppe & Lied, Thorofon, Thorofon-Discus.

Tip-Top Musikverlag & Prod'n, Fasanenstr. 71, D-1000 Berlin 15. Tel: (030) 883-3443. Owner: Egon Pfrenner. Label: (Owned) Ursus.

Toccala Schallplatten GmbH, Am Schlosspark 7, D-7812 Bad Krozingen. Tel: (07633) 37-00. Mng. Dir.: Rolf Junghanns; PR: Dili-Matti Huovio.

Toledo Recs., Wittelsbacher Str. 18, D-1000 Berlin 31. Tel: (030) 88-10-81. Telex: 183008. Pres.: Guenter Henne. (Licensed to Intercord)

Tonomatic Tontraeger GmbH, Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel: (08102) 81-36. Dir.: Johann Winkler; Gen. & Sales Mgr.: Margarethe Winkler; Promo.: Marie-Luise Daum. Labels: (Owned) Derby, Tonomatic, Tonosound, Top Hat.

Tonosound, see Tonomatic.

Tontraeger, see Bellaphon Int'l.

Tontraeger 58, see Eigelstein.

Top Hat, see Tonomatic.

TopSound, see Polyband.

Top-Star Musikproduktion & Recs. (IFPI), Adalbert Strfstr. 1, D-6909 Waldorf. Tel: (06227) 1206. Dir. & Gen. Mgr.: Willi Reinert; Sales Mgr.: Mike Staverstone.

Trans World Recs., Bornickerstr. 39a, D-1000 Berlin 20. Tel: (030) 361-9019. Mng. Dir.: Rolf Fuchs. Label: (Owned) TWR.

Trend Recs. (IFPI), Zietenstr. 59, D-6800 Mannheim 51. Tel: (0621) 79-27-69. Chief Exec.: Klaus R. Nagel; Gen. Mgrs.: Klaus R. & Heide Nagel.

Trion Sound Prod'n GmbH, Ginnheimer Landstr. 200, D-6000 Frankfurt/Main 50. Tel: (0611) 51-81-88. Mng. Dirs.: Wolf-Dieter Melzer, Hans-Walter Bruesoss. (Licensed to Bellaphon Int'l) Labels: (Owned) Elster, Portobello, Silent Sun, Trion.

Tuerkuoela (IFPI), Hansang 149, D-5000 Cologne 1. Tel: (0221) 73-50-35. Telex: 8885159. Pres. & Gen. Mgr.: Yilmaz Asalet; Sales Mgr.: Samm Uluc. Labels: (Owned) Tuerkuoela; (licensed foreign) Melodia (USSR), Music Box (Greece).

U B M Recs. (IFPI), Mommsenstr. 61, D-5000 Cologne 41. Tel: (0221) 43-13-13. Telex: (08) 881935. Pres.: Uwe Buschhotter; Gen. Mgr. Harry Rosenstein; Sales Mgr.: Barry Pevan.

U F A Int'l GmbH, Sonnenstr. 19, D-8000 Munich 2. Tel: (089) 55-79-57. Cable: UFATDN. Telex: (05) 23265. Gen. Mgr.: Dr. Josef Bamberger.

U T V-Film-Recs., see Teledisc.

Ulstein Musik, Kaiser Wilhelmstr. 6, D-2000 Hamburg 36. Tel: (040) 347-4254. (Licensed to RCA)

Heinz Ulm-Musik GmbH, Voelckstr. 34, D-8900 Augsburg. Tel: (0821) 51-55-55. Dir.: Heinz Ulm. Labels: (Owned) AAR, Amayana, Auraton, Helm; (licensed domestic) ENJA (tape only).

Ultraphone, see Teldec.

Unisono, see Suewe.

United Artists, see EMI Electrola

Up, see Hiltpoltstein.

Ursus, see Tip-Top.

V M, see Agil.

V M S Musica Mundi, see Schwann.

Vagabond, see Gornila.

van der Bourgh Verlage, Hubertusstr. 76, D-8035 Gauting. Tel: (089) 850-2790. Owner: Werner Berthold van der Bourgh. Label: Telemusica.

Varia Recs. (IFPI), Plankenhofstr. 7, D-8000 Munich 81. Tel: (089) 93-18-88. Dir.: & Gen. Mgr.: Werner H. Theisen; Sales Mgr.: Christa Meininger. (Licensed to Steyer Disco)

Venus Recs. GmbH (IFPI), Hauptstr. 33, D-5024 Pulheim 3. Tel: (02238) 2004. Telex: 8883241. Pres.: Dieter Dierks; Gen. Mgr.: Fred Hoek. Labels: (Owned) Venus; (licensed domestic) Kosmische Kurier, Dhr, Dhr Today, Pilz.

veraBra Recs., Lindweilerweg 144, D-5000 Cologne 60. Tel: (0221) 599-2031. Cable: VERABRA. Telex: 8881379. Owner, Dir. & Gen. Mgr.: Vera Brandes; Sales Mgr.: Ute Fliedermann. Labels: (Owned) veraBra, Wind.

Vertigo, see Phonogram.

Verve, see DGG & Polydor.

Vibratone, see Rockport.

Video & Musikvertrieb Rudolf Steiner GmbH, Elfwangerstr. 40, D-7085 Boddingen. Tel: (07632) 49-40. Telex: 0713776.

Videothek Programm GmbH, Passmoorweg 1, D-2000 Hamburg 60. Tel: (040) 27-17, 22-34. Telex: 0213214.

Vineta Musikverlag, Zietenstr. 59, D-6800 Mannheim 51. Tel: (0621) 79-27-69. Chief Exec.: Klaus R. Nagel; Sales Mgr.: Ebs Koenig; PR: Heide Nagel. Labels: (Licensed foreign) Hudson (UK), Music Scene (Italy), Rouge (UK).

Viola Classic, see Multibrand.

Voce del Padrone, see EMI Electrola.

Voggenreiter Verlag (IFPI), Viktoriasstr. 25, D-5300 Bonn-Bad Godesberg. Tel: (02281) 35-50-51. Telex: (08) 885662. Labels: (Owned) EHA, Xenophon.

Voir de Son Maitre, see EMI Electrola.

La Voz de Su Amo, see EMI Electrola.

W E A Musik GmbH (IFPI), Arndtstr. 16, D-2000 Hamburg 76. Tel: (040) 22-80-50. Cable: WEAMUSIC. Telex: (02) 14881. Mng. Dir.: Manfred Lappe; Mktg. Dir.: Gerd Gebhardt; A&R Dir.: Peter Koepke; Dist'n: Henning Rintelen. Branches: D-5119 Alsdorf, Record Serv. Dist'n Center, Max Planckstr. 1. 9. Tel: (02404) 58-6. Telex: 0832608. Mng. Dir.: Friedrich C. Coch - D.

1000 Berlin, Detmolderstr. 15. Tel: (030) 853-4011. Telex: (01) 84616. Rep: Gerd Rehn (dist'n)-D-5000 Cologne, Kamekestr. 37. Tel: (0221) 51-75-62. Telex: (08) 83383. Reps: Barbara Wolf (promo), Jost Mueller (dist'n)-D-6236 Eschborn/Ts., Berlinerstr. 31/35. Tel: (06196) 48-16-12. Telex: 418370. Reps: Erich Schoepe (promo), Wolfgang Wingerath (dist'n)-D-8000 Munich, Mauerkirchstr. 5. Tel: (089) 98-49-81. Telex: (05) 215177. Rep: Hans Kessel (promo), Wolfgang Heinkelmann (dist'n).

Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Midi, Nonesuch, Reprise, Sire, WEA, Warner Bros.; (Licensed foreign) Beskley, Big Tree, Constellation, Dark Horse, Duck, F-Beat, Full Moon, Korova, Qwest, RFC, Riva, Solar, Swan Song, Westbound. W M S Music Serv. GmbH, Wolbeckerstr. 14, D-4410 Warendorf. Tel: (02581) 70-21. Gen. Mgr.: Hans-Hermann Pein. (Rack jobber) W P L-Vertriebs U. Musikproduktion GmbH & Co. KG (FIPI), PO Box 6160, Hulbertsstr. 11, D-5340 Bad Honnef 6 (Himberg). Tel: (02224) 80726. Mng. Dir.: Wolfgang Paul Lentz; Sales Mgr.: Werner Stinkens; PR: Beata Lentz.

Labels: (Owned) WPL, WPL Int'l.; (Licensed) Sieg Ton. Warner Bros., see WEA. W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich 3. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmair. (Distributor/Importer).

Waverley, see EMI Electrola. Josef Weinberger GmbH, Oederweg 26, D-6000 Frankfurt/Main. Tel: (0611) 59-03-19. Pres: Johann Michel. Welaton (Westphal & Lange KG), Hainhaus 2, D-3012 Langenhagen 5. Tel: (0511) 73-80-31. Telex: (09) 24057. Welt Melodie, see Bella Musica & Supertone. Welt Rekord, see EMI Electrola. Werba-Ton, see PA.

Wergo Jazz, see Wergo Schallplatten. Wergo Schallplatten GmbH, PO Box 3640, D-6500 Mainz. Tel: (06131) 10741. Gen. Mgrs.: L. von Canstein, Juergen Lutzack. Labels: (Owned) Schott Wergo, Wergo Jazz, Wergo Spectrum. Wergo Spectrum, see Wergo Schallplatten.

Wers Music Prod'n GmbH, Aachenstr. 112, D-5000 Cologne 40. Tel: (02234) 7-10-16. Telex: 42323. Mng. Dir.: Rudi Petry; Sales Mgr.: D. Wehnert. Whistler Music, see Texel.

Wind Recs., see veraBra. Wishbone Recs., Kennederstr. 251, D-4630 Bochum 1. Tel: (0234) 79-79-92. Telex: 825735. Contact: Ferdinand Koether. (Distributor/Importer/Exporter)

Labels: (Owned) Backbone, Wishbone. Woolfe, see Bellaphon Int'l. Otto Wrede Regna-Verlag, Postfach 6148, Schumannstr. 35, D-6200 Wiesbaden. Tel: (06121) 52-31-18. Chief Exec.: Harry Wrede. Label: (Owned) Regna.

X-Rexs., Nordenstr. 30, D-6000 Frankfurt 1. Tel: (0611) 55-26-32. Telex: 414073. Gen. Mgr.: Peter Hauke. (Distributed by Teldec) Xenophon, see Voggenreiter. Yuhon, see Polyband. Zagler, see Raphaela.

Zankton, Kapuzinerstr. 48, D-8000 Munich 5. Tel: (089) 77-04-84. Chief Exec.: Michael Zankton. Labels: (Owned) Zankton; (Licensed domestic) Cassette Maya. Zuck-Zack, see Eigelstein. Zweoeller, see Profi.

• music publishers

A-Musikverlag Vera Brandes & Co., see veraBra. A M E Musikverlag Edward Kassner GmbH, Brahmstr. 3, D-3000 Hannover 1. Tel: (0511) 66-70-61.

A-R Musikverlag, Dremmehenstr. 7-9, D-8000 Munich 5. Tel: (089) 76-16-31. Tel. Telex: 0529880. Owner: Armin Rahm. A S Artist Serv. GmbH (GEMA), Eppendorfer Baum 13, D-2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (2) 163078. Mng. Dir.: Eike Heitkamp.

Aarton-Verlag, Forchenweg 21, D-7117 Bretzfeld-Schwabach. Tel: (07946) 434. Telex: 728880. Gen. Mgr.: Ewald Schumacher. Accord GmbH (Ed.), PO Box 450369, Maarweg 130, D-5000 Cologne 40. Tel: (0221) 54-30-37. Cable: ACCORDMUSIC. Telex: (088) 888354. Gen. Mgr.: Holger Mueller.

Acuff-Rose Musikverlag KG, Heinrich Barth Str. 30, D-2000 Hamburg 13. Tel: (040) 44-15-31. Telex: (02) 13211. Owners: Wesley Rose, Mildred Acuff; Rep.: Kirsten Gabriel. (Administered by Chappell)

Agil Musik & Theater GmbH, Wendelsteinstr. 11, D-8016 Feldkirchen/Riem. Tel: (089) 903-2086. Telex: 5213634.

Alcophon AV GmbH & Co. KG (GEMA), Duernbergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218077. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Aihe (Ed./Joachim Heider Musikverlag, Nithackstr. 5, D-1000 Berlin 10. Tel: (030) 342-2219. Owner: Joachim Heider; Gen. Mgr.: Christina Lehmann.

Alice (Ed.), Mauritiusstr. 5, Cologne. Tel: (0221) 23-19-00. Chief Exec.: Peter Power; Gen. Mgr.: Howard Carpendale; Prof. Mgr.: Uly Jo-nan.

Christian Anders Musikverlag & Prod'n, Hoerwarthstr. 26, D-8000 Munich 40. Tel: (089) 36-53-66. Pres: Christian Anders; Gen. Mgr.: Ann Busse. Angelo Musikverlag, An der Alster 37, D-2000 Hamburg 1. Tel: (040) 280-2292. Telex: 0217878. Chief Exec. & Gen. Mgr.: Just Ptach.

Apostroph (Ed.), see Zorro. Apri Musikverlag GmbH, Bleichstr. 64-64A, D-6000 Frankfurt/Main. Tel: (0611) 28-38-91. Telex: 416735. Gen. Mgr.: Michael Stark.

Arabella Musikverlag GmbH, Steinhäuserstr. 3, D-8000 Munich 80. Tel: (089) 4-13-61. Telex: 523487. Gen. Mgr.: Manno Ullrich; Prof. Mgr.: Herby Zander.

Paul C.R. Arends Verlag (GEMA), Hoehweg 36, D-8219 Rimsting/Chiemsee. Tel: Prien 16-34. Pres. & Gen. Mgr.: Michael Arends. Argus Musikverlag, Schwabestr. 2, D-8011 Hoehkirchen bei Munich. Tel: (08102) 81-36. Exec.: Johann Winkler.

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 Miller Int'l Schallplatten GmbH, Justus-von-Liebig-Ring 2-4, D-2085 Quickborn. Tel: (04106) 50-01. Cable: MILIN. Telex: (02) 12386. Gen. Mgr.: Harald A. Kirsten; Sales Mgr.: Hans-Martin Neumann.
 Pressing capacity: LP-10,000 units/day.
 Pallas (Schallplattenfabrik) GmbH, Auf dem Esch 8, D-2840 Diepholz. Tel: (05441) 22-93, 28-12. Cable: PALLAS. Telex: 941221. Chief Execs.: Rolf Neumann, Hans Desbrecher Sr. (Pressing only)
 PolyGram Rec. Serv. GmbH, Podbielskiestr. 164, D-3000 Hannover. Tel: (0511) 69-68-1. Telex: (09) 22807. Pres.: Karl Tuch, Sales Mgr.: Werner Mause.
 Branch: D-3012 Langenhagen, Klusriede 26. Tel: (0511) 73-06-1. Telex: (09) 24077.
 Pressing capacity: 45-70,000 units/day; LP-170,000 units/day.
 Record Service Schallplatten-Herstellungs- & VertriebsgesmbH, Max-Planck-Str. 1-9, D-5110 Alsdorf. Tel: (02404) 581. Telex: 08329616. (Pressing only)
 Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmannstr. 161, D-4830 Guetersloh 1. Tel: (05241) 801. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg.
 Pressing Capacity: 45-70,000 units/day; LP-200,000 units/day; Videodisk (LV)-3,000 units/day.
 Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel: (040) 40-19-1. Cable: TELDEC. Telex: (02) 13545. Mng. Dirs.: Gerhard Schulze, Thomas Stein. (Audio & Video Disk Pressing)
 Factory: D-2353 Mortorf/Holstein, Postfach 160, Niedernstr. 3-7. Tel: (04392) 381. Telex: 0299610. Plant Dpns. Dir.: John L. Schubach; Technical Dpns. Dir.: Herbert Knothe.

PLATING, PROCESSING & PRESSING PLANTS

Heinz Ullm-Musik GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. Cable: HELMUMUSIC. Dir.: Heinz Ullm. (Rec. Promo., Public Relations, Marketing Servs.)
 V & C Video & Computer GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. (Public Relations, Marketing Servs.)
 The Wurzburger Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzburger; Gen. Mgr.: Jack Cunningham.
 TAPE CUSTOM DUPLICATORS
 TAPE PACKAGING & LABELING
 The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

A S Artist Serv. GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (02) 163078. Mng. Dir.: Eike Herkamp. (PKG)
 Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzki; Gen. Mgr.: Manfred von Mangoldt. (PKG)
 Audio: Cassette
 Amerikanian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
 Audio: Cassette, open reel.
 Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Telex: 522084. Pres.: Eberhard Nast.
 Audio: Cassette.
 Bauer GmbH & Co. KG (Tonstudio), Markgroeningenstr. 46, D-7140 Ludwigsburg-Eglosheim. Tel: (07141) 3-10-97. Telex: (07) 264806. Mng. Dir.: Rolf Bauer.
 Audio: Cassette, open reel.

RECORD PROMOTION

(including Public Relations & Publicity)
 A S Artist Serv. GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (02) 163078. Mng. Dir.: Eike Herkamp.
 Amerikanian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Antagon Musikgesellschaft mbH, Lenhartstr. 15, D-2000 Hamburg 20. Tel: (040) 48-44-43. Telex: (02) 173473. Mng. Dir.: Jens Michow.
 B F C Int'l Promo. Co., PO Box 350245, D-5000 Cologne 30. Tel: (0221) 50-36-47. Gen. Mgr.: Gunther R. Kamphausen; Mktg. Dir.: Rudolf E. Kamphausen.
 Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (0611) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic.
 Klaus Boehne GmbH, Lessingstr. 6, D-2359 Henstedt-Ulzburg 3. Tel: (04193) 76-47. Telex: (02) 180277. Dir.: Klaus Boehne.
 Braker-Musikverlag, Kronenstr. 12, D-4330 Muelheim-Ruhr. Tel: (0208) 42-85-92, 38-35-98. Gen. Mgr.: Michael Brinker.
 Hoffman Concert & Musipublicity GmbH, PO Box 174127, Savignystr. 51, D-6000 Frankfurt/Main 17. Tel: (0611) 74-60-68. Cable: MUSICON. Telex: (04) 11499.
 Hotline (Rec'g) Studios GmbH, Nordendstr. 30, D-6000 Frankfurt/Main. Tel: (0611) 55-65-66, 55-65-99. Telex: 414073.
 Hot Stuff Music Promo. GmbH, Arabellastr. 5/139, D-8000 Munich 81. Tel: (089) 92-32-27-00. Telex: 522393. Chief Exec.: George Naschke.
 Juicy People, Anklamer Ring 18, D-2000 Hamburg 73. Tel: (040) 647-6280. Owner: Jimmy Pratt.
 Juke Box, Steinstr. 53, D-8000 Munich 80. Tel: (089) 48-79-30, 48-77-95. Dir.: Harry Fox.
 Lesser Int'l, Postfach 1525, Grafingerstr. 226, D-8360 Deggendorf. Tel: (0991) 30866. Telex: 69780.
 M I D S Tonproduktion, Rosenaustr. 11, D-8500 Nuernberg 80. Tel: (0911) 26-68-88. Pres.: Mr. Ossen.
 Mento Music Group KG, Schinkelstr. 7, D-2000 Hamburg 60. Tel: (040) 279-9941. Dir.: Arno H. v. Vught Jr.; Gen. Mgr.: Gertraud Witte.
 Miller Int'l Schallplatten GmbH, Justus-von-Liebig-Ring 2-4, D-2085 Quickborn. Tel: (04106) 50-01. Cable: MILIN. Telex: (02) 12386. Gen. Mgr.: Harald A. Kirsten; Sales Mgr.: Hans-Martin Neumann.
 Offshore Spezialversand, Klingelhoh 35, D-5600 Wuppertal 2. Tel: (0202) 50-29-63.
 Peter Pen Publicrelations, Limburgerstr. 18, D-6240 Koenigstein/Taunus. Tel: (06174) 2-24-24.
 R C P Music, Schinkelstr. 7, D-2000 Hamburg 60. Tel: (040) 279-9941. Dir.: Arno H. v. Vught Jr.
 Schacht Musikverlage, Adolfstr. 45, D-2000 Hamburg 76. Tel: (40) 22-51-43. Telex: 213723. Owner: Al Schacht.
 Showbiz Walther Kahl, PO Box 260 160, Dasselstr. 16, D-5000 Cologne 1. Tel: (0221) 23-41-64. Telex: 8882798. Mng. Dir.: Walther Kahl. (Rec. Promo & Public Relations)
 Hans Sikorski (Int'l Musicverlage), Johannislee 23, D-2000 Hamburg 13. Tel: (040) 44-62-45. Telex: (02) 11027. Co-Pres.: Dr. Hans & Hanna Sikorski.
 T V O-Thomas Voigt Org. GmbH, Boedekerstr. 53, D-3000 Hannover 1. Tel: (0511) 33-20-33. Mng. Dir.: Thomas Voigt.
 Toger Musik GmbH, Leonrodrstr. 42, D-8000 Munich 19. Tel: (089) 18-60-68. Owner & Gen. Mgr.: Jerry Toger. (Rec. Promo & Public Relations)
 Tonomatic Tontraeger GmbH, Schwabestr. 2, D-8011 Hoehenkirchen bei Munich. Tel: (08102) 81-36. Chief Exec.: Johann Winkler; Sales Mgr.: Margarethe Winkler.
 Heinz Ullm-Musik GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. Cable: HELMUMUSIC. Dir.: Heinz Ullm. (Rec. Promo., Public Relations, Marketing Servs.)
 V & C Video & Computer GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. (Public Relations, Marketing Servs.)
 The Wurzburger Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzburger; Gen. Mgr.: Jack Cunningham.

A S Artist Serv. GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (02) 163078. Mng. Dir.: Eike Herkamp. (PKG)
 Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzki; Gen. Mgr.: Manfred von Mangoldt. (PKG)
 Audio: Cassette
 Amerikanian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
 Audio: Cassette, open reel.
 Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Telex: 522084. Pres.: Eberhard Nast.
 Audio: Cassette.
 Bauer GmbH & Co. KG (Tonstudio), Markgroeningenstr. 46, D-7140 Ludwigsburg-Eglosheim. Tel: (07141) 3-10-97. Telex: (07) 264806. Mng. Dir.: Rolf Bauer.
 Audio: Cassette, open reel.

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Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (0611) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic. (PWG)
 Audio: Cassette.

Cassette GmbH, Sudetenstr. 73, D-8192 Geretsried 2. Tel: (08171) 3031-33. Telex: (05) 26331. Gen. Mgr.: H. H. Michna. (PWG)
 Audio: Cassette.

Decca Music GmbH, Zur Muehle 2, D-5020 Frechen 4. Tel: (02234) 61015. Cable: DEMUS. Telex: (08) 89299. Pres.: Dr. K.J. Moll; Gen. Mgr.: P.H. Sautot; Sales Mgr.: Dr. W. Ammel.
 Audio: Cassette.

Eurotape GmbH & Co. KG, Buckower Chaussee 60-68, D-1000 Berlin 48. Tel: (030) 721-8088. Telex: 183369. Pres.: Burkhard P. Kusch; Sales Mgr.: Frank D. Dreher.
 Video: 2" Quad, 1" Helical, 1/4" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette.

I T P Tonband-Produktions KG, Riwo Verwaltungsgesellschaft & Co., Ballinstr. 16-18, D-1000 Berlin 47. Tel: (030) 684-80-69. Telex: 185320. Pres.: Karl Blatz.
 Audio: Cassette.

Fred Kersten KG, Grueninger Weg 2, D-6301 Pohlheim 2. Tel: (06404) 49-00. Pres.: Fred Kersten; Sales Mgr.: Frauke Weiher. (PWG)
 Audio: Cassette, open reel.

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (07751) 32-58. Gen. Mgr.: Mario Taravella.
 Audio: 8-tr., 8-tr. quadraphonic, cassette.

M I O S Tonproduktion, Rosenaustr. 11, D-8500 Nuernberg 80. Tel: (0911) 26-68-88. Pres.: Mr. Ossen. (PWG-Audio)
 Audio: Cassette, open reel.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr.: Jacob Statz.
 Audio: Cassette.
 Video: 1/4" Beta, VHS & V-2000 cassette.

Miller Int'l Schallplatten GmbH, Justus-von-Liebig-Ring 2, D-2085 Quichborn. Tel: (04106) 50-01. Cable: MILIN. Telex: (02) 12386. Gen. Mgr.: Harald A. Kirsten; Sales Mgr.: Hans-Martin Neumann. (PWG)
 Audio: Cassette.

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.
 Audio: Cassette.

Polyband Gesellschaft fuer Tontraeger mbH & Co. KG, Lindwurmstr. 95, D-8000 Munich 2. Tel: (089) 53-08-81. Telex: 522636. Pres.: Wolfgang G. Winkel; Sales Mgr.: Detlef E. Duenker.
 Audio: Cassette, micro-cassette, open reel.
 Video: 1/4" Beta, V-2000 & VHS cassette.

PolyGram Rec. Serv. GmbH, Podbielskistr. 164, D-3000 Hannover. Tel: (0511) 69-68-1. Telex: (09) 22807. Pres.: Karl Tusch; Sales Mgr.: Werner Mause.
 Branch: D-3012 Langenhagen, Klusriede 26. Tel: (0511) 73-06-1. Telex: (09) 24077.
 Audio: Cassette.

Rhonus Music Fuer Fernseh, Film & Musikproduktion mbH & Co. KG, Otto Hahnstr. D-5000 Cologne 50. Tel: (0221) 38-01-47. Telex: 08881404. Gen. Mgr.: Karl-Heinz Muenchow.

Dietrich Scharnschmidt Studiosaerueftung, Ludwig Thomastr. 5, D-8024 Munich-Deisenhofen. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.
 Audio: Cassette, open reel.

Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmannstr. 161, D-4830 Guetersloh 1. Tel: (05241) 801. Cable: SONOPRESS. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg.
 Audio: Cassette.
 Video: 1/4" Beta, VHS & V-2000 cassette.

Studio Funk KG, Eimsbuettelcher Chaussee 69, D-2000 Hamburg 13. Tel: (040) 43-10-43. Telex: 2173437. Pres.: Heinz Funk; Sales Mgr.: Klaus Funk.
 Audio: Cassette.

Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel: (040) 40-19-1. Cable: TELDEC. Telex: (02) 13545. Mng. Dirs.: Gerhard Schulze, Thomas Stein.
 Factory: D-2353 Nortorf/Holstein, Postfach 160, Niederstr. 3-7. Tel: (04392) 381. Telex: 0299610. Plant Optrs. Dir.: John L. Schubach; Technical Dpns. Dir.: Herbert Knothe.
 Audio: Cassette, open reel.

Tonomatic Tontraeger GmbH, Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel: (08102) 81.36. Chief Exec.: Johann Winkler; Sales Mgr.: Margarethe Winkler.
 Audio: Cassette.

Heinz Ulm-Musik GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. Cable: HELMMUSIC. Dir.: Heinz Ulm.
 Audio: Cassette.

V & C Video & Computer GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77.
 Video: 1/4" VHS cassette.

Videoing GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendenstorf. Tel: (04183) 6035. Cable: VIDEORING. Telex: 2189719. Dirs.: Paul Moeckel, Mario Valavenciano. (PWG)
 Video: 2" & 1" open reel, 1/4" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 60-50. Cable: WAEMESCO. Telex: (04) 185391. Owner: William Dirk Warren; Exec. VP: Eugene Etkens; VP Sales: Helmut Rossmairer; VP & Controller: Karl Schoon.
 Video: 1/4" cassette, 1/4"; EIAJ open reel.

• supplies

CARTRIDGE & CASSETTE PARTS

A S V Stuebbe GmbH & Co. KG, Holtwieserstr. 5, D-4973 Wlotoh. Tel: (05733) 131. Telex: 971231.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.
 Instant-Tone, see Magna.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr.: Jacob Statz.
 Audio: MAGNA, INSTANT-TONE, ZONAL cassette parts.
 Video: VHS cassette parts.

Dietrich Scharnschmidt Studiosaerueftung, Ludwig Thomastr. 5, D-8024 Munich-Deisenhofen. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.
 Audio: SONOREX cassette parts.

Sonorex, see Dietrich Scharnschmidt.

Zonal, see Magna.

EMPTY CARTRIDGES, CASSETTES & REELS

Agfa-Gevaert AG, Magnetic Tape Div., D-5090 Leverkusen 1. Tel: (0214) 301. Telex: 8510420. Pres.: Dr. F. Staudacher; Sales Mgr.: H. Pastor.
 Audio & Video: Cassette.

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr.: Jacob Statz.
 Audio: Reels.

Opelna, Hobebrchr. 31, D-1000 Berlin 44. Tel: (030) 623-70-09.
 Scotch, see 3M.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viermg.
 Audio: SCOTCH 8-tr., C-O cassettes, reels.
 Video: SCOTCH cartridge, V-O cassettes, reels.

ENVELOPES & MAILERS

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

The Wurzburg Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt 1, Bernhausen. Tel: (0711) 70-27-49. Dir.: Luciano Wurzbarger; Gen. Mgr.: Jack Cunningham.

JACKETS & SLEEVES

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (0203) 8-13-78.

Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmannstr. Bertelsmannstr. 161, D-4830 Guetersloh 1. Tel: (05241) 801. Cable: SONOPRESS. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg. (Jackets only)

The Wurzburg Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzbarger; Gen. Mgr.: Jack Cunningham. (Jackets only)

LABELS, DISK

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (0203) 8-13-78.

Heinz Ulm-Musik GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. Cable: HELMMUSIC. Dir.: Heinz Ulm.

The Wurzburg Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzbarger; Gen. Mgr.: Jack Cunningham.

POLYETHYLENE BAGS & SHRINKWRAP

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz. (Polybags only)

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre. (Polybags only)

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (0203) 8-13-78. (Polybags only)

Videoing GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendenstorf. Tel: (04183) 6035. Telex: 2189719.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

W. M. Brady GmbH, Odenwaldstr. 71, D-6074 Rodermark. Tel: (6074) 99-016. Telex: 4191558. Mgr.: N. Scheider.
 Audio: Splicing tape
 Video: Splicing tape, leader tape, anti-static tabs.

R T W-Radio Technische Werkstätten GmbH, Eibeallee 19, D-5000 Cologne. Tel: (221) 70-10-55. Telex: 8885217. Pres.: Rudolf Twelker; Sales Mgr.: Rolf Kneisel.
 Audio & Video: Bulk erasers.

T D K Electronics Europe GmbH, Christenstr. 25, D-4030 Ratingen. Tel: (02102) 4870. Telex: 8585013. Dir.: Shohai Tokuda; Sales Mgr.: Wolfgang Lusch.
 Audio: Plastic cassette cases & labels.

Heinz Ulm-Musik GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77. Cable: HELMMUSIC. Dir.: Heinz Ulm.
 Audio & Video: Cassette labels.

V & C Video & Computer GmbH, Steppacherstr. 8, D-8901 Vogelsang. Tel: (0821) 48-20-77.
 Audio: Cassette labels.
 Video: Videocassette labels.

Woelke Magnetbandtechnik, Woelke-Str. 2, 3, D-8069 Schweitenkirchen. Tel: (08444) 394. Telex: 55547. Pres.: K. Franke; Sales Mgr.: Ch. Weber.
 Audio: Replacement heads (1/4"), bulk erasers.

RAW MATERIALS

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (03) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr.: Jacob Statz.
 Product: Magnetic lacquer.

Zippering Kessler & Co. (GmbH & Co.), PO Box 1464, Kornkamp 50, D-2070 Ahrensburg. Tel: (04102) 40201. Cable: ZIPPKESCO. Telex: (02) 189842. Pres.: W.C. Petersen; Sales Mgr.: Juan Plaza Garr.
 Product: Record molding compounds.

DISK & TAPE MANUFACTURING EQUIPMENT

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.
 Chief product: PEACOMP label cutting machines.

Georg Neumann GmbH, Charlottenstr. 3, D-1000 Berlin 61. Tel: (030) 251-4031. Pres.: G. Luetzkendorf.
 Chief product: Disk cutting equipment.

Taunus Ton Technik, Benner & Benner GmbH & Co. KG, Max Planckstr. 32, D-6832 Friedrichsrud 1. Tel: (06172) 72091-98. Telex: 418131.
 Chief product: Automatic & manual presses, record & videodisk plating units.

Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel: (040) 40-19-1. Cable: TELDEC. Telex: (02) 13545. Mng. Dirs.: Gerhard Schulze, Thomas Stein.
 Factory: D-2353 Nortorf/Holstein, Postfach 160, Niederstr. 3-7. Tel: (04392) 381. Telex: 0299610. Plant Optrs. Dir.: John L. Schubach; Technical Dpns. Dir.: Herbert Knothe.
 Chief product: Innersleeving, sleeving & outersleeving machines.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AG, Magnetic Tape Div., D-5090 Leverkusen 1. Tel: (0214) 301. Telex: 8510420. Pres.: Dr. F. Staudacher; Sales Mgr.: H. Pastor.

Audio: Blank-2", 1" & 1/2" reel, cassette; raw-2", 1", 1/2", 1/4" cassette.
 Video: Blank-2" & 1" reel, 1/4" U-matic & 1/4" Beta, VHS & V-2000 cassette; raw-2", 1", 1/2", 1/4".

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt. (Blank only)
 Audio: Cassette.

All Akustik, Eichsfelder Str. 2, D-3000 Hannover 21. Tel: (0511) 785072. Telex: (09) 23974. Pres.: H.D. Hoffmann. (Blank only)
 Audio: FUJI cassette (FL-46, 60, 90, 120; FX-1, FX-II & Metal-46, 60, 90).
 Video: FUJI 1/4" Beta & VHS cassette.

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre. (Blank only).
 Audio: Cassette, open reel.

Ampep Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel: (0611) 60580. Cable: VIDEOTAPE. Telex: 413774. Gen. Mgr.: Elmar Sadeler; Tape Sales Mgr.: Rudi Fischer.
 Audio: 2", 1" & 1/2" open reel, cassette.
 Video: Blank-2", 1" open reel, 1/4" cassette, 1/4" Beta & VHS cassette.

Arminia Musikprod'n Erich Storz, Postfach 1670, Hauptstr. 114, D-3360 Osterode. Tel: (05522) 73041. Telex: 0965154. (Audio only)

Audio Magnetics GmbH, Borsigstr. 5, D-6054 Rodgau-Niederroden. Tel: (06106) 7971. Telex: 417884.
 Audio: 8-tr., cassette, open reel.

B A S F AG, Gottlieb-Damlerstr. 10, D-6800 Mannheim 1. Tel: (0621) 4008-1. Telex: 462621. Chief Exec.: H. Thurn; Gen. Mgr.: H.J. Versemann; Sales Mgr.: W. Schurstein.
 Audio: Blank-2", 1" & 1/2" open reel, cassette; raw-1/4" cassette.
 Video: 1" open reel, 1/4" cassette, 1/4" Beta, VHS & V-2000 cassette; raw-1/4" cassette. (SEE ADVERTISEMENT)

Biton-Prod'n (Gerlinde Engelhardt) GmbH, Krautgartenweg 3, D-6000 Frankfurt/Main 50. Tel: (0611) 58-20-11. (Blank audio only)

Cassette GmbH, Sudetenstr. 73, D-8192 Geretsried 2. Tel: (08171) 3031-33. Telex: (05) 26331. Gen. Mgr.: H. H. Michna. (Blank only)
 Audio: STANLEY'S cassette.

Dynamic Pearl, Dusseldorfer Str. 132, D-4330 Mulheim (Ruhr) 13. Tel: (0208) 48-18-45, 48-90-89. Dir.: W. Kisseler. (Blank only)
 Audio: MAGNEX cassette.
 Video: MAGNEX 1/4" VHS cassette.

Eurotape GmbH & Co. KG, Buckower Chaussee 60-68, D-1000 Berlin 48. Tel: (030) 721-8088. Telex: 183369. Pres.: Burkhard P. Kusch; Sales Mgr.: Frank D. Dreher. (Blank only)
 Audio: Cassette.

Fuji, see All Akustik.

Gerland-Verlag, Tucholskystr. 30, D-6000 Frankfurt/Main. Tel: (0611) 62-60-41. (Audio-blank only; Video-raw only)

Hardt Cassette GmbH, Studiomaessige Bandbearbeitung & Live-Technik fuer Mitschnitte, Muehlenweg 3-a, D-6370 Oberursel 4. Tel: (06171) 21338. (06172) 35953. (Audio & video)

H. J. Heidenreich KG, Verlaengerter Daumstr. 16, D-1000 Berlin. Tel: (030) 334-2081/85. Telex: 0184068. (Audio-blank only; Video-raw only)

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

I T V Television & Video Systems GmbH, Heinrich-Hertz-Str. 4, D-4006 Erkrath. Tel: (0211) 25-18/17/18. Telex: 8582936. Pres. & Sales Mgr.: Juergen H. Bruening. (Blank only)
 Video: VHS cassette.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79. (Blank only) (Importer)
 Audio: Cassette.

Interpress Tontraeger GmbH & Co. KG, Steinmuehlstr. 26, D-6380 Bad Homburg 6. Tel: (06172) 41014. Telex: 0415859. (Blank audio only)

K S-Cassetten GmbH & Co. KG, Zum Brinkhof 16-18, D-4830 Guetersloh 1. Tel: (05241) 6304. Telex: 0933660. (Audio-blank only; Video-raw only)

Fred Kersten KG, Grueninger Weg 2, D-6301 Pohlheim 2. Tel: (06404) 49-00. Pres.: Fred Kersten; Sales Mgr.: Frauke Weiher. (Audio & video)

Lubra-Cassetten GmbH, Rottmayrplatz 1, D-8229 Laufen. Tel: (08682) 620. Telex: 0563001. (Audio only)

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (07751) 32-58. Gen. Mgr.: Mario Taravella.
 Audio: 8-tr., cassette.

M I O S Tonproduktion, Rosenaustr. 11, D-8500 Nuernberg 80. Tel: (0911) 26-68-88.
 Audio: Cassette.
 Video: 1/4" cassette.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank; Sales Mgr.: Jakob Statz.
 Audio: Blank-MAGNA ZONAL 1" & 1/2" open reel; cassette; raw-MAGNA 1" & 1/2" open reel tape, 1/4" 8-tr. tape.
 Video: Blank-MAGNA 1/4" Beta & VHS cassette.

Magnex, see Dynamic Pearl.

Maxell Europe GmbH, Emanuel-Leutzestr. 1, D-4000 Duesseldorf 1. Tel: (0211) 59-40-83. Telex: (08) 587288. Dir.: T. Inoue; Sales Mgr.: F. Cottin. (Blank only)
 Audio: 1/4" open reel, cassette (standard & micro).
 Video: 1/4" cassette; 1/4" Beta & VHS cassette.

Memorex, see Memtek.

Memtek Prods., Dreieichstr. 58, D-6000 Frankfurt 70. Tel: (0611) 610149, 610140. Telex: 416750. Mgr.: Fritz Gruening. (Blank only)
 Audio: MEMOREX cassette.
 Video: MEMOREX 1/4" Beta & VHS cassette.

National Panasonic GmbH, Winsbergstr. 15, D-2000 Hamburg 54. Tel: (040) 85490.

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.
 Audio: Cassette.

Philips GmbH, Unternehmensgruppe Konsumgueter, Moenckebergstr. 7, D-2000 Hamburg 1. Tel: (040) 32971. Telex: 02161587. (Blank only).
 Audio: Cassette.
 Video: 1/4" V-2000.

Polyband Gesellschaft fuer Tontraeger mbH & Co. KG, Lindwurmstr. 95, D-8000 Munich 2. Tel: (089) 53-08-81. Telex: 522636. Pres.: Wolfgang G. Winkel; Sales Mgr.: Detlef E. Duenker. (Blank only)
 Audio: Cassette, micro-cassette.

Dietrich Scharnschmidt Studiosaerueftung, Ludwig Thomastr. 5, D-8024 Munich-Deisenhofen. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.
 Audio: Blank-cassette; raw-1/4".
 Scotch, see 3M.
 Sony, see W.D. Warren.
 Stanley's, see Cassetteon.

T D K Electronics Europe GmbH, Christinenstr. 25, D-4030 Ratingen. Tel: (02102) 4870. Telex: 8585013. Dir.: Shohei Tokuda; Sales Mgr.: Wolfgang Lusch.

Product: Tape—head cleaners & demagnetizers.
Pickering, see C. Melchers.
Plattola, see Rudolf Wittner.
Dietrich Scharnschmidt Studioausrüstung, Ludwig Thomastr. 5, D-8024 Munich-Deisenhofen. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.
Product: Tape—head cleaners, leader tape (audio & video).

Stanton, see Teledyne.
T D K Electronics Europe GmbH, Christinenstr. 25, D-4030 Ratingen. Tel: (02102) 4870. Telex: 8585013. Dir.: Shohei Tokuda; Sales Mgr.: Wolfgang Lusch.

Product: Tape—head cleaners (audio & video), demagnetizers (audio).
Teac Tonband-Anlagen-Vertriebs GmbH, Egerstr. 2, D-6200 Wiesbaden-Erbenheim. Tel: (06121) 742-25. Tel: (04) 186159. Mgr.: Masao Morita.

Product: Tape—head cleaners, demagnetizers.
Teledyne Acoustic Research, Burgstr. 6-8, D-6200 Wiesbaden. Tel: (06121) 3-91-71.

Product: Record—STANTON replacement styli.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Product: Record—turntable mats; Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio & video)

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendenstorf. Tel: (04183) 6035. Cable: VIDEORING. Telex: 2189719. Dir.: Paul Moekel, Mario Villavicencio.

Product: Tape—carrying & storage cases (video).
W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dark Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.

Product: Record—replacement styli; Tape—carrying & storage cases.
Rudolf Wittner GmbH & Co., PO Box 1360, D-7972 Isny. Tel: (07562) 2001.

Cable: WITTNER Telex: 07321526. Pres.: Horst Wittner; Sales Mgr.: Franz Walk
Product: Record—carrying & storage cases; PLATTOFIX record care prods.; Tape—carrying & storage cases, head cleaners (audio & video).

• **store fixtures**
A S V Stuebbe GmbH & Co. KG, Hollwieserstr. 5, D-4973 Vlotho. Tel: (05733) 131. Telex: 971231.

Product: Record & tape browser boxes, record display racks.
Achilles (Gbr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Product: Record & tape display racks.
Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Product: Tape display racks (audio).
Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Display racks, divider cards.
Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier.

Product: Record display racks.
D. Kretz (Automaten-Serv.), Yorckstr. 41, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Display racks.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Product: Tape browser boxes (video)

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dark Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.

Product: Display racks.
AS V Stuebbe GmbH & Co. KG, Hollwieserstr. 5, D-4973 Vlotho. Tel: (05733) 131. Telex: 971231.

Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases, demagnetizers.

Agfa-Gevaert AG, Magnetic Tape Div., D-5090 Leverkusen 1. Tel: (0214) 301. Telex: 8510420. Pres. Dr. F. Staudacher; Sales Mgr.: H. Pastor.

Product: Tape—carrying & storage cases (audio & video), leader tape (audio), splicing tape & equip. (audio).

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Product: Tape—splicing tape & equip. (audio).

All Akustik, Eichfelder Str. 2, D-3000 Hannover 21. Tel: (0511) 785072. Telex: (09) 23974. Pres.: H.D. Hoffmann.

Product: Tape—FUJI video head cleaners (Beta & VHS cassette type).

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Record—record care prods., replacement styli; Tape—leader tape, splicing tape & equip.

Amplex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel: (0611) 60580. Cable: VIDEOTAPE. Telex: 413774. Gen. Mgr.: Elmar Sadelier; Tape Sales Mgr.: Rudi Fischer.

Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).

Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier.

Product: Record—record care prods.: brushes, sweep arm, turntable mats, replacement styli.

Auris-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Telex: 522084. Pres.: Eberhard Nast.

Product: Tape—head cleaners, bulk erasers, demagnetizers (audio).

Fuji, see All Akustik.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

Product: Tape—carrying & storage cases.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79. Home office: USA.

Product: Record—record care prods.: sweep arms; Tape—head cleaners.

D. Kretz (Automaten-Serv.), Sohenstr. 179, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Record—carrying & storage cases; Tape—carrying & storage cases (audio & video).

Maxell Europe GmbH, Emanuel-Leutzstr. 1, D-4000 Duesseldorf 1. Tel: (0211) 59-40-83. Telex: (08) 587288. Dir.: T. Inoue; Sales Mgr.: F. Cottin.

Product: Record—record care prods.: cleaners; Tape—carrying & storage cases, head cleaners (audio & video); demagnetizers (audio).

C. Melchers & Co., Postfach 102560, Schlachte 41, D-2800 Bremen. Tel: (0421) 316-9323.

Product: Record—PICKERING replacement styli.

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales

Mgr.: Rolf Neumann, Ass't: Ingeborg Grossman.
Product: Tape—head cleaners & demagnetizers.

Product: Record—STANTON replacement styli.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Product: Record—turntable mats; Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio & video)

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendenstorf. Tel: (04183) 6035. Cable: VIDEORING. Telex: 2189719. Dir.: Paul Moekel, Mario Villavicencio.

Product: Tape—carrying & storage cases (video).
W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dark Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.

Product: Record—replacement styli; Tape—carrying & storage cases.
Rudolf Wittner GmbH & Co., PO Box 1360, D-7972 Isny. Tel: (07562) 2001.

Cable: WITTNER Telex: 07321526. Pres.: Horst Wittner; Sales Mgr.: Franz Walk
Product: Record—carrying & storage cases; PLATTOFIX record care prods.; Tape—carrying & storage cases, head cleaners (audio & video).

Product: Record—STANTON replacement styli.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Product: Record—turntable mats; Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio & video)

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendenstorf. Tel: (04183) 6035. Cable: VIDEORING. Telex: 2189719. Dir.: Paul Moekel, Mario Villavicencio.

Product: Tape—carrying & storage cases (video).
W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dark Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.

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Rudolf Wittner GmbH & Co., PO Box 1360, D-7972 Isny. Tel: (07562) 2001.

Cable: WITTNER Telex: 07321526. Pres.: Horst Wittner; Sales Mgr.: Franz Walk
Product: Record—carrying & storage cases; PLATTOFIX record care prods.; Tape—carrying & storage cases, head cleaners (audio & video).

• **store fixtures**
A S V Stuebbe GmbH & Co. KG, Hollwieserstr. 5, D-4973 Vlotho. Tel: (05733) 131. Telex: 971231.

Product: Record & tape browser boxes, record display racks.
Achilles (Gbr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Product: Record & tape display racks.
Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Product: Tape display racks (audio).
Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Display racks, divider cards.
Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier.

Product: Record display racks.
D. Kretz (Automaten-Serv.), Yorckstr. 41, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Display racks.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Product: Tape browser boxes (video)

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dark Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.

Product: Display racks.
AS V Stuebbe GmbH & Co. KG, Hollwieserstr. 5, D-4973 Vlotho. Tel: (05733) 131. Telex: 971231.

Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases, demagnetizers.

Agfa-Gevaert AG, Magnetic Tape Div., D-5090 Leverkusen 1. Tel: (0214) 301. Telex: 8510420. Pres. Dr. F. Staudacher; Sales Mgr.: H. Pastor.

Product: Tape—carrying & storage cases (audio & video), leader tape (audio), splicing tape & equip. (audio).

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Product: Tape—splicing tape & equip. (audio).

All Akustik, Eichfelder Str. 2, D-3000 Hannover 21. Tel: (0511) 785072. Telex: (09) 23974. Pres.: H.D. Hoffmann.

Product: Tape—FUJI video head cleaners (Beta & VHS cassette type).

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Record—record care prods., replacement styli; Tape—leader tape, splicing tape & equip.

Amplex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel: (0611) 60580. Cable: VIDEOTAPE. Telex: 413774. Gen. Mgr.: Elmar Sadelier; Tape Sales Mgr.: Rudi Fischer.

Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).

Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier.

Product: Record—record care prods.: brushes, sweep arm, turntable mats, replacement styli.

Auris-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Telex: 522084. Pres.: Eberhard Nast.

Product: Tape—head cleaners, bulk erasers, demagnetizers (audio).

Fuji, see All Akustik.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella.

Product: Tape—carrying & storage cases.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79. Home office: USA.

Product: Record—record care prods.: sweep arms; Tape—head cleaners.

D. Kretz (Automaten-Serv.), Sohenstr. 179, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Record—carrying & storage cases; Tape—carrying & storage cases (audio & video).

Maxell Europe GmbH, Emanuel-Leutzstr. 1, D-4000 Duesseldorf 1. Tel: (0211) 59-40-83. Telex: (08) 587288. Dir.: T. Inoue; Sales Mgr.: F. Cottin.

Product: Record—record care prods.: cleaners; Tape—carrying & storage cases, head cleaners (audio & video); demagnetizers (audio).

C. Melchers & Co., Postfach 102560, Schlachte 41, D-2800 Bremen. Tel: (0421) 316-9323.

Product: Record—PICKERING replacement styli.

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales

Mgr.: Rolf Neumann, Ass't: Ingeborg Grossman.
Product: Tape—head cleaners & demagnetizers.

Product: Record—STANTON replacement styli.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Gen. Mgr.: Bo Ekman; Sales Mgr.: Harald Viering.
Product: Record—turntable mats; Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio & video)

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendenstorf. Tel: (04183) 6035. Cable: VIDEORING. Telex: 2189719. Dir.: Paul Moekel, Mario Villavicencio.

Product: Tape—carrying & storage cases (video).
W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 60-50. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dark Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmayer; VP & Controller: Karl Schoon.

Product: Record—replacement styli; Tape—carrying & storage cases.
Rudolf Wittner GmbH & Co., PO Box 1360, D-7972 Isny. Tel: (07562) 2001.

Cable: WITTNER Telex: 07321526. Pres.: Horst Wittner; Sales Mgr.: Franz Walk
Product: Record—carrying & storage cases; PLATTOFIX record care prods.; Tape—carrying & storage cases, head cleaners (audio & video).

• **store fixtures**
A S V Stuebbe GmbH & Co. KG, Hollwieserstr. 5, D-4973 Vlotho. Tel: (05733) 131. Telex: 971231.

Product: Record & tape browser boxes, record display racks.
Achilles (Gbr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz.

Product: Record & tape display racks.
Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Product: Tape display racks (audio).
Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Display racks, divider cards.
Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeier.

Product: Record display racks.
D. Kretz (Automaten-Serv.), Yorckstr. 41, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Display racks.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141.

Average retail price per pre-recorded audio tape: 8-tr.—\$5.10; cassette—\$5.00.

Average retail price per pre-recorded video tape: Beta—\$67.00; VHS—\$67.00.

RADIO STATIONS:
No. of government 2.

Comment: In recent months programming has become less commercial, with more emphasis on "culture" and less on domestic and international pop repertoire.

TELEVISION STATIONS:
No. of channels: 2 government, 95% color (SECAM).

Comment: Videotape predominates over live transmission, with the latter being confined to news programming.

IMPORT/EXPORT REGULATIONS:
Import duties and other levies total about 43% of the CIF price of the shipment. There are no export regulations.

MARKET ANALYSIS:
Since radio programming has become less commercial, and hence less of a promotion tool, the record industry claims to be successfully exploring new avenues of promotion such as pirate radio, discotheques, and better in-store displays. Domestic repertoire enjoys the higher sales but international product is preferred by younger buyers. Piracy is still a great market problem.

• **record & tape manufacturers / distributors / importers**

Archiv, see PolyGram.

C B S (Diski) AEBE (FFPI), PO Box 37,alandri, 311 Messoghion Ave., Athens. Tel: (01) 672-2150. Cable: COLRECORD. Telex: 216220. Mng. Dir. & Gen. Mgr.: Sol Rabinowitz; Sales Mgr.: Costas Nikitas.

Labels: (Owned) CBS, Embassy, Epic, Portrait; (Licensed) A&M (USA), ARC (USA), Accord (USA), All Platinum (USA), Ailo (France), Audio (Germany), Audiofidelity (USA), Boardwalk (USA), CGD (Italy), Chess (USA), Cleveland Int'l (UK), Delphine (France), Dreyfus (France), Emergency (USA), Gold Unimoted (USA), Handshake (USA), Philadelphia Int'l (USA), Pool (Germany), Prelude (USA), Salsoul (USA), Sonet (Sweden), Sugar Hill (USA), TK (USA), Vanguard (USA), Zomba (UK).

Calypso, see Music Box.

Capitol, see EMI Greece.

Columbia, see EMI Greece.

D G G, see PolyGram.

Dionysos, see General.

E M I Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Marriott; Mng. Dir.: George Patsias; Finance & Admin. Dir.: D. Gaetanakis; Sales Dir.: Stavros Xanthopoulos.

Labels: (Owned) Capitol, Columbia, EMI, EMI America, HMV, Harvest, Liberty, Odeon, Parlophone, Regal; (Licensed) Alam El Phan (Egypt), Buzaidophone (Kuwait), Carophon (Egypt), Island (UK), MCA (USA), Morphon (Egypt), Sono Cairo (Egypt), Sout El Hob (Egypt), Sout El Phan (Egypt), Sudanophone (Sudan), Voice of Beirut (Lebanon), Voice of Lebanon (Lebanon), Voix De L'Orient (Lebanon).

Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zgnon Themelis. (Distributor/Importer/Exporter).

Embassy, see CBS.

Epic, see CBS.

Fidelity, see PolyGram.

Fontana, see PolyGram.

General Gramophone Co. Elefth. Makou, 79-81 Sokratous Str., Athens. Tel: 522-6843/8030. Chief Exec.: Konstantina Makou; Gen. Mgr.: Eleftherios Makos.

General Publ'g Co. SA (FFPI), 11 Knezotou St., Athens 134. Tel: (01)

Pan-Vox, see Music-Box.

Parlophone, see EMI Greece.

Philips, see PolyGram.

Piomaritis Prod'ns, 13 Third September St. (office), 13 Eptanissou (factory). Athens, Tel: 522-7472. Cable: MELODY. Gen. Mgr.: Anthony Piomaritis; Sales Mgr.: Georges A. Piomaritis. Labels: Athenee, Lucky (Italy), Melody, Popular, Select. Polydor, see PolyGram.

PolyGram Recs SA (IFPI), 296 Messoghion Ave., Cholargos, Athens, Tel: (021) 652-4213. Cable: POLYGRAM ATHENS. Telex: 216124. Mng. Dir. & Gen. Mgr.: Nicolas Antipapas; Sales Mgr.: Pantele Emmanouilidis; Foreign Repertoire Prod. Mgr.: John Petridis; PR Mgr.: Jacques Menahem. Branch: Salonika, 15 Proxenou Coromila. Tel: (031) 267-121, 274-543. Mgr.: John Socratidis.

Labels: (Owned) Archiv, DGG, Fidelity, Fontana, Heliodor, MGM, Mercury, Olympic, Philips, Polydor, Vertigo, Verve; (licensed foreign) Ariola (Germany), Arista (USA), Baby (Italy), Butterfly (USA), Buddha (USA), Capriorn (USA), Carrere (France), Casablanca (USA), Charisma (UK), Charly (UK), Checker (USA), Chess (USA), Chrysalis (UK), Chiswick (UK), EG (UK), Ensign (UK), Mooncrest (UK), Mountain (UK), Orlando (France), Oyster (USA), Pablo (USA), Passport (USA), RSO (UK), Rocket (UK), Stiff (UK), Track (UK), Virgin (UK).

Portrait, see CBS.

Progress Ltd., Platia Theatrou 24, Athens 113. Tel: (01) 991-1175. (Importer)

Regal, see EMI Greece.

Select Prod'ns, 13 Eptanissou, Athens, Tel: (021) 821-3918. Cable: SELECT. Gen. Mgr.: Anthony Piomaritis; Sales Mgr.: Georges Piomaritis. Standard, see Minos Matsas.

Veran Rec. Co., 24 Tsimiski St., Thessaloniki. Tel: 272560. Pres.: Michael Theodore; Gen. Mgr.: Antonio Vergiadis; Sales Mgr.: Thomas Philippides. Labels: (Owned) Veran; (licensed foreign) Ariola-Eurodisc (Germany), Cyclade (France), Gillette-Madison (USA), Lollipop (Germany), Som (Brazil), Splash (UK), Telefunken (Germany), Trema (France).

Vertigo, see PolyGram.

Verve, see PolyGram.

W E A Recs. Ltd. (IFPI), 319 Messoghion, Athens, Tel: (021) 671-7355. Cable: WEAREC. Telex: 210716. Mng. Dir.: Ion Stamboulieh; A&R Mgr.: Vassos Tsimidopoulos. Zodiac, see General.

• music publishers

Blackwood Music Publ'g Co. Ltd., PO Box 37, Halandri, 311 Messoghion Ave., Athens, Tel: (01) 672-2150. Cable: COLRECORD. Telex: 216220. Admin'r: Sol Rabinowitz; Admin. Mgr.: Maria Margariti.

E M I Music Publ'g (Greece) Ltd., PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Reg'l Dir.: Miss T. Papaioannou. General Publ'g Co. Ltd., 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS.

GrecoPhon, 52 Eleftheriou Venizelou Av., Kalithea, Athens, Tel: 958-0243/1135. Cable: GRECOPHONE. Telex: 221082. Pres.: Marika Gesar. Intersong Hellas Ltd., 296 Messoghion Ave., Cholargos, Athens 142. Tel: (021) 672-5693. Cable: POLYGRAM. Telex: 216124. Mng. Dir.: Costas Zougros.

Minos Matsas & Son SA, 245-247 Messoghion Ave., Athens 142. Tel: (021) 671-1811. Cable: MINOSMAR. Telex: 218647. Bd. Chm.: Makis Matsas. Mediterranean Publ'g, 29 Biskini St., Athens 622. Tel: (00301) 770-9994. Gen. Mgr.: Evangelos Pitsiladis.

Ivan Moguil Music Assocs., c/o AEPI, 14 Eelighianni St., Athens 148. Piomaritis Publ'rs, 13 Eptanissou, Athens, Tel: (021) 821-3918. Gen. Mgr.: Anthony Piomaritis.

Select Publ'rs, 13 Eptanissou Kypseli, Athens, Tel: (031) 821-3918. Gen. Mgr.: Anthony Piomaritis.

Warner Bros. Music, 319 Messoghion. Athens, Tel: (02) 671-7355. Cable: WEAREC. Telex: 210716. Mng. Dir.: Ion Stamboulieh; Gen. Mgr.: Vassos Tsimidopoulos.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Greek Composers, 38 Mitropoleos St., Athens. E R T (Eliniki Radiophona-Tileorastis), PO Box 119, Aghia Paraskevi, Athens. Tel: 65-95-970. Cable: RADIOSTATHENS. Telex: 216066. Gen. Dir.: C. Hondros. Radio Dir.: E. Lekkas.

National Committe of the International Music Council, 38 Mitropoleos St., Athens, Tel: 3223-302.

Union of Greek Musicians, 38 Mitropoleos St., Athens.

LICENSING ORGANIZATION, MUSIC

A E P I (Societe Hellenique pour la Protection de la Propriete Intellectuelle SA), 14 Delighianni St., Athens 148. Tel: (021) 821-3917, 822-8006. Mng. Dir.: Constantin Macris.

LICENSOR, RECORD & TAPE

PLATING, PROCESSING & PRESSING PLANT

E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Mariotti; Mng. Dir.: George Petsias; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos.

RECORD PROMOTION

E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Mariotti; Mng. Dir.: George Petsias; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos.

Lakis Kleopas Prod'ns, 10 Salaminos St., Thessaloniki. Tel: (31) 516-493/4. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.

Press Bureau, PO Box 1032, Thessaloniki. Tel: (31) 276785. Telex: 412373. Contact: Vassilis Touronis.

TAPE CUSTOM DUPLICATOR

E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Mariotti; Mng. Dir.: George Petsias; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos. Audio: 8-tr., cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

EMPTY CARTRIDGES, CASSETTES & REELS

Costas Vlassopoulos & Co., 2 Alex Papanastasiou St., New Filadelfia, Athens, Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Sales Mgr.: Spiros Verios. Audio: INTERSONIC 8-tr. & cassette.

JACKETS & SLEEVES LABELS, DISK

Note: For tape labels see Professional Tape Supplies & Accessories. E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Mariotti; Mng. Dir.: George Petsias; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos. (LP)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Mariotti; Mng. Dir.: George Petsias; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos. Audio: Cassette labels.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AE, PO Box 17, Stilianou Gonata 16, Athens-Peristeri. Tel: 574-2311. Gen. Mgr.: A. Nothdurft; Sales Mgr.: A. Bouboulas. Audio: Blank—cassette, open reel; raw—cassette.

E M I Greece SA, PO Box 287, Central Sta., 127 Heracleou St., Rizopolis, Athens, Tel: (301) 25-27-102. Cable: EMIRECORD. Telex: 214192. Reg'l Dir.: Guy C. Mariotti; Mng. Dir.: George Xanthopoulos; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: Stavros Xanthopoulos.

Dr. D.A. Delis AG, Paleologou Benizelou 5, Athens 117. Tel: 325-0301. Telex: 215336. Cable: DELIGHIMIK Chief Exec.: Antonos Fotopoulos; Sales Mgr.: T. Kokkinopoulos.

Audio & Video: BASF cassette. Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zenon Themelis. (Distributor/Importer/Exporter)

Audio: Blank—cassette. Magnetic Hallas Ltd., 6-8 Frangon St., Thessaloniki.

Audio: AUDIO MAGNETICS 8-tr., cassette, open reel. Costas Vlassopoulos & Co., 2 Alex Papanastasiou St., New Filadelfia, Athens, Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Sales Mgr.: Spiros Verios.

Audio: Blank—INTERSONIC 8-tr. & cassette, endless tape.

• accessories

Kinoteknik OE, 47 Stourara, Athens, Tel: 360-6998.

Product: Record—STANTON replacement styli. Piomaritis Prod'ns, 13 Third September St., Athens, Tel: (031) 522-7472, 821-3918. Cable: MELODY. Pres.: Anthony Piomaritis; Sales Mgr.: Georges Piomaritis.

Product: Carrying & storage cases. Costas Vlassopoulos & Co., 2 Alex Papanastasiou St., New Filadelfia, Athens, Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Pres.: Costas Vlassopoulos; Sales Mgr.: Spiros Verios.

Product: Tape—carrying & storage cases, head cleaners (audio).

GUATEMALA

Population: 7,480,000.

Rate of exchange: \$1 (US) = 1.0 quetzal.

Per capita income: \$1,090.

Holidays: January 1, Holy Week (Thurs.-Sun.), May 1 (Labor Day), June 30 (Army Day), September 15 (Independence Day), October 20 (Revolution of 1944), November 1, December 25.

• record & tape manufacturers / distributors / importers

Casa Avelar, 18 Calle 3-59 & 6-61, Zone 1, Guatemala City. Tel: 80-243, 28-545, 81-465. Gen. Mgr.: Salvador Avelar Guerra; Sales Mgr.: Ana Maria Avelar C.

Labels: (Owned) Leo, Tikal, Xelaju.

Coguardia, Ruta 4, 7-25, Zone 4, Guatemala City. Tel: 311-033. Telex: 6149. Gen. Mgr.: Carlos A. Hult D. (See Dicesa in El Salvador for label information)

Dideca, see Discos de Centroamerica.

Dila (Discos Latinoamericanos SA), Av. de las Americas 14-15, Zone 14, Guatemala City. Tel: 681-530. Pres.: Augusto Diaz-Duran; Gen. Mgr.: Marco Antonio Garcia; Sales Mgr.: Sylvia de Molina.

Labels: (Owned) Dila; (licensed) Alhambra (Spain), Musart (Mexico).

Discos de Centroamerica SA (IFPI), 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519-602, 533-695. Cable: DIDECA. Telex: 5413. Pres.: Byron Galvez-Thompson; Gen. Mgr.: Carlos Godoy Catalan; Int'l Mgr.: Blanca Avila.

Labels: (Owned) Dideca; (licensed foreign) Ariola Int'l (Spain), Arista (USA), Asylum (USA), Atco (USA), Atlantic (USA), CR (USA), Capitol (USA), Caracol (Colombia), Codiscos (Colombia), Cotillion (USA), EMI (UK), EMI America (USA), EMI-Odeon (USA), Elektra (USA), Falcon (USA), Gamma (Mexico), Geffen (USA), Hispavox (Spain), Liberty (USA), Melody (Mexico), Mirage (USA), Motown (USA), Movieplay (Spain), Odeon (UK), Phonogram Int'l (Netherlands), Planet (USA), Polydor Int'l (Germany), Reprise (USA), Suradisico (Venezuela), WEA Int'l (USA), Warner Bros. (USA), West Side Latino (USA).

Discos Latinoamericanos SA, see Dila.

Distribuidora Guatemalteca de Discos SA, 4 Ave. 13-25, Zone 9, Guatemala City. Tel: 31-65-64. Telex: 5171. Gen. Mgr.: Arnoldo Calvo Aparicio.

Electrodisco, 9A Avenida 7-05, Zone 1, Guatemala City. Tel: 535-405. Cable: ELDIS. Gen. Mgr.: Miguel Angel Armas. (Distributor/Importer/Exporter)

India, see Distribuidora Guatemalteca.

Leo, see Casa Avelar.

Mars Recs. & Tapes, 1A Avenida 0-15, Zone 2, Guatemala City. Tel: 28-254, 535-405. Cable: MARS. Gen. Mgr.: Miguel Angel Armas.

Labels: (Owned) Mars; (licensed) Nicolas Oliva (Argentina), Pira (Argentina).

Musical, Ing. M. R. Wunderlich, 13 Calle 9-62, Zone 1, Guatemala City. Tel: 29-645. Cable: MUSICAL. Telex: 5485. Pres.: Mario R. Wunderlich; Gen. Mgr.: Jean G. Wunderlich; Sales Mgr.: Guillermo Tulio Gonzalez. (Importer)

Tikal, see Casa Avelar.

• music publishers

Dimas, Editora Guatemalteca de Musica, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519-602, 29-634. Cable: DIDECA. Telex: 5413. Gen. Mgr.: Byron Galvez-Thompson.

Maya Musical SA, Av. de las Americas 14-15, Zone 14, Guatemala City. Tel: 681-530. Pres.: Augusto Diaz-Duran; Gen. Mgr.: Luis Estrada Roy.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores & Compositores), 14 Calle 11-42, Zone 1, Guatemala City. Tel: 84-921/251.

PLATING, PROCESSING & PRESSING PLANT

Discos de Centroamerica SA, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519-602, 533-695, 537-137, 29-634. Cable: DIDECA. Telex: 5413. Pres.: Byron Galvez-Thompson; Gen. Mgr.: Carlos Godoy Catalan.

TAPE CUSTOM DUPLICATORS

Discos de Centroamerica SA, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519-602, 533-695, 537-137, 29-634. Cable: DIDECA. Telex: 5413. Pres.: Byron Galvez-Thompson; Gen. Mgr.: Carlos Godoy Catalan.

Audio: Cassette. Eslab (Laboratorio Electronico SA), Apdo. 798, Guatemala City. Tel: 880-203. Telex: 5432. Pres.: Heinz O. Schleusner; Sales Mgr.: Jorge M. Wantland. (PKG)

Audio: Cassette.

CARTRIDGE & CASSETTE PARTS

Esab (Laboratorio Electronico SA), Apdo. 798, Guatemala City. Tel: 880-203. Telex: 5432. Pres.: Heinz O. Schleusner; Sales Mgr.: Jorge M. Wantland.

Audio: Cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

Esab (Laboratorio Electronico SA), Apdo. 798, Guatemala City. Tel: 880-203. Telex: 5432. Pres.: Heinz O. Schleusner; Sales Mgr.: Jorge M. Wantland.

Audio: Cassette.

TAPE, BLANK LOADED & BULK RAW

Esab (Laboratorio Electronico SA), Apdo. 798, Guatemala City. Tel: 880-203. Telex: 5432. Pres.: Heinz O. Schleusner; Sales Mgr.: Jorge M. Wantland. (AGFA AUDIOMASTER & ESLABEL audio & video lines)

• accessories

Electrodisco, 9A Avenida 7-05, Zone 1, Guatemala City. Tel: 535-405. Cable: ELDIS. Gen. Mgr.: Miguel Angel Armas. (Distributor/Importer/Exporter—AMPEX prods.)

Mars Recs. & Tapes, 1A Avenida 0-15, Zone 2, Guatemala City. Tel: 28-254, 535-405. Cable: MARS. Gen. Mgr.: Miguel Angel Armas. (Importer—DUO TONE prods.)

HONG KONG

Population: 5,000,000.

Rate of exchange: \$1 (US) = 7.0 Hong Kong dollars.

Per capita income: \$2176.

Holidays: January 1, Chinese New Year, April 21 (Queen's Birthday), June 17 (Tuen Ng Festival), August 25 (Liberation Day), Mid-Autumn Festival, December 25, 26 & Christian holidays.

• record & tape manufacturers / distributors / importers

Amo Rec. Corp. (IFPI), PO Box 95170, Tsim Sha Tsui Sta., 68 Waterloo Rd., Flat A-1, Kowloon. Tel: (3) 7139847. Gen. Mgr.: Paul Leung.

Labels: (Owned) Amo, Kinder, Musa.

Angel, see EMI.

Archiv, see PolyGram.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

BLUE MAX PROD'NS LTD., Tai Sang Bank Bldg., 15th fl., 784 Nathan Rd., Kowloon. Tel: (3) 818235. Telex: 40614 MANHE HK. Mng. Dir.: Mahmood Ramjahn.

C B S/Sony Hong Kong Ltd. (IFPI), 122-124 Connaught Rd., C, 22/F, Hong Kong. Tel: (5)457227. Cable: CBSOONVHKL. Telex: 74936. Mng. Dir.: Peter C.H. Chiu; A&R Mgr.: Tony Lee; Sales Mgr.: Angela Hon.

Labels: (Owned) CBS/Sony; (licensed foreign) APA, ARC, Bang, Bethlehem, Boardwalk, Blue Horizon, Blue Sky, Caribou, Cat, Columbia, Columbia Masterworks, Dash, Drive, Epic, Full Moon, GTO, Glades, Imperator, Jet, Kalimba, KC & the Sunshrine, Kirshner, Marlin, Mums, Newcrest, Neighborhood, Ode, Odeysee, Okeh, Philadelphia Int'l, Portrait, Sunshine Sound, TK, T-Neck, Tapes, Unlimited God, Windfall (all USA); CBS (UK, USA), CBS/Harmony (UK, USA), Epic/Sony (Japan), Shintee (Taiwan).

Capitol, see EMI.

Casablanca, see PolyGram.

Columbia, see EMI.

Ossel (Hong Kong) Ltd. (IFPI), PO Box 2650, Central Post Office, Kowloon. Tel: (0) 28-82-94. Cable: HKCOLTEK. Mng. Dir.: Kenneth L. Cole, T.K. Whang; Dir. & Sales Mgr.: Robert Wong.

Labels: (Licensed foreign) Colgems, Grunt, Millennium, New York Int'l, RCA.

Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845, 249534. Mng. Dir.: Tung Lau.

Labels: (Owned) Crown, Eagle; (licensed) Michelle (USA).

D G G, see PolyGram.

Decca, see PolyGram.

Diamond, see PolyGram.

Double Up, see EMI.

E M I (Hong Kong) Ltd. (IFPI), 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel: (3) 810321. Cable: EMITRON. Telex: 33512. Mng. Dir.: K.K. Wong.

Labels: (Owned) Angel, Capitol, Columbia (UK), Double Up, EMI, Encore, HMV, Harvest, Liberty, MFP—Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Phoenix, Regal, Real Zonophone, Sounds Superb, Starline, Talsman, Waverley.

Eagle, see Crown.

Elektra, see WEA.

Encore, see EMI.

Excel Hi Fi Co., PoYip Bldg., Flat B7, 6th fl., 62-70 Texaco Rd., Tsuen Wan, N.T., Hong Kong. Tel: 46-14-51. Cable: EXCELHIFI. Telex: 33664. Gen. Mgr.: Jeffrey Luk; Sales Mgr.: Allan Yee.

Fontana, see PolyGram.

Green House Christian Book Co., PO Box 74221, Kowloon Central PO, Kowloon. Owner: Thomas Tang. (Distributor)

H K, see Pacific.

H M V, see EMI.

Harvest, see EMI.
 Hong Kong King Yoko Ltd. (IFPI), Far East Mansion, Rm. K 17/F, 5-6 Middle Rd., Kowloon. Tel: (3) 66-89-34, 66-80-42. Cable: KINGYOKO. Gen. Mgr.: Miss C.H. Koh; Sales Mgr.: Kenny K.W. Mok.
 Labels: (Owned) Kinister; (Licensed foreign) Better Days, Denon, Electric Bird, Flying Disk, Flying Dog, Invitation, JVC, King, Seven Sea, Toho, Toshiba-EMI, Watanabe, Yupiter, Zen (all Japan); Artists House, Butterfly, CIT, Century, Kudu, Parachute (all USA).
 Hong Kong Recs. Co. Ltd., 58 Pak Tai St., 9th fl., Tokwawan, Kowloon. Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 54640. Mng. Dir.: Klaus Heymann; Gen. Mgr.: John Ho. (Distributor for Pacific Music)
 Jones Co., 722 Tung Ying Bldg., 7th fl., 100 Nathan Rd., Kowloon. (Distributor)
 Kan's Int'l Co. Ltd., 90A Broadway, 20th fl., MFSC, Kowloon. Tel: (3) 727478.
 Kinder, see Amo.
 Kinister, see Hong Kong King Yoko.
 Lee's Sound Eng'g Ltd., 145-149 Queens Rd. Central, 4th fl., Hong Kong. Tel: (5) 436868. Telex: 61484. Mng. Dir.: S.F. Lee.
 Liberty, see EMI.
 M F P, see EMI.
 Marco Polo, see Pacific.
 Mercury, see PolyGram.
 Moutrie & Co. (Hong Kong) Ltd. (IFPI), Prince's Bldg., UG20 & UG23, 50 Ice House St. Tel: (5) 239-305. Mng. Dir.: Napoleon Ng. Gen. Mgr.: Ellen Ng. Sales Mgr.: Constance Ng.
 Musa, see Amo.
 Music for Pleasure, see EMI.
 Nonesuch, see WEA.
 Odeon, see EMI.
 One Up, see EMI.
 Pacific Music Co. Ltd. (formerly Studer-Revox (HK) Ltd.) (IFPI), Kai Ti Bldg., 9th fl., 58 Pak Tai St., Kowloon. Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 54640. Mng. Dir.: Klaus Heymann; Gen. Mgr.: John Ho.
 Labels: (Owned) HK, Marco Polo; (Licensed foreign) Acanta (Germany), Ariola (Germany), Arista (UK, USA), Art & Sound (UK), Baby (Italy), Bainbridge (USA), Bamaby (USA), Bixio (Italy), Camerata (Japan), Candide (USA), Carrere (France), Chrysalis (UK, USA), De-Lite (USA), Durcco (Netherlands), Durum (Italy), Fantasy (USA), Galaxy (USA), Harmonia Mundi (France, Germany), Hungaroton (Hungary), Jiwe (UK), K-tel (UK, USA), Lollipop (Germany), Martan Music Prod'ns (USA), Melodia (USSR), Milestone (USA), Moss (USA), Musemate (Japan), Mute (UK), O (USA), Opus (Czechoslovakia), Orfeo (Germany), Prelude (USA), Prestige (USA), Project 3 (USA), RCA (Australia, France, Germany, Italy, Japan, Netherlands, Spain, UK, USA), RKM (Belgium), RVC (Japan), Red Bus, Rialto (UK), Riverside (USA), Salsoul (USA), Savoir Faire (France), Sirocco (France), Stax (USA), SWE (UK), Sugar Hill (USA), Supraphon (Czechoslovakia), Telefunken (Germany), Turnabout (USA), Virgin (UK), Vox (USA), WMOOT (USA), Warwick (UK).
 Parlophone, see EMI.
 Pathe, see EMI.
 Philips, see PolyGram.
 Phoenix, see EMI.
 Polydor, see PolyGram.
 PolyGram Recs. Ltd. (IFPI), Garley Bldg., Rm. 1503, 233-239 Nathan Rd., Kowloon. Tel: (852) 3-674138-0. Cable: POLYDOR. Telex: 45884. SE Asia Reg'l Dir.: Norman Cheng; Domestic Div. Mgr.: Ricky Fung; Int'l Div. Mgr.: Douglas Chan; Classical Mktg. Mgr.: Peter D'Almada; Sales Mgr.: Li Chi Kau.
 Labels: (Owned) Archiv, Casablanca, DGG, Decca, Diamond, Fontana, Mercury, Philips, Polydor, PolyStar, RSO, Vertigo, Verve; (Licensed) A&M (USA), ECM (Germany), Hansa (Germany), Pablo (USA), Polar (Sweden).
 PolyStar, see PolyGram.
 Progressive Workshop/Philip Ching, 14-C, Block 8, Nam Fung Chuen, Quarry Bay. Tel: (3) 91-03-89.
 R S O, see PolyGram.
 Regal, see EMI.
 Regal Zonophone, see EMI.
 Reprise, see WEA.
 Shun Cheong Rec. Co. Ltd. (IFPI), Bank Centre, Rm. 1208/9, 636 Nathan Rd., Kowloon. Tel: (3) 853007, 322397. Cable: SHUNMARIO. Telex: 83314. Mng. Dir. & Gen. Mgr.: Raymond K.P. Ng. Sales Mgr.: Mok Yip-Ping.
 Labels: (Licensed) A&I (USA), Applause (USA), Bainbridge (USA), Barclay/Egg (France), Buddha (USA), Can't Stop (USA), Claude Hopper (UK), Cream/Hi (USA), Destiny (USA), Emergency (USA), Everest (USA), Headfirst (USA), Jupiter (Germany), K-tel (UK), Megatone (USA), Moby Dick (USA), PAJ (USA), Prelude (USA), Rampage (UK), Ramwood (USA), Stiff (UK), TGO (Canada), Transatlantic (UK), Vanguard (USA), Vogue (France).
 Sounds Superb, see EMI.
 Starline, see EMI.
 Studer-Revox, see Pacific.
 Talsman, see EMI.
 Vertigo, see PolyGram.
 Verve, see PolyGram.
 W E A Recs. Ltd. (IFPI), Landwide Bldg., 2nd fl., 118-120 Austin Rd., Kowloon. Tel: (3) 697421. Telex: 83979. Mng. Dir.: Paul Ewing; Sales Mgr.: Virginia Ng.
 Labels: (Owned) Asylum, Atco, Atlantic, Elektra, Nonesuch, Reprise, WEA, Warner Bros. (all USA); (Licensed) Big Tree, Cotillion, Dark Horse, Disc-Reet, Elektra/Musician, Embryo, Finndar, Full Moon, Little David, Manticore, Mirage, Qwest, RFC, Radio Recs., Sire, Solar, Swan Song, Warner/Curb, Whitefield (all USA); Island, Magnet (both UK).
 Warner Bros., see WEA.
 Watermelon Prod'ns, 70 Conduit Rd., Flat IC, Hong Kong. Tel: (5) 451719. (Distributor/importer)
 Waverley, see EMI.
 Zhure Trading Co., Enterprise Bldg., Rm. 2301, 228-238 Queen's Rd. Central, Hong Kong. Tel: (5) 447113. Telex: 65954. Dir.: Povee Chan; Sales Mgr.: Bryan Li.

• music publishers

April Music Publ'g (Hong Kong), 122-124 Connaught Rd., C, 22/F, Hong Kong. Tel: (5) 457447. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir.: Peter C.H. Chiu.
 BLUE BIRD MUSIC PUBL'G, Tai Sang Bank Bldg., 15th fl., 784 Nathan Rd., Kowloon. Tel: (3) 818235. Telex: 40614 MANHE HX. Mng. Dir.: Mahmood Rumiha.
 Dragon Music Ltd., see Melody Bank.
 E M I Music Publ'g (SE Asia) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel: (3) 810321. Cable: EMINUS. Telex: 33512. Gen. Mgr.: Irene Ho.
 Hong Kong Music Media Publ'g, 58 Pak Tai St., 9th fl., Tokwawan, Kowloon.

Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 54640. Mng. Dir.: Klaus Heymann.
 Intersong (Hong Kong) Ltd., Garley Bldg., 233-239 Nathan Rd., Kowloon. Tel: (3) 674138. Cable: POLYDOR HONG KONG. Telex: 45884. Dir.: Norman Cheng; Sac'y: Constance Lee; Prof. Mgr.: Jenny Fung.
 KARMA MUSIC PUBL'G, Tai Sang Bank Bldg., 15th fl., 784 Nathan Rd., Kowloon. Tel: (3) 818235. Telex: 40614 MANHE HX. Mng. Dir.: Mahmood Rumiha.
 Melody Bank, 26 Fa Po St., 1B, Yau Yat Chuen, Kowloon. Tel: (3) 80-94-29. Mng. Dir.: Anders Nelsson.
 T V Asahi Music HK Co. Ltd., Ho Lee Commercial Bldg., Flat B, 18th fl., 38-44 D'Aguiar St., Central, Hong Kong. Tel: (5) 23-83-83. Cable: CASH-ORONG. Telex: 45298. Chief Exec.: Takeshi Ushiyama; Gen. Mgr.: Shin-ichiro Tamura.
 W E A Music Publ'g Ltd., 2/F Landwide Bldg., 118-120 Austin Rd., Kowloon. Tel: (3) 697421. Telex: 83979. Dir.: Paul Ewing; Gen. Mgr.: Michael Ching.

• services

PLATING, PROCESSING & PRESSING PLANT
 C B S/Sony Hong Kong Ltd., Harbour Comm'l Bldg., Central, 22/F, 122-124 Connaught Rd., Central, Hong Kong. Tel: (5) 457227. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir.: Peter C.H. Chiu.

RECORD PROMOTION
 Creative Workshop Ltd., 1404-1406 Korea Center. Tel: 447483, 436399, 436390. Mng. Dir.: Michael Pope.

TAPE CUSTOM DUPLICATORS
 C B S/Sony Hong Kong Ltd., Harbour Comm'l Bldg., 22/F, 122-124 Connaught Rd., Central, Hong Kong. Tel: (5) 457227. Cable: CBSSONYHKL. Telex: 74936. Mng. Dir.: Peter C.H. Chiu.

CRECORA
 Crown Rec. Co., 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845. Mng. Dir.: Lau Tung.
 Labels: Cassette.
 Lee's Sound Eng'g Ltd., 145-149 Queens Rd. Central, 4th fl. Tel: (5) 436868. Telex: 61484. Mng. Dir.: S.F. Lee.
 Labels: 8-tr., cassette, ¼" open reel.
 SUMMIT MAGNETICS LTD., E Tat Factory Bldg., 21/F, 4 Heung Yip Rd., Wong Chuk Hang, Aberdeen. Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
 Labels: Cassette, open reel. (SEE ADVERTISEMENT)

• supplies

CARTRIDGE & CASSETTE PARTS
 Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong. Tel: (5) 254527. Telex: 83583.
 SUMMIT MAGNETICS LTD., E Tat Factory Bldg., 21/F, 4 Heung Yip Rd., Wong Chuk Hang, Aberdeen. Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
 Labels & Video: All cassette parts. (SEE ADVERTISEMENT)
 Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel: (5) 25-45-27. Cable: MAGNETAPE. Telex: 83583. Gen. Mgr.: Mike Campbell.
 Labels: ARIA, SONORAMIC cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

Allen Inds. Ltd., PO Box 60054, Tsai Tsz Mur Post Office, Hong Kong. Tel: (5) 570-107. Telex: 65911.
 Labels: C-0 cassettes.
 Lee & Man Mfg. Co. Ltd., Wider Ind'l Bldg., 7th fl., 58 Tsun Yip St., Kwun Tong, Kowloon. Tel: (03) 895-2999. Telex: 44667. Cable: LEEANTRAD.
 Labels: C-0 cassette.
 SUMMIT MAGNETICS LTD., E Tat Factory Bldg., 21/F, 4 Heung Yip Rd., Wong Chuk Hang, Aberdeen. Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
 Labels: C-0 cassettes.
 Video: V-D videocassettes. (SEE ADVERTISEMENT)
 Swire Magnetics Ltd., Box 1, General Post Office, Hong Kong; Swire Bottlers Bldg., 14-16/F, 64 Quarry Bay St., Quarry Bay. Tel: (5) 647641, 632165. Cable: SWIRECASET. Telex: 60528. Dir.: Dr. David Smith; Ops. Mgr.: Jack Lee Landis; Sales Mgr.: A.J. Herdman.
 Labels: Cassette.
 Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel: (5) 25-45-27. Cable: MAGNETAPE. Telex: 83583. Gen. Mgr.: Mike Campbell.
 Labels: ARIA, SONORAMIC cassette.

TAPE, BLANK LOADED & BULK RAW

Agfa, see Jebsen & Co.
 Ampex, see Lee's Sound.
 Aria, see Yorknetics.
 Audio Consultants Co. Ltd., Kai Ti Bldg., 9th fl., 58 Pak Tai St., Kowloon. Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 54640. Mng. Dir.: Klaus Heymann; Gen. Mgr.: John Ho.
 Labels: RACAL ZONAL 2", 1" & ½" reel; raw-2", 1", ½"
 Crown Rec. Co., 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845. Mng. Dir.: Lau Tung.
 Labels: Cassette.
 Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong. Tel: (5) 254527. Telex: 83583.
 Labels: 8-tr., cassette & open reel.
 Video: ¼" EIAJ open reel.
 Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., 13-F, Flat A, 7 Cheung Lee St., Chaiwan. Tel: (5) 572282. Cable: INCASSETTE. Telex: 85938. Pres.: Wes Lee Marr; Gen. Mgr.: Terrance Ma.
 Labels: SOUNDLINE cassette.
 International Video Corp., Ocean Center, Suite 1311, Tsim Sha Tsui, Kowloon. Tel: (3) 690416, 685406. Telex: 84154.
 Labels: 2" & 1" professional open reel.
 Jebsen & Co. Ltd., Agfa-Gevaert Dept., PO Box 97, Pedder Bldg., 6th fl., Hong Kong. Tel: (5) 253061. Telex: 73221, 73769.
 Labels: Blank-AGFA cassette, open reel; raw-AGFA cassette, broadcast, studio.
 Labels: AGFA cassette, open reel.
 Lee's Sound Eng'g Ltd., 145-149 Queens Rd. Central, 4th fl., Hong Kong. Tel: (5) 436868. Telex: 61484. Mng. Dir.: S.F. Lee.
 Labels: AMPEX 2", 1" & ½" open reel, 8-tr., cassette.
 Labels: Blank-AMPEX 2" & 1" open reel, ¼" U-Matic cassette, ¼" VHS cassette.
 Racal Zonal, see Audio Consultants.
 Sonaromic, see Yorknetics.

Soundline, see Inter-Cassette.
 Summitape, see Summit Magnetics.
 SUMMIT MAGNETICS LTD., E Tat Factory Bldg., 21/F, 4 Heung Yip Rd., Wong Chuk Hang, Aberdeen. Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
 Labels: Blank-SUMMITAPE cassette; raw-SUMMITAPE ¼" cassette.
 Video: Blank-SUMMITAPE ¼" Beta cassette; raw-SUMMITAPE ¼" cassette. (SEE ADVERTISEMENT)
 Swire Magnetics Ltd., Post Office Box 1, General Post Office, Hong Kong; Swire Bottlers Bldg., 14-16/F, 61 Quarry Bay St., Quarry Bay. Tel: (5) 647641, 632165. Cable: SWIRECASET. Telex: 60528. Dir.: Dr. David Smith; Ops. Mgr.: Jack Lee Landis; Sales Mgr.: A.J. Herdman.
 Labels: Blank-cassette; raw-¼" cassette tape (in web form).
 Video: Blank-¼" Beta & VHS cassette.
 Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel: (5) 25-45-27. Cable: MAGNETAPE. Telex: 83583. Gen. Mgr.: Mike Campbell.
 Labels: ARIA, SONORAMIC Cassette.
 Video: ARIA, SONORAMIC ¼" Beta & VHS cassette.

• accessories

Audio Consultants Co. Ltd., Kai Ti Bldg., 9th fl., 58 Pak Tai St., Kowloon. Tel: (3) 712-52-51. Cable: PROMUSIC. Telex: 54640. Mng. Dir.: Klaus Heymann; Gen. Mgr.: John Ho.
 Product: Record-DECCA & PERMACLEAN record care prods., turntable mats; Tape-BIB head cleaners, bulk erasers, demagnetizers (audio & video).
 Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong. Tel: (5) 254527. Telex: 83583.
 Product: Carrying & storage cases; Record-record care prods.; Tape-head cleaners, demagnetizers, leader & splicing tape.
 Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., 13-F, Flat A, 7 Cheung Lee St., Chaiwan. Tel: (5) 572282. Cable: INCASSETTE. Telex: 85938. Pres.: Wes Lee Marr; Gen. Mgr.: Terrance Ma.
 Product: Record-carrying & storage cases, record care prods.; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.
 SUMMIT MAGNETICS LTD., E Tat Factory Bldg., 21/F, 4 Heung Yip Rd., Wong Chuk Hang, Aberdeen. Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
 Product: Record-carrying & storage cases, record care prods.; Tape-carrying & storage cases (audio & video), head cleaning cassettes (audio & video), bulk erasers (audio & video), demagnetizing cassette (audio), leader tape (audio), splicing tape & equip. (SEE ADVERTISEMENT)
 Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel: (5) 25-45-27. Telex: 83583. Gen. Mgr.: Mike Campbell.
 Product: Record-carrying & storage cases, record care prods.

• store fixtures

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong. Tel: (5) 254527. Telex: 83583.
 Product: Divider cards.
 Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., 13-F, Flat A, 7 Cheung Lee St., Chaiwan. Tel: (5) 572282. Cable: INCASSETTE. Telex: 85938. Pres.: Wes Lee Marr; Gen. Mgr.: Terrance Ma.
 Product: Record & tape display racks.
 SUMMIT MAGNETICS LTD., E Tat Factory Bldg., 21/F, 4 Heung Yip Rd., Wong Chuk Hang, Aberdeen. Tel: (5) 535-223/449. Cable: SUMMITAPE. Telex: 76264. Pres.: Lam Luk Sung; Sales Mgr.: C.S. Chan.
 Product: Display racks (audio). (SEE ADVERTISEMENT)

• jukebox importer

Cosdel (Hong Kong) Ltd., PO Box 2650, Central Post Office, Kowloon. Tel: (0) 288294. Cable: HXCDELTEK. Mng. Dir.: T.K. Whang, Kenneth L. Cole; Dir. & Sales Mgr.: Robert Wong.
 Brand name: Wurlitzer (Germany).

• promotional merchandising aids

The following is a list of companies involved in the manufacturing of items promoting the music industry and/or its artists.
 Creative Workshop Ltd., 1404-1406 Korea Center. Tel: 447483, 436399, 436390. Mng. Dir.: Michael Pope.
 Product: Posters, t-shirts, jackets, hats/caps, patches, buttons & badges.

HUNGARY

Population: 10,711,000
 Rate of exchange: \$1 (US) = 34.5 forints.
 Per capita income: \$1,596.
 Holidays: January 1, Easter Monday, April 4 (Liberation Day), November 7 (Russian October Revolution Day), December 25.
RECORDS:
 Record sales certification awards: Gold LP-50,000 units (classical), 100,000 (pop).
 Records sold domestically including imports (retail value): LP's 1981-6,478,000 units, \$16,070,000. EP's & Singles 1981-1,333,000 units, \$1,691,000.
 Records imported from USA (factory value-CIF): 1981-1,680 units, \$1,234.
 Records exported to USA (factory value-FOB): 1981-45,400 units, \$94,200.
 Records imported from countries other than USA (factory value-CIF): 1981-962,000 units, \$4,256,000.
 Records exported to countries other than USA (factory value-FOB): 1981-1,207,000 units, \$2,650,000.
 Average retail price per record: LP's-\$2.13-\$2.72; Singles-\$1.00.
 Discounting: Rare.
 Type of distribution: The Hungarian Rec. Co. has its own wholesale organization. It also has shops in Budapest and other towns; there are still other shops that are under the management of the bookstores Co. Some privately owned record shops are serviced by the Hungarian Rec. Co. whole-

sale department and by private mail parcels sent by individuals from foreign countries or brought into Hungary by tourists after the custom duty has been paid.

Type of promotion: There is no commercial promotion except for advertisements of the Hungarian Rec. Co. in daily and weekly newspapers. There also is some advertising in foreign language dailies like "Neueste Nachrichten" and "Daily News" and the weekly "Budapester Rundschau." Radio and television play all kinds of Hungarian and foreign music, with some programs having listener requests. Certain magazines feature "hit parades" based on voting letters submitted by readers. Hungarian Radio and "Ifjúsági Magazin" (Youth Magazine) employ a similar methodology that is not based on real sales.

Jukeboxes: 500.

TAPE:

Market: Audio—There is no market for 8-track and open reel; cassette, the dominant configuration, is handled by the wholesale department of the Hungarian Rec. Co. and is sold by the same outlets that sell records. **Video**—Pre-recorded video imports are nonexistent. The number of visual devices is insignificant. The Videotex television and computer factory is starting to manufacture a video recorder in cooperation with Grundig of the German Federal Republic (West).

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—765,000 units, \$2,180,000.

Pre-recorded tape exported to USA (factory value—FDB): 1981—2,200 units, \$4,500.

Pre-recorded tape imported from countries other than USA (factory value—CIF): 1981—54,000 units, \$112,000.

Pre-recorded tape exported to countries other than USA (factory value—FOB): 1981—762,000 units, \$1,600,000.

CONSUMER ELECTRONICS:

Number of homes with: Radios—3,500,000; television sets—2,806,000 (20% color); phonographs—500,000; audio tape recorders—500,000; video tape recorders—minimal.

RADIO STATIONS

No. of AM 2; No. of FM 26 (all government).

Comment: In general, music is prerecorded and is transcribed onto tapes. There also are a number of live performances of serious, light and folk (gypsy) music programs. Opera performances emanate live from the Erkel Theatre. Operas from other locations and musicals are also featured as are complete hours of pop and rock music by well known Hungarian groups and singers.

TELEVISION STATIONS:

No. of government channels 12, 80% color (SECAM)

Comment: Children's programs are usually shown before noon or in the early afternoon. Other shows include pop and serious programs, portraits of important artists, scientists and politicians as well as serious and light/pop and rock programs that are either live or pre-recorded. Sport events are also telecast. There are three daily one-half hour news-reels. Advertisements are accepted but they are not shown within the programs but in short, special segments

IMPORT/EXPORT REGULATIONS:

Record importing and exporting is done through Hungaroton Export-Import, a joint division of Kultura and the Hungarian Rec. Co. Tourists can import up to ten albums or prerecorded tapes. Records sent in postal parcels are limited in quantity to five and a 300 forint (\$9) custom duty must be paid. Tourists can also import recording devices and the already mentioned ten albums up to a combined inland value of 5000 forints (about \$150) on a duty free basis. If the value is between 5000 and 10,000 forints, there is a custom duty of 40% of the inland value. If the value exceeds 10,000 forints, a special import permit from the National Bank is required. This does not apply to foreign tourists, however, but a custom duty of 40% above the 5000 forints value must be paid in hard currency.

• record & tape manufacturers / distributors / Importers

Hungarian Rec. Co. (IFPI), Vorosmarty ter 1, 1051 Budapest Tel: 176 222. Cable: QUALITON. Telex: 22-6504. Mng. Dir.: Jenő Bors. Labels: (Owned) Hungaroton, Krem, Pepita, Qualiton, Start; (licensed) CBS (USA), EMI (UK), Erato (France), Phonogram (Netherlands), Poly Gram (Germany), Teidec (Germany), WEA (USA).

Hungaroton Export Import (joint div. of Kultura Foreign Trade Co & Hungarian Rec. Co.), Vorosmarty ter 1, 1051 Budapest V. Tel: 178-831. Telex 22-6504. Mng. Dir.: Jenő Bors; Gen. Mgr.: Gyula Karsay. (Distributor/Importer/Exporter) Labels: (See Hungarian Rec. Co.)

Krem, see Hungarian Rec. Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62 Tel: 388-511. Telex: 22 4441.

Pepita, see Hungarian Rec. Qualiton, see Hungarian Rec. Start, see Hungarian Rec.

• music publishers

Edtív Musica Budapest, Vorosmarty ter 1, H-1051 Budapest Tel: 184-228. Cable: EDITIOMUSICA. Telex: 225500. Mng. Dir.: Laszlo Sarlos, Artistic Dir.: Laszlo Eosze; Int'l Promo. Mgr.: Gabos Knisch. Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: (361) 159-450. Cable: KULTURPRESS. Telex: 22 4441.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Budapesti Zenei Versenyek es Fesztivalok Irodaja (Budapest Office of Music Competitions & Festivals, Office of Balkat Seminar), PO Box 80, Vorosmarty ter 1, H-1366 Budapest V. Tel: 179-910. Cable: FESTIVAL. BURO. Dir.: Peter Gorog.

Institute for Musicology of the Hungarian Academy of Sciences (including Bartok Archives & Museum of History of Music), PO Box 28, H-1250 Budapest I. Tel: 161-522. Dir.: Prof. Zoltan Falvy.

Interconcert (International Concert Mgmt.), Vorosmarty ter 1, H-1368 Budapest V. Tel: 176-222. Cable: INTERCONCERT. Press Officer: Karoly Sailer. Magyar Nepkoztarsasag Muzsvelési Alapja (Art Foundation of the Hungarian Peoples Republic), Bathori utca 10, Budapest V Chief Musical Section Vice Dir.: Paul Gyongy.

Magyar Zeneművészek Szövetsége (Association of Hungarian Musicians), PO Box 47, H-1364 Budapest. Tel: 184 243. Cable: MUSIC UNION. Sec'y Gen.: Istvan Lang.

O R I (Országos Rendező Iroda—Hungarian Nat'l Mgmt. of Light Music), Vorosmarty ter 1, H-1815 Budapest. Tel: 176 353. Telex: 224121. Gen. Mgr.: György Balh.

Union of Hungarian Musicians, Gorkij fasor 38, Budapest VI. Tel: 211-120. Cable: MUDOSZ.

LICENSING ORGANIZATIONS, MUSIC

Artisus (Bureau Hongrois pour la Protection des Droits d'Auteur), Vorosmarty ter 1, H-1051 Budapest. Tel: (0361) 184 942, 177-754. Telex: 226527. Gen. Mgr.: Mihály Ficser; Dir. & Musical Agency Head: Vera ACS. (Mechanical & performing rights).

• supplies

ENVELOPES & MAILERS

JACKETS & SLEEVES

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: (361) 159 450. Cable: KULTURPRESS. Telex: 22-4441.

ICELAND

Population: 231,000.

Rate of exchange: \$1 (US) = 22.36 krona.

Per capita income: \$9,100.

Holidays: January 1, Holy Thursday, Good Friday, Easter Monday, May 1 (Labor Day), May 15 (Ascension Day), May 26 (Whit Monday), June 17 (National Day), December 25, 26 (Boxing Day).

• record & tape manufacturers / distributors / Importers

Boka and Bladautgafan, Hatuni 2, 105 Reykjavik. Tel: (91) 2 07 35. Mgr.: Gudni Einarsson.

Labels: (Owned) Blada and Bokautgafan.

Falkinn Ltd. (IFPI), Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Cable: FALKINN. Telex 2078. Mng. Dir.: Olafur Haraldsson.

Labels: (Owned) Falkinn; (licensed foreign) Ariola (Germany), Arista (USA), Barclay (France), Capitol (USA), DJM (UK), Delphine (France), EMI (UK), Island (UK), Liberty-United Artists (USA), PolyGram (Germany, Netherlands), RSO (USA), Vogue (France).

Geimsteinn HF, Skolavæg 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Julliusson, Ass't Mgr.: Þórir Baldursson; Sales Mgr.: Baldur Baldursson. R Gudmundsson, PO Box 1143, Skolavorustig 42, 101 Reykjavik.

Hjodfaerhus Reykjavikur HF., Laufavegi 96, Reykjavik. Tel: (91) 1 36 56. (Importer)

Hljómplötuutgafan HF, see Icelandic Rec's.

Icelandic Rec's & Music Inc. (IFPI), Laugavegi 33, 101 Reykjavik Tel: (91) 29544. Telex: 2187. Chm. & Gen. Mgr.: J. Dlafsson; Sales Mgr.: D. Einarsson.

Labels: (Owned) Hljómplötuutgafan HF, Icelandic Rec's, Skifan Music; (licensed) Polar (Sweden).

Iceland Music Information Center, Freyjugata 1, Reykjavik. Tel: 42037. Gen. Mgr.: Þorhelli Sigurbjörnsson.

Labels: Bis (Sweden), CP (USA), Cap (Sweden), ITM.

I T M, see Iceland Music Information Center.

Radio Budin HF, Klappargat 26, Reykjavik. (Distributor/Importer)

Skifan Music, see Icelandic Rec's.

Stat Ltd. (IFPI), Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

• music publishers

Geimsteinn HF (STEF), Skolavæg 12, 230 Keflavik. Tel: (92) 27 17. Pres.: G. Runar Julliusson.

Icelandic Music Inc. (Skifan Music), Laugavegi 33, 101 Reykjavik. Tel: (91) 29544. Telex: 2187. Chm. & Gen. Mgr.: J. Olafsson.

Iceland Music Information Center, Freyjugata 1, Reykjavik. Tel: 42037. Gen. Mgr.: Þorhelli Sigurbjörnsson.

Islandia Ed., PO Box 978, Reykjavik. Tel: 21185

Musica Islandica, see Iceland Music Information Center

Skifan Music, see Icelandic Music.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Iceland Div. of Int'l Federation of the Phonographic Inds. (IFPI), Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70.

Icelandic Composers Society (Tonskáldafélag Islands), Laufasvegur 40, Reykjavik Tel: (91) 1 61 73.

Iceland Music Information Center, PO Box 978, Freyjugata 1, Reykjavik. Tel: 4 20 37

Society of Icelandic Musical Artists (Félag íslenskra tonlistarmanna), Skolagerdi 47, Kopavogi Tel 4 17 40.

CATALOG SERVICES

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

LICENSING ORGANIZATION, MUSIC

S T E F (Samband Tonskálda og Eignenda Flutningsrettar), Laufasvegur 40, Reykjavik.

RECORD PROMOTION

Geimsteinn HF, Skolavæg 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Julliusson, Ass't Mgr.: Þórir Baldursson (Public relations, marketing servs.)

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Geimsteinn HF, Skolavæg 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Julliusson, Ass't Mgr.: Þórir Baldursson

Audio: AMPEX cassettes.

TAPE, BLANK LOADED

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson

Geimsteinn HG, Skolavæg 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Julliusson, Ass't Mgr.: Þórir Baldursson. (Blank only)

Audio: AMPEX 1" & 1/2" reel, cassette.

• accessories

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

Product: Record—record care prods., 45 rpm adaptors, replacement styl;

Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

E. Farestveit & Co. H.S., Bergstadastreti 10, Reykjavik. Tel: 21565. Product: PICKERING needles.

• store fixtures

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

Product: Record & tape browser boxes, record display racks, record divider cards.

INDIA

Population: 700,000,000.

Rate of exchange: \$1 (US) = 10.02 rupees.

Per capita income: \$220

Holidays: January 1, January 26 (Republic Day), August 15 (Independence Day), October 2 (Mahatma Gandhi's Birthday), December 25.

• record & tape manufacturers / distributors / Importers

Angel, see Gramophone.

Capitol, see Gramophone.

Columbia, see Gramophone.

Electroband (India) Pvt. Ltd., 162/69, Lake Gardens, Calcutta 700045. Tel: (42) 42-3175. Mng. Dir.: Sankar Biswas; Dir.: Krishna Biswas. (Cassettes)

Fontana, see Music India.

Gramophone Co. of India Ltd., 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431/4163. Cable: EMITRON. Telex: (021) 7007. Mng. Dir.: M.H. Dave; Comm'l Gen. Mgr.: M.A. Rafique; A&R Gen. Mgr.: P.K. Banerjee; RC & R Mgr.: P.K. Mittal; Export Mgr.: G. Vijayakumar; Sales Mgr.: Saibal Sen; Int'l Music Div.: Mgr.: V.L. Thairani; A&R & Mktg. Servs. Mgr.: Indra Mukherjee.

Labels: (Owned) Angel, Capitol, Columbia, HMV, Odeon, Parlophone, Regal; (licensed) Ariola/Arista (Germany), Island (UK), Liberty/EMI-America (USA), United Artists (USA), WEA (USA).

H M V, see Gramophone.

Karussell, see Music India.

M G M, see Music India.

Mercury, see Music India.

Music India Ltd. (IFPI), Sterling Centre, 2nd fl., Dr. Annie Besant Rd., Worli, Bombay 400018. Tel: 899027. Cable: MUSICINDIA. Telex: 0115913. Exec. Chm.: Shashi Patil; VP: Y.J. Lazarus.

Labels: (Owned) Fontana, Karussell, MGM, Mercury, Music India, Philips, Polydor, Soundtrac, Vertigo, Verve; (licensed) Capricorn, Casablanca, Dreamland, RCA, RSO (all USA)

Odeon, see Gramophone.

Parlophone, see Gramophone.

Philips, see Music India.

Polydor, see Music India.

Regal, see Gramophone.

Soundtrac, see Music India.

Vertigo, see Polydor.

Verve, see Music India.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Madras Musical Ass'n., PO Box 1412, 53 Siv Thyagaraya Rd., T. Nagar, Madras 600017.

PLATING, PROCESSING & PRESSING PLANT

Gramophone Co. of India Ltd., 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRON. Telex: (021) 7007. Mng. Dir.: M.H. Dave; Sales Mgr.: Saibal Sen.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

Audio and Video lines indicate which configurations the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their listings.

Gramophone Co. of India Ltd., 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRON. Telex: (021) 7007. Mng. Dir.: M.H. Dave; Sales Mgr.: Saibal Sen.

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TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

Audio: 8-tr., cassette.

Susmit Sangita Intermagnetics Private Ltd., Gyanco Bldg., Main Rd., Ranchi 834001. Tel: 25213. Cable: CASET. Telex. 0625203. Pres.: R.G. Poddar; Sales Dir.: N. Modi.

Audio: Cassette. (PKG—audio only)

• supplies

CARTRIDGE & CASSETTE PARTS

Vimal Ents. Private Ltd., 106 Commerce House, N. Master Rd., Bombay 400023. Tel: 272473, 270943. Cable: VIMALTAPE. Telex: 115061. Pres.: H.N. Ganatra; Sales Mgr.: Y.P. Ganatra.

Audio: YOGESH cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

Vimal Ents Private Ltd., 106 Commerce House, N. Master Rd., Bombay 400023. Tel: 272473, 270943. Cable: VIMALTAPE. Telex: 115061. Pres.: H.N. Ganatra; Sales Mgr.: Y.P. Ganatra.

Audio: VIMALTAPE, YOGESH cassettes, reels.

TAPE, BLANK LOADED & BULK RAW

B A S F India Ltd., Maybaker House, Sudam Katu Ahre Marg, Bombay 400 025. Tel: 422 0703. Telex: (011) 2538. Div. Mgr.: H. E. Kuzelbsh.

Audio & Video: Cassette, reel.

Electroband (India) Pvt. Ltd., 162/69 Lake Gardens, Calcutta 700045. Mng. Dir.: Sankar Biswas; Dir.: Krishna Biswas. (Blank only)

Susmit Sangita Intermagnetics Private Ltd., Gyanco Bldg., Main Rd., Ranchi 834001. Tel: 25213. Cable: CASET. Telex: 0625203. Pres.: R.G. Poddar; Sales Dir.: N. Modi.

Audio: Blank—cassette; raw—1/2" cassette.

Vimal Ents. Private Ltd., 106 Commerce House, N. Master Rd., Bombay 400023. Tel: 272473, 270943. Cable: VIMALTAPE. Pres.: H.N. Ganatra; Sales Mgr.: Y.P. Ganatra.

Audio: VIMALTAPE, YOGESH blank—1/2" reel, cassette; raw—1/2", 1/4" cassette.

• accessories

Gramophone Co. of India Ltd., 33 Jessore Rd., Dum Dum, Calcutta 700028
Tel: 57-2431/4163. Cable: EMITRON. Telex: (021) 7007. Mng. Dir. - M.H. Dave; Sales Mgr.: Saibal Sen.
Product: Record-replacement styl.
Sunsat Sangita Intermetronics Private Ltd., Gyanco Bldg., Mam Rd., Ranchi 834001. Tel: 252133. Cable: CASET. Telex: 0625203. Pres.: R.G. Poddar. Sales Dir.: N. Modi.
Product: Tape-leader tape (Audio).

IRELAND

Population: 3,480,000.
Rate of exchange: \$1.28 (US) = 1 pound.
Per capita income: \$3800.
Holidays: January 1, March 17 (St. Patrick's Day), Good Friday, Easter Monday, First Mondays in June & August, Last Monday in October, December 25, 26.

RECORDS:

Record sales certification awards: Silver single—10,000 units, gold single—20,000 units, platinum single—40,000 units. Silver LP—10,000 units, gold LP—15,000 units, platinum LP—30,000 units
Average retail price per record: LP's \$6.40; singles \$2.37
TV merchandising: 30%.
Record club sales: Minimal.

Type of distribution: Manufacturer-to-wholesaler-to-retailer predominates
Type of promotion: RTE Television's "The Late, Late Show," now in its twenty-second year, is the prime medium for general promotion. BBC's "Top of the Pops" leads in promoting international product. RTE Radio 1 & 2 broadcast virtually every kind of music. Newspapers and magazines cover new releases.

TAPE:

Market: Audio—the cassette still prevails in a depressed market, and home taping remains a major problem. Video—Sales are healthy, peaking in the Christmas season. The crackdown on piracy is getting positive results. VHS is the preferred format.

RADIO STATIONS:

No. of government 2.
Comment: Radio 1 provides a mix of news, music, drama, documentaries, sports, light entertainment, and public service programs. Radio 2 is the pop station, offering programs that appeal to both general and special interests.

TELEVISION STATIONS:

No. of channels 2 government, 100% color (PAL).
Comment: Both channels provide general coverage with a blend of material from Ireland, the United Kingdom and the United States.

IMPORT/EXPORT REGULATIONS:

There is a 40% duty on records, plus a 23% VAT on retail sales. Both blank and pre-recorded tape are subject to VAT at 35%.

MARKET ANALYSIS:

Irish artists Chris De Burgh and U2 triumphed internationally with their hits "The Getaway" and "War." Frank Patterson's self-titled album was featured in a television promotion campaign and became a mail-order bonanza in the United States with sales totalling 100,000 copies. Other Irish artists scored hits in the United Kingdom, and many young groups have made names for themselves on native ground, but in the final analysis difficult times have fallen on the Irish music industry and can be attributed in no small measure to punitive VAT increases, shrinking profits, and a proliferation of home taping. **Ken Stewart**

• record & tape manufacturers / distributors / importers

Ardeck, see EMI.
Atlantic, see WEA.
Avoca Musical Inds. Inc., Upper Market St., Ennis, County Clare. Tel: Ennis 21644. Dir. Sylvester Keane.
Labels: (Owned) Avoca, Blarney Castle, IMI.
Bandbox Ltd., 3 Lower Mount St., Dublin. Tel: (01) 688 393.
Blarney Castle, see Avoca.
CBS Recs. (IFPI), 111 Cork St., Dublin 8. Tel: 780-133. Telex: 5724. Chief Exec.: David E. Duke, Mktg. Mgr.: William Kavanagh, Sales Mgr.: Maurice Byrne.
Labels: (Owned) CBS, Epic, Portrait.
C M R Ltd. (IFPI), Church St., Castlepollard, Co. Westmeath. Tel: Dublin 779762. Castlepollard 61176. Gen. Mgr. & Dir.: Donie Cassidy.
Capitol, see EMI.
Carlton Prod's Ltd., John F. Kennedy Dr., Dublin 12. Tel: (01) 505-773. Telex: 30544. Chief Exec.: Robert McGrattan; Gen. Mgr.: Patrick Trundle.
Chart Recs. Ltd., IMS House, 5/6 Lombard St. E., Dublin. Tel: (01) 713-426, 779-914. Chief Exec. & Sales Mgr.: Peter O'Beirne; Gen. Mgr.: Noel Cusack; Sec'y: Mary D'Beirne. (Distributor)
Checker Recs. Ltd., IMS House, 5 Lombard St., Dublin 2.
Chyme Music Ltd. (IFPI), John F. Kennedy Dr., Dublin 12. Tel: 505-773. Telex: 30544. Chief Exec.: Robert McGrattan, Gen. Mgr.: Patrick Trundle.
Claddagh Recs. Ltd. (IFPI), Dame House, Dame St., Dublin 2. Tel: (01) 778 034/943. Chm.: Gareth Browne; Gen. Mgr.: Annie Henry; Sales Mgr.: Tom Sherlock.
Labels: (Owned) Claddagh, Phaeton.
Classics for Pleasure, see EMI.
Columbia, see EMI.
Comhaltas, see Hawk.
Crashed Ltd., 23 Donaghmede Centre, Donaghmede, Dublin 13. Tel: (01) 474-899. Chief Exec.: Paul Egan.
Labels: Crashed, Palmas.
Decca, see PolyGram.
Demesne Rec. Co. Ltd. (IFPI), 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. Chm.: John M. Walsh; Mng. Dir. & Gen. Mgr.: Patrick D'Neil; Dir. & Sales Mgr.: Anthony McEvoy. (Distributor/Importer)
Label: (Licensed) Pickwick (UK).
Denver, see WEA.
Derry, see Homespun.
Dirty Nellys, see Dolphin.
Dolphin Traders Ltd. (IFPI), 97-A Talbot St., Dublin 1. Tel: 777 788. Chm. & Dir.: Joseph P. O'Reilly; Dir. & Gen. Mgr. Brian J. Barker.

Labels: (Owned) Dirty Nellys, Dolphin, Spire, Triskel.
Double Up, see EMI.
E M I Recs. (Ireland) Ltd. (IFPI), Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: (01) 309-077. Cable: EMITRON. Telex: 24535. Mng. Dir.: Terry O'Rourke, Mktg. Dir.: Freddie Middleton.
Labels: Ardeck, Capitol, Classics for Pleasure, Columbia, Double Up, EMI, EMI America, EMI Int'l, EMI Odeon, Encore, Harvest, His Masters Voice, Liberty, Music for Pleasure, One Up, Parlophone, Purple, RAK, Regal, Zonophone, Rolling Stones, Sidewalk, Sovereign, Starline, Sunset, Waverly, Zonophone.
Elektra, see WEA.
Encore, see EMI.
Epic, see CBS.
Evergreen, see Release.
Gael-Linn, 26/27 Merrion Sq., Dublin 2. Tel: (01) 767-283. Telex: 90314. Chm. & Mng. Dir.: Dr. O'Moran, Sales Mgr.: Bernard Harris.
Glen, see Homespun.
Harvest, see EMI.
Hawk Recs. (IFPI), IMS House, 5/6 Lombard St., Dublin 2. Tel: (01) 774 229/220, 779-762. Mng. Dir.: Brian Molloy, Gen. Mgr.: Marcus Connaughton.
Labels: Comhaltas, Hawk, Immediate, Lunar, Misty, Nems, Opal, Puck, Ram, Stop, Target.
Tommy Hayden Ents., 12 Pembroke Rd., Ballsbridge, Dublin. Tel: (01) 789-606/237/571, 600-527.
Headline Recs. Ltd. (IFPI), 29 Grange Court, Grange Rd., Rathfarnham, Dublin 16. Tel: (01) 941-536. Mng. Dir.: Patrick Dunne; Sales Mgr.: Michael Dunne.
Labels: (Owned) Headline, Kick, Meglo.
His Masters Voice, see EMI.
Homespun Rec'g Co. Ltd., 13 A/B Conyngham Rd., Dublin 8. Tel: (01) 714 688/879. Mng. Dir.: William McBurney; Gen. Mgr.: Martin McBurney; Sales Mgr.: Kevin Kely.
Labels: (Owned) Homespun, (Licensed) Derry, Glen, Horslips, Outlet, Horslips, see Homespun.
I M I, see Avoca.
Immediate, see Hawk.
Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel: (01) 779-046, 720-498, 723 364. Gen. Mgr.: Gerry O'Byrne, Sales Mgr.: Peter O'Beirne. (Distributor)
K-tel Int'l (Ireland) Ltd., 31 Ballsbridge Terr., Dublin 4. Tel: (01) 601 944. Telex: 24263. Mng. Dir.: Brendan Harvey.
Kick, see Headline.
Liberty, see EMI.
Livia Recs. Ltd., 11 Capel St., Dublin 1. Tel: 748-169/792. Dir.: Gerald Davis.
Lunar, see Hawk.
M P I Recs., 39 Serpentine Ave., Dublin 4. Telex: 683638. Mng. Dir.: Philip Green.
Meglo, see Headline.
Meno Int'l Recs., Ballincurra, Limerick. Tel: Limerick 47375.
Misty, see Hawk.
Mulligan Music Ltd., 101 Templeroque Rd., Dublin 6. Tel: (01) 905-133. Music for Pleasure, see EMI.
Nems, see Hawk.
Official Recs., Lettercollum House, Timoleague, Bandon County Cork.
Olympic Recs., 28 Gardiner Pl., Dublin. Tel: (01) 745-545.
One Up, see EMI.
Opal, see Hawk.
Outlet, see Homespun.
Palmas, see Crashed.
Parlophone, see EMI.
Phaeton, see Claddagh.
Phonogram, see PolyGram.
Pickwick Recs. Ltd. (IFPI), 70 Dublin Ind'l Estate, Finglas, Dublin 11. Tel: (01) 308-511. Telex: 32992. Gen. Mgr.: Shay Hennessy, Sales Mgr.: Rory Golden. (Distributor)
Plamas Recs., 106/107 Middle Abbey St., Dublin 1. Tel: (01) 747 235. Gen. Mgr.: Sheila Butterly.
Polydor, see PolyGram.
PolyGram Recs. Ltd. (IFPI), John F. Kennedy Rd., Dublin 12. Tel: (01) 508-256. Telex: 30434. Mng. Dir.: John J. Woods; Sales Mgr.: Jim Morrissey.
Labels: (Owned) Decca group, Phonogram group, Polydor group, (Licensed foreign) Chrysalis group, PRT group (both UK).
Portrait, see CBS.
Puck, see Hawk.
Purple, see EMI.
Quartz Recs., 20 Shelmartin Dr., Sutton, Dublin 13. Tel: (01) 325-437. Mng. Dir.: Jerry Hughes, Gen. Mgr.: Pete St. John.
R A K, see EMI.
Ram, see Hawk.
Regal-Zonophone, see EMI.
Release Recs. Ltd. (IFPI), 5/6 Lombard St., Dublin 2. Tel: (01) 779 046/244. Mng. Dir.: Michael Clerkin, Gen. Mgr.: Michael O'Riordan.
Labels: (Owned) Evergreen, Release, Ritz, Solo.
Ritz, see Release.
Rolling Stones, see EMI.
Sidewalk, see EMI.
Solo, see Release.
Sovereign, see EMI.
Spider Recs. Ltd., 12 Pembroke Rd., Dublin 4. Tel: (01) 789 599/606, 600-527. Dirs.: Tony Byrne, Louis Walsh, Tommy Hayden.
Spin Recs. Ltd., Bree, Castleblayney, Monaghan. Tel: (042) 31822. Mng. Dir.: Kevin Ward.
Label: (Owned) Top Spin.
Spire, see Dolphin.
Starline, see EMI.
Stop, see Hawk.
Sunset, see EMI.
Tara Ents. Ltd., 5 Tara St., Dublin 2. Tel: (01) 776-921, 771-650. Telex: 32618. Mng. Dir.: John Cook.
Labels: (Owned) Tara.
Target, see Hawk.
Top Spin, see Spin.
Triskel, see Dolphin.
W E A Recs. (Ireland) Ltd. (IFPI), Dublin Ind'l Estate, 130 Slaney Rd., Glasnevin, Dublin 11. Tel: (01) 309-069, 303 119. Telex: 24535. Mng. Dir.: Clive Hudson, Gen. Mgr.: Brian Wynne.
Labels: (Owned) Atlantic, Elektra, WEA Int'l, Warner Bros.; (Licensed domestic) Claddagh, Denver; (Licensed foreign) Beggars Banquet (UK), Dnsney (USA), Virgin (UK).
Waltons Music Ltd., 2-5 N. Frederick St., Dublin. Tel: (01) 747-805.
Warner Bros., see WEA.

Waverly, see EMI.
Zonophone, see EMI.

• music publishers

Bandbox Ltd., 3 Lower Mount St., Dublin. Tel: (01) 688-393.
Bards Music Ltd., 2 Carillon Terr., Novara Rd., Bray, Co. Wicklow. Tel: (01) 862 074, 867-802. Mng. Dir.: Peter Bardon.
Briar Music, see Swing.
Castle Music, Church St., Castlepollard, Co. Westmeath. Tel: Dublin 774229.
Castlepollard 61176. Chief Exec.: Donie Cassidy.
Celtic Songs, 97A Talbot St., Dublin 1. Tel: 777-788. Mng. Dir.: Brian J. Barker, Gen. Mgr.: Maureen McNamee.
Crashed Music, 23 Donaghmede Centre, Donaghmede, Dublin 13. Tel: (01) 474-899. Chief Exec.: Paul Egan.
Dark Fox Music, 106/107 Middle Abbey St., Dublin 1. Tel: (01) 747-235. Mng. Dir.: Johnny Lappin.
Emtune, Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: 309 077. Cable: EMITRON. Telex: 24535. Mng. Dir.: Terry O'Rourke; Mktg. Dir.: Freddie Middleton.
Emma Music Ltd., 5/6 Lombard St., Dublin 2. Tel: (01) 779-046/244. Mng. Dir.: Michael Clerkin; Gen. Mgr.: Michael O'Riordan, Prof. Mgr.: Billy Brown.
Gael Linn, 26/27 Merrion Square, Dublin 2. Tel: (01) 767-283. Telex: 90314. Chm. & Mng. Dir.: Dr. O'Moran; Sales Mgr.: Bernard Harris.
Green Grass Music (MCPS, PRS), 11 Oak House, Serpentine Ave., Dublin 4. Tel: 774-229.
Headline Music Ltd. (MCPS/PRS), 29 Grange Court, Grange Rd., Rathfarnham, Dublin 16. Tel: (01) 941 536. Mng. Dir.: Patrick Dunne, Prof. Mgr.: Robert Davis.
Kick Music (MCPS/PRS), see Headline.
McCullough Pigott Ltd., 11/13 Suffolk St., Dublin 2. Tel: (01) 773-138/161.
Meglo Music (MCPS, PRS), see Headline.
Mild Music, 5 Tara St., Dublin 2. Tel: (01) 776-921, 771-650. Telex: 32618. Mng. Dir.: John Cook.
Music Pub'rs of Ireland, 35 Westland Row, Dublin. Tel: (01) 762-024.
Raglan Music, John F. Kennedy Rd., Dublin 12. Tel: (01) 508-256. Telex: 30434. Mng. Dir.: John J. Woods.
Regina Music, 9/10 Hanover St. E., Dublin 2. Tel: (01) 784-755. Gen. Mgr.: Michael H. Geoghegan; Promo. Mgr.: Phyl Mitton.
Saint Music, 20 Shelmartin Dr., Sutton, Dublin 13. Tel: (01) 325-437. Mng. Dir.: Pete St. John, Gen. Mgr.: Jerry Hughes.
Sally Ann Songs, 20 Shelmartin Dr., Sutton, Dublin 13. Tel: (01) 325-437. Mng. Dir.: Jerry Hughes; Gen. Mgr.: John Cook.
Soodlum Music Co., 153 Downpatrick Rd., Crumlin, Dublin 12.
Spider Music Ltd., 12 Pembroke Rd., Dublin 4. Tel: (01) 789-237/371.
Squirrel Music, IMS House, 3 Lombard St., Dublin 2. Tel: (01) 774-229, 779-762. Mng. Dir.: Brian Molloy; Gen. Mgr.: Marcus Connaughton.
Studio Six Music (MCPS/PRS), see Headline.
Swing Music (MCPS/PRS), Dublin 2. Tel: (01) 776 921. Gen. Mgr.: Marcus Connaughton.
Three Two Music Ltd., 26 Bigger Rd., Dublin 12. Tel: (01) 501-139. Gen. Mgr.: John McBrean.
Verno Ltd. (MCPS, PRS), 7 Cowper Dr., Dublin 6. Tel: (01) 973 722. Mng. Dir.: Bill Whelan.
Waltons Music Ltd., 2-5 N. Frederick St., Dublin. Tel: (01) 747-805.
Woodtown Music Pub'ns Ltd., Woodtown Manor, Rathfarnham, Dublin 16. Tel: (01) 778-034. Chm.: Gareth Browne; Sec'y: Jane Bolton.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Arts Council, 70 Merrion Square, Dublin 2. Tel: (01) 764-685. Dir.: C. O'Brian.
International Songwriters Ass'n Ltd., Raheen, Limerick City. Tel: (061) 28837. Chm.: James D. Liddane.
Irish Ballrooms & Bands Ass'n, 62 Catherine St., Limerick. Tel: 49678. Mgr.: Enda O'Riordan.
Irish Federation of Musicians & Assoc'd Professions, 63 Lower Gardiner St., Dublin 1. Tel: (001) 744-645.
Irish Music Inds., 15 Herbert St., Dublin 2. Tel: 766-940. Gen. Mgr.: Michael O'Riordan.
Irish Nat'l Group of IFPI, c/o Gael Linn Recs., 26 Merrion Sq., Dublin 2. Tel: (01) 767-283.
R I M P A (Republic of Ireland Music Pub'rs Ass'n), 15 Herbert St., Dublin 2. Tel: (01) 766-940. Pres.: Michael O'Riordan, VP: P. Bardon; Sec'y: Johnny Lappin.
Republic of Ireland Music Pub'rs Ass'n, see RIMPA.

LICENSING ORGANIZATIONS, MUSIC

M C P S (Mechanical-Copyright Protection Society) Ltd., 15 Herbert St., Dublin 2. Tel: 766-940/996. Gen. Mgr.: Brian O'Brien.
P R S (Performing Right Society) Ltd., 15 Herbert St., Dublin 2. Tel: 767 388. Mgr.: Pat Condon.

PLATING, PROCESSING & PRESSING PLANTS

Carlton Prod's Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505 773. Cable: DISCTAPE. Telex: 30544. Mng. Dir.: Robert McGrattan, Gen. Mgr.: Patrick Trundle.
Audio: Cassette.

RECORD PROMOTION

Marcus Connaughton Public Relations, 5 Lombard St., Dublin 2. Tel: (01) 776 921. Telex: 32618. (Public relations, marketing servs.)
E M I (Ireland) Ltd., Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: 309-077. Cable: EMITRON. Telex: 24535. Mng. Dir.: Terry O'Rourke, Mktg. Dir.: Freddie Middleton.
Homespun Rec'g Co. Ltd., 13 A/B Conyngham Rd., Dublin 8. Tel: (01) 714-879, 714-688. Mng. Dir.: William McBurney, Gen. Mgr.: Martin McBurney; Sales Mgr.: Kevin Kely.
Music Mktg., 71 Middle Abbey St., Dublin 1. Tel: (01) 742-627, 851-128.
Enda O'Riordan Promo., Entertainment & Pub., 62 Catherine St., Limerick. Tel: (061) 49678, 42265, 41389.

TAPE CUSTOM DUPLICATORS

Apex Electrical Co. Ltd., 56 Moore St., Dublin 1. Tel: 729-998/364. Pres.: Joseph P. O'Reilly; Sales Mgr.: Maureen McNamee.
Audio: Cassette.
Carlton Prod's Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505 773. Cable: DISCTAPE. Telex: 30544. Mng. Dir.: Robert McGrattan, Gen. Mgr.: Patrick Trundle.
Audio: Cassette.
Contek Teoranta, Carraro, County Galway. Tel: Galway 72144. Mng. Dir.: Dr. P. Garvey.
Audio: cassette, open reel.

• supplies

TAPE, BLANK LOADED & BULK RAW

Agra-Gevaert Ltd., PO Box 368A, John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 506-733. Telex: 5429. Mng. Dir.: Mr. Vervoort; Sales Mgr.: Mr. Eggers.
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel.
 Denis Coakley Ltd., Clonoe, County Meath. Tel: (01) 214-011. Cable: DECO. Telex: 5277. Gen. Mgr.: Mervyn Groves.
Audio: Blank—BASF 2", 1", 1/2" open reel, cassette; raw—BASF 1/2" cassette.
Video: Blank—BASF 1" open reel, 1/2" Beta, VHS & V-2000 cassette.
 Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Dr. P. Garvey. (Blank only)
Audio: Audio Gold Int'l, Contek UHE cassette.

• accessories

Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Dr. P. Garvey.
Product: Tape—head cleaners, demagnetizers, leader & splicing tape.
 Demense Recs. Ltd., 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. (Distributor/Importer)
Product: Tape—carrying & storage cases.
 Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel: (01) 779-046.
Product: Record—record care prods.; Tape—carrying & storage cases, head cleaners, demagnetizers.

• store fixtures

August Engraving Co. Ltd., 9 Burgh Quay, Dublin 2. Tel: (01) 719-275/688. Telex: 30297. Mng. Dir.: Tony Byrne.
Product: Record & tape divider cards.

ISRAEL

Population: 4,111,800.
Rate of exchange: \$1 (US) = 42.50 shekels.
Holidays: March 29 & April 4 (Passover), April 18 (Independence Day), May 18 (Pentecost/Shavhot), September 18 & 19 (Jewish New Year/Rosh Hashanah), September 27 (Day of Atonement/Yom Kippur), October 2 & 9 (Tabernacles/Succot).

RECORDS:

Record sales certification awards: Gold LP—20,000 units; platinum LP—40,000 units.
Records sold domestically including imports (retail value): LP's 1982—2,550,000 units, \$20,400,000; 1981—1,701,000 units, \$17,800,000; 1980—1,200,000 units, \$12,000,000.
Records imported from USA (factory value, CIF): 1982—40,000 units, \$240,000; 1981—1,000 units, \$5,200.
Records exported to USA (factory value, FOB): 1982—35,000 units, \$175,000; 1981—34,000 units, \$119,000.
Records imported from countries other than USA (factory value, CIF): 1982—60,000 units, \$360,000; 1981—30,000 units, \$178,500.
Records exported to countries other than USA (factory value, FOB): 1982—10,000 units, \$45,000; 1981—5,000 units, \$17,500.
Average retail price per record: LP's—\$8.00; singles—\$3.50.
TV merchandising: None.
Record club sales: Negligible.
Discounting: Rare.
Type of distribution: Sales are largely manufacturer-to-retailer though there is one large wholesaler. A significant percentage of sales are through two major department store chains. A marketing channel has been developed via non-specialist outlets (e.g., supermarkets, neighborhood stationery and general goods shops) which are serviced in a rackjobber manner.
Type of promotion: Promotion is principally through the state-owned television station and the two legitimate pop radio stations (Reshet-Gimel and Galei Zahal). Artist promotions and concert tours are also helpful though rare. In addition, there is coverage in daily newspapers and periodicals.
Jobboxes: Nonexistent.

TAPE:

Market: Audio—This market has grown nearly 150% per year over the past two years and the upward trend is expected to continue. Video—The market has grown amazingly over the past year, which is primarily attributable to the fact that Israel has only one video leasing. There are about 180,000 videocassette recorders in use, with VHS leading Beta by 60% to 40%.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1982—250,000 units, \$1,375,000; 1981—179,000 units, \$790,400.
Pre-recorded tape imported from countries other than USA (factory value, CIF): 1982—20,000 units, \$100,000; 1981—10,000 units, \$43,500.
Average retail price per pre-recorded audio tape: Cassette—\$8.00.
Average retail price per pre-recorded video tape: Beta—\$80.00; VHS—\$80.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios—1,009,000 (98%); television sets—972,000 (95%); color—685,000 (70%); b/w—287,000 (30%); phonographs—566,000 (55%); audio tape recorders—463,000 (45%); video tape recorders—180,000 (18%).

RADIO STATIONS:

No. of commercial 1 (AM/FM); no. of government 5 (4 AM, 3 FM).
Comment: Two governmental stations offer pop programming, two others offer light music and talk programs and the fifth station plays classical on FM stereo. The pirate station, Voice of Peace, operates offshore and plays pop music.

TELEVISION STATIONS:

No. of channels: 1 government, 90% color (PAL).
Comment: Educational television is on in the morning, children's programs in the afternoon. Arabic-language broadcasts are in the early evening, Hebrew-language from 8 p.m. to midnight. Both locally produced and imported programs are shown, including variety, documentary, and news and analyses.

IMPORT/EXPORT REGULATIONS:

Import taxes on records and cassettes go up to 90% of wholesale value. Exporters of records and cassettes enjoy subsidies and financial assistance from the Ministry of Commerce.

MARKET ANALYSIS:

1982 saw a 20% increase in sales over 1981, and this growth rate is expected to double in 1983. These figures become more significant when considering an annual inflation rate of 108% to 150% over the last three years, and more of the same expected. Add to this the continuing difficulties in Lebanon over the past year and the general economic and political tension, and it appears that the local record industry is developing nicely in spite of difficult times.
 The past year, characterized by soft sales around the world, was a good time for domestic repertoire. Formerly one-third of all LP and tape sales, local recordings grabbed more than 50% of the sales in 1982. Technical and musical improvements in the quality of local productions were contributory factors.
 The cassette market is experiencing an unprecedented boom, with the growth rate having approached 100% per year over the last two years. The trend continues despite local IFPI estimates that 80% of all local cassettes are pirated. The video market, which sprouted quickly, also suffers from rampant piracy. The almost nonexistence of legitimate sources means that "lending libraries" have developed independent sources of repertoire from abroad, which are then duplicated locally at well below professional standards. **Benny Dulevitch**

• record & tape manufacturers / distributors / Importers

Amir & Efrat, see Isra-disc.
 Arton, see Hed Arzi.
 C B S Recs. Ltd. (IFPI), PO Box 681, Tel Aviv 61006. Tel: (03) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin; Deputy Mng. Dir.: Zvi Gill; Deputy Mng. Dir., Creative Ops.: Ronnie Braun; Bus. Affairs Dir.: Ronald Cole; Mktg. Dir.: Paul Burger; Sales Dir.: Dave Meyer-son; Int'l Prod. Mgr.: Udi Henis; Int'l. Serv. Co-ord.: Jennifer Arch.
Labels: (Owned) CBS, Embassy, Epic, Portrait; (licensed) ABC (USA), A&M (worldwide), Angel (UK), GGD (Italy), Capitol (USA), Carrere (France), Chrysalis (UK), Delphine (France), GTO (UK), Jet (USA), Liberty (UK, USA), MCA (USA), PIR (USA), Polar (Sweden), Prelude (USA), RAK (UK), Salsoul (USA), Satril (UK), Sonet (UK), Stiff (UK), Sugar Hill (USA), Zomba (UK).
 Carmel, see Hataklit.
 Chimo, see K-tel.
 D R G, see Gal-Ron.
 Disneyland, see Hataklit.
 Dizgan, see Gal-Ron.
 Electronics Ltd. (IFPI), PO Box 39300, 11 Rozans St., Tel Baruch, Tel Aviv 61392. Tel: (03) 47-51-51. Cable: EASTRONIX. Telex: 33638, 342610. Mng. Dir.: Dov Peleg; Gen. Mgr.: Noah Eitan.
Label: (Owned) Maestro.
 Embassy, see CBS.
 Epic, see CBS.
 Folk 2000, see Hataklit.
 Gal & Moyal, see Unatex.
 Gal-Ron Ltd. (IFPI), 10 Sheinkin St., Tel Aviv. Tel: (03) 28-07-39, 28-89-01. Cable: ZELREX. Telex: 341118. Gen. Mgr.: A. Zborowski; Sales Mgr.: I. Levi.
Labels: (Owned) DRG, Dizgan, Gal-Ton, Gloria, Ron-Phon; (licensed) Evasion (Switzerland), Festival (France), GSF (USA), MK (USSR), Motors (France), OSI (France), Ri-Fi (Italy), Sonoplay (Spain), Victor (Japan).
 Gal-Ton, see Gal-Ron.
 Gloria, see Gal-Ron.
 Good Music, see Hataklit.
 Hataklit Ltd. (IFPI), 3 Yoel St., Haifa. Tel: (04) 64-55-21, 66-99-50. Cable: RECOMUSIC. Telex: 46400. Mng. Dir.: Dov Zeira.
Labels: (Owned) Carmel, Disneyland, Folk 2000, Good Music, Hataklit, Idan, Hanot, Krypton, Moody Sound, Teen, Top Hits, Top Sound; (licensed foreign) CID, Carrusel, Cat, Czay, Fermata, Itamaraty, Magic Music, Peralta, Pick, Premier, RGE, Som/Maior, Square (all Brazil); Bellaphon, ECM, ENJA, Jappo, MCP, Mood, Sandra, Watt, Wergo (all Germany); Cicada, Durium, Equipe, King of Jazz, Sprint, Start (all Italy); Allegro, Candide, Chamber Music, Cum Laude, MMG, Storyville, Turn On, Turnabout, Vox (all USA).
 Hazmir Music Ltd. (IFPI), 68 Jaffa St., Jerusalem. Tel: (02) 23-31-46. Telex: 44801. Mng. Dir. & Gen. Mgr.: Eli Mamane; Promo. Dir.: Rami Levy.
 Hed Arzi, The General Music Co. Ltd. (IFPI), 4 Bograshov St., Tel Aviv 63808. Tel: (03) 65-53-41, 65-56-21. Telex: 341390 Relay Il. Ext. HDH. Gen. Mgr.: Ernst Stroh; Int'l Mgr.: Avi Brand; Sales Mgr.: Efrayim Shalev.
Labels: (Owned) Arton, Hed Arzi; (licensed) Ariola (Germany), Arista (USA), Atlantic (USA), Bronze (UK), Elektra/Asylum (USA), Island (UK), Magnet (UK), Red Bus (UK), Virgin (UK), WEA (USA), Warner Bros. (USA).
 I M I, see Israel Music Institute.
 Idan, see Hataklit.
 Hanot, see Hataklit.
 Isra-disc Ltd., 8 Smolenskin St., Tel Aviv. Tel: (03) 22-07-21. Cable: PALORIENT. Telex: 341667. Pres.: Absalom Rubin; Gen. Mgr.: Nissim Yosseph; Sales Mgr.: Arieh Boudian; Prod'n Mgr.: Amos Barzel.
Labels: (Owned) Amir & Efrat, Isra-disc, Israel.
 Israel, see Isra-disc.
 Israel Music Institute, PO Box 11253, 6 Chen Blvd., Tel Aviv 64071. Tel: (03) 28-95-14, 28-43-97. Cable: IMUSIC. Telex: 341118 Ext. 6831. Dir. Gen.: William Y. Elias.
Label: (Owned) IMI.
 K-tel Int'l (Israel) Ltd., Harugey Malchut 7, Tel Aviv 69714. Tel: (03) 48-31-65. Cable: ISRALCTRA. Telex: 922 46621. A&R & Promo. Mgr.: Uri Cohen.
Labels: (Owned) Chimo, K-tel, Orange; (licensed foreign) Can't Stop (USA), Chrysalis (UK), DJIM (UK), Hansa (Germany), Island (UK), Stiff (UK), 2 Tone (UK).
 Kaliphone Recs., 29 Raziell St., Jaffa-Tel Aviv. Tel: (03) 82-60-47, 83-23-70.
 Kolton, see Unatex.
 Krypton, see Hataklit.
 Maestro, see Electronics.
 Moody Sound, see Hataklit.
 Orange, see K-tel.
 Portrait, see CBS.
 Phonodor, see Phonokol.
 Phonokol Ltd., 7 Harugey Malchut St., Tel Aviv 69714. Tel: (03) 48-31-65. Telex: 341667 RMYIM Il Attn. Phonokol 441. Mng. Dir.: David Fuchs; Sales Mgr.: Avi Ben-Hanan.
Labels: (Owned) Phonodor, Rec-O-Hit, Shai, (licensed) Amadeo (Austria), Archiv (Germany), Barclay (France), Charisma (UK), DG (Germany), Fon-

tana (France), UK), Heliodor (Germany), MGM (USA), Mercury (France), USA), Metronome (Germany), Philips (France, Netherlands, USA), Polydor (Germany), RSO (UK, USA), Rocket (UK), Track (UK), Vertigo, Verve (USA).
 Rec-O-Hit, see Phonokol.
 Ron-Phon, see Gal-Ron.
 Shai, see Phonokol.
 Teen, see Hataklit.
 Top Hits, see Hataklit.
 Top Sound, see Hataklit.
 Unatex Import Export Ltd. (IFPI), PO Box 2467, Zip: 64024; 29 Lilienblum St., Tel Aviv 65133. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Telex: 35770. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. **Labels:** (Owned) Gal & Moyal, Kolton; (licensed foreign) Baerenreiter (Germany), Carosello (Italy), Europa (Germany), Gold (Switzerland), Intercord (Germany), Lollipop (Germany), MFS (Germany), Maritim (Germany), Panarecord (Italy), Saar (Italy), Turicaphon (Switzerland).

• music publishers

April Music Ltd. (ACUM), PO Box 681, Tel Aviv 61006. Tel: (03) 80.01.91. Cable: COLRECORD. Telex: 33422. Gen. Mgr.: Ronald Cole.
 I C L P (Israel Composers League Publ'ns Ltd.), PO Box 45068, Tel Aviv 61450. Gen. Mgr.: Benjamin Bar-Am.
 Ilanot Music Publ'g, PO Box 4292, 11 Herzl St., Haifa. Tel: (04) 66-99-50, 64-55-21. Cable: RECOMUSIC HAIFA. Telex: 46400. Mng. Dir.: Dov Zeira.
 Israeli Music Publ'ns Ltd. (ACUM), PO Box 7681, Jerusalem 91076; 25 Kerem Hajesod St., Jerusalem 94188. Tel: (02) 24-13-77. Dir.: Stanley Simmons; Gen. Mgr.: Robert Kleiman.
 Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071. Tel: (03) 28-43-97. Dir. Gen.: William Y. Elias.
 Isratav, 8 Smolenskin St., Tel Aviv. Tel: (03) 22-07-21. Cable: PALORIENT. Telex: 341667. Pres.: Absalom Rubin; Gen. Mgr.: Edna Rubin; Prod'n Mgr.: Amos Barzel.
 Israzemer Music Publ'g Ltd., see Ilanot.
 Music Library, Culture & Education Ents. Ltd., General Federation of Labor, 53 Weizman St., Tel Aviv. Tel: (03) 21-91-83. Gen. Mgr.: Sami Zur.
 Musicor Ltd., 11 Rozans St., Tel Baruch, Tel Aviv 61392. Tel: (03) 47-51-51. Cable: EASTRONIX. Telex: 33638. Dir.: Dov Peleg.
 Noga, PO Box 4025, Jerusalem.
 Osnat Publ'g Ltd., 4 Bograshov St., Tel Aviv 63808. Tel: (03) 65-53-41. Telex: 341390 Relay Il. Ext. HDH. Mng. Dir.: Ernst Stroh.
 Pa'amoniim, see Subar.
 Phonokol Publ'g, 7 Harugey Malchut St., Tel Aviv 69714. Tel: (03) 48-31-65. Telex: 341667 Il RMYIM Attn. Phonokol 441. Mng. Dir.: David Fuchs; Mgr.: Ilana Cohen-Zedeh.
 Sharon, see Subar.
 Subar Music Publ'g Co. Ltd. (ACUM), 21 Any Ma'amin St., Ramat-Hasharon 47212. Tel: (03) 47-13-23. Gen. Mgr.: Dr. Ophira Bar-Elan.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

International Society for Contemporary Music, League of Composers in Israel, PO Box 45068, Tel Aviv 61450. Tel: (03) 44-03-95. Pres.: Ami Maayan.
 Israel Centre of the International Music Council, PO Box 176, Jerusalem.
 Israel Music Information Centre (ISMIC), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071. Tel: (03) 28-43-97. Mng. Dir.: William Y. Elias.
 Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071. Tel: (03) 28-43-97. Dir. Gen.: William Y. Elias.

LICENSING ORGANIZATION, MUSIC

A C U M (Authors, Composers & Music Publ'rs Ass'n), 118/120 Rothschild Blvd., Tel Aviv 61110. Tel: (03) 24-01-15. Cable: ACUMEMIS. Telex: 35770. Pres.: Shlomo Tanny; Gen. Mgr.: Ran Kedar.

PLATING, PROCESSING & PRESSING PLANTS

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006. Tel: (03) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin; Bus. Affairs Dir.: Ronald Cole; Sales Dir.: Dave Meyer-son.
 Hed Arzi, The General Music Co. Ltd., 4 Bograshov St., Tel Aviv 63808. Tel: 65-53-41. Telex: 341390 Relay Il. Ext. HDH. Gen. Mgr.: Ernst Stroh; Int'l Mgr.: Avi Brand; Sales Mgr.: Efrayim Shalev.
Pressing capacity: LP—45,000 units/month.

RECORD PROMOTION

(including Public Relations & Publicity)

Hed Arzi, The General Music Co., 4 Bograshov St., Tel Aviv 63808. Tel: (03) 65-53-41. Telex: 341390 Relay Il. Ext. HDH. Gen. Mgr.: Ernst Stroh; Int'l Mgr.: Avi Brand; Sales Mgr.: Efrayim Shalev.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006. Tel: (03) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin; Bus. Affairs Dir.: Ronald Cole; Sales Dir.: Dave Meyer-son.

Audio: Cassette.

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem 91270. Tel: (02) 85-22-78. Telex: 26431. Dir.: Oded Erez; Sales: Warren Green. (PKG—audio only)

Audio: Cassette.

Hed Arzi, The General Music Co. Ltd., 4 Bograshov St., Tel Aviv 63808. Tel: 65-53-41. Telex: 341390 Relay Il. Ext. HDH. Gen. Mgr.: Ernst Stroh; Int'l Mgr.: Avi Brand; Sales Mgr.: Efrayim Shalev.

M D T Cassettes Dupl'g & Rec'g Studio Ltd., Industrial Center, Maskith St., Herzlia B. Tel: (052) 58619. Telex: 341667. Pres.: M. Sadan; Sales Mgr.: M. Dicker.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem 91270. Tel: (02) 85-22-78. Telex: 26431. Dir.: Oded Erez; Sales: Warren Green.
Audio: Cassette, open reel.
 Palatchi & Co., PO Box 36572, Tel Aviv, 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118/for a 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Cassette.

ENVELOPES & MAILERS

Unates Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski.

JACKETS & SLEEVES LABELS, DISK

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006. Tel: (03) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin; Bus. Affairs Dir.: Ronald Cole; Sales Dir.: Dave Meyerson.

Unates Import Export Ltd., 29 Lilienblum St., Tel Aviv 65133. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Telex: 35770. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-22-78. Telex: 26431. Dir.: Oded Erez; Sales: Warren Green. Audio: Labels, cello-wrapping.

TAPE, BLANK LOADED & BULK RAW

Agfa, see S. Getter.
Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-22-78. Telex: 26431. Dir.: Oded Erez; Sales: Warren Green. Audio: Cassette.

Video: Raw— $\frac{1}{4}$ " cassette.

S. Getter (Photo) Ltd., 98 Jabotinsky Rd., Petah Tiqwa, Kiryat Arje. Tel: 92-69-12. Cable: GETTERCO TELAVIV. Mng. Dir.: Paul Heger. Audio: AGFA blank—Compact-cassette, open reel; raw—cassette, broadcast, studio.

Video: AFGA Cassette, open reel.

Opus, see Domain.

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118/For + 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi (Importer/Exporter).

Audio: Blank—cassette, open reel; Raw—cassette.

Video: Blank— $\frac{1}{4}$ " Beta & VHS cassette.

Brand names: Arvia, G Tape, Opus.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Comhol Ltd., PO Box 39840, 16 Herzlia Rd., Tel Aviv 61397. Tel: (03) 22-49-22, 41 03-40. Telex 341118 X 6248. Mng. Dir.: Eddie Wiegenfeld. (Importer)

Audio: AUDIOMATIC, ELECTRO SOUND, PENTAGON high speed duplicators, 8-tr. & cassette loaders & tape exercisers.

• accessories

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-22-78. Telex: 26431. Dir.: Oded Erez; Sales: Warren Green.

Product: Tape—head cleaners, leader & splicing tape.

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118/For + 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)

Product: Tape—carrying & storage cases, head cleaners, demagnetizers.

Unates Import Export Ltd., 29 Lilienblum St., Tel Aviv 65133. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Telex: 35770. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski.

Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors; Tape—carrying & storage cases, head cleaners, demagnetizers.

• store fixtures

Unates Import Export Ltd., 29 Lilienblum St., Tel Aviv 65133. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Telex: 35770. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski.

Product: Record display racks.

ITALY

Population: 58,000,000.
Rate of exchange: \$1 (US) = 1,180 lire.
Holidays: January 1, January 6 (Epiphany), Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), August 15 (Assumption), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen's Day).

RECORDS:

Record sales certification awards: Gold single—1,000,000 units. Gold LP—250,000 units; platinum LP—500,000 units. Note: There is no official regulation for these awards. The figures given are applied by some major record companies. Other companies award their acs gold records when they reach global sales of 1 million units with two or more records, even

mixing configurations. Gold and platinum awards (silver ones are not used) are still considered as promotional means, each company feeling free to set its own rules.

Average retail price per record (including 15% VAT): Full-price Pop LP's—\$7.50; Singles—\$2.08.

Type of distribution: The manufacturer-to-retailer system predominates. Jukeboxes: 20,000/28,000.

TAPE:
Average retail price per tape: Cassette—\$7.25-\$7.40.

CONSUMER ELECTRONICS

Number of units in households: Radios—31,300,000, AM—4,700,000, AM/FM—26,600,000; television sets—23,900,000, color—7,648,000, b&w—16,252,000; phonographs—6,460,000; audio tape recorders—11,250,000.

RADIO STATIONS:

No. of commercial 2,000; no. of government 3.

Comment: A few leading local stations in major towns function as powerful promotional channels. National radio (RAI) is contributing to the wider interest in classical music.

TELEVISION STATIONS:

No. of commercial 300; no. of government 3; 90% color (PAL).

Comment: National television (RAI) affects the singles market through popular music shows; songs used as signature themes of various programs often hit the charts. Local stations are adding pop music to their programming.

IMPORT/EXPORT REGULATIONS:

No customs are charged to members of the European Economic Community, but a 15% VAT must be paid on imports from all countries.

• record & tape manufacturers / distributors / importers

A R C, see RCA.

A T Y, see Ricordi.

Ad Hoc, Corso Genova 26, 20132 Milan.

Aedo, see Fonit-Cetra.

Agenda, see Base.

Albatros, see Sciascia.

America Recs., Galleria Del Corso 2, 20122 Milan. Tel: (02) 704.006. Chief Exec. Nunzia Angeramo; Gen. Mgr. G. Battista Samele; Sales Mgr. Romano Romanini.

Amiamoci, see Fonit-Cetra & Ricordi.

Angel, see EMI.

Angelicum, see Sciascia.

Appaloosa, see IREC.

Apple, see EMI.

Archiv, see PolyGram.

Arcophon, see Sciascia.

Area, see Studio G.

Ariete, see Carosello.

Ariston Srl (IFPI), Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan). Tel: (02) 984.6974. Telex: 321466. Pres. Alfredo Rossi; Admin. Mgr.: Giovanni Costa; Sales Mgr.: Riccardo Benini; Int'l Mgr.: Graham Johnson.

Branch: 00195 Rome, Via Cantore 17, Tel: (06) 386.259. Telex: 614509.

Labels: (Owned) Ariston, Auditorio Classico, Cultura Popolare, Iazz Story, Oxford, (Licensed foreign) Affinity (UK), Audiofidelity (USA), Charly (UK), PVK (UK), Safari (UK), Secret (UK), Shelter (USA)

Arkadia, see Fonit-Cetra.

Ars Nova, see Sciascia.

Ascolto, see CGD.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

ATLAS RECS. (IFPI), Corso Buenos Aires 10, 20124 Milan. Tel: (02) 271.5972, 273.163. Telex: 333414. Pres & Gen. Mgr.: Alessandro Coppola; Int'l Mgr.: Ron Hanson; Press & Promo. Mgr.: Daniela Festari; PR: Claudio Meroni. (Licensed to WEA)

Labels: (Owned) Atlas, Clover.

Audio Analog Srl, Via Sempione 15, 21010 Arsago Seprio.

Audiogram SpA, Via Vallosa 38, 25050 Passirano (Brescia). Tel: (030) 657.360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.

Labels: (Owned) Atlas, Clover. (SEE ADVERTISEMENT)

Audioson, see Audiogram.

Auditorio Classico, see Ariston.

Avventura, see RCA.

B B B, see RCA.

B S O Recs., Via C. Modestino 64, Paternopoli 83052 (Avellino). Tel: (0827) 71073. Pres. & Gen. Mgr.: Sal Barbieri; Prom't Mgr.: Christina Barbieri.

Labels: (Owned) BSO, Savana; (Licensed foreign) Alternative Tentacles (UK), Aura (UK), Cherry Red (UK), Les Disques Du Crepuscule (Belgium), ESP (USA), Factory (UK), Gull (UK), Munycroft (UK), Neat (UK), Red (UK), Red Lightnin' (UK), Rough Trade (UK), Spoon (Germany), Statik (UK), Uniteledis (France). (SEE ADVERTISEMENT)

Beat, see Fonit-Cetra.

Belcanto, see Sciascia.

Belmusic Srl, Via Tolmezzo 18, 20132 Milan. Tel: (02) 282.8905. Gen. Mgr.: Severino Pecchennu; Sales Mgr.: Domizia Gandolfi.

Labels: (Owned) Ballo, Belmusic, Gemini, Piggy, Snap.

Best Sound, see RCA.

Birba, see Ricordi.

Black Saint, see IREC.

Blue Note, see EMI.

Bongiovanni Recs., Via Rizzoli 28-E, 40125 Bologna. Tel: (051) 225722. Gen. Mgr.: Giancarlo Bongiovanni.

Labels: (Owned) Bongiovanni, Il mito dell'opera; (Licensed) Carrillon (Spain).

Broadway, see Ducale.

Bubble Rec., Via Romeo Romè 15, 00136 Rome. Tel: (06) 311.280/870. Gen. Mgr.: Carlo Bixio; Sales Mgr.: Renzo Benini.

Labels: Bubble, Gale.

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270280
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Edizioni Southern Music SRL
Milan, Italy

C A M (Creazioni Artistiche Musicali) SpA (IFPI), Via Virgilio 8, 00193 Rome. Tel: (06) 352.350. Cable: CAMUSIC. Telex: 621195. Pres. & Gen. Mgr.: Giuseppe Campi; Sales Mgr.: Mimma Addari. (Licensed to Panarecord)

C B D Recs. Via Bocca di Leone 6, 00187 Rome. Tel: (06) 679.9664. Public Tel: 610110. Pres.: Corrado Bacchelli; Gen. Mgr.: Tommy White

C B S Dischi SpA (IFPI), Via Amedeo 9, 20123 Milan. Tel: (02) 809.521. Telex: 33286. Mng. Dir.: Piero La Falce; Controller: David J. Kinsley; Mktg. Mgr.: Franco Cabrini; Sales Mgr.: Franco Paradiso; Local A&R Mgr.: Fabrizio Intra; Opns. Dir.: Franco Negri; Bus. Affairs: M.E. Kleckner. Distribution center: Via Lombardia 32, Sesto Ulderiano. Tel: 988.0685. Labels: (Owned) CBS, Epic, Masterworks, Portrait; (Licensed) A&M (USA), ARC (USA), Bang (USA), Blue Sky (USA), Caribou (USA), Full Moon (USA), GTD (UK), Geffen (USA), Kirschner (USA), Monument (USA), Nipper (USA), Philadelphia Int'l (USA), TK (USA), Tappan Zee (USA), Unfinito Gold (USA).

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C L S Recs. SaS, Viale Sabotino 2, Milan. Tel: (02) 871.370. Pres.: Dello Mariano; Gen. Mgr.: Lina De Sutti; Sales Mgr.: Silvio De Sutti. Labels: (Owned) CLS, Camaleo, Love. (Licensed to RCA)

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Cadis, see Phonotype.

California, see Ricordi.

Camaleo, see CLS.

Canaria, see Fonit-Cetra.

Canopo, see Flippermusic.

Capitol, see EMI.

Carosello CEMED S.r.l. (IFPI), Galleria del Corso 4, 20122 Milan. Tel: (02) 793.008. Cable: CURCIMUSIC. Telex: 332683. Pres.: Giuseppe Gramitto Ricci; Gen. Mgr.: Mario Rapallo. (Licensed to Ricordi) Labels: (Owned) Ariete, Carosello, Costanza, Curci, Frog, Mustang; (Licensed) All Platinum, Buddha, Cadet, Checker, Chess, De-Lite, Jubilee, Pacific Arts, Pyramid, Rollin' Rock, Roulette, Stang, Sugar Hill, Sutra, Turbo, Vibration (all USA); Big Bear (UK), Rockhouse (Netherlands).

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Centrotre, see 103.

Cetra, see Fonit-Cetra

Chewing Music, see Fonit-Cetra.

Ciao, see Ricordi.

Cicala, see Durium.

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Classic for Pleasure, see EMI.

Classica, see CGD.

Clover, see Atlas.

Collector's Must... see L'Orsa Maggiore.

Colle, see Ri-Fi.

Columbia, see EMI.

Come Il Vento S.r.l. (Ed. Musicali & Discografiche), Via Montenapoleone 29, 20121 Milan. Tel: (02) 700.725, 791.665. Gen. Mgr.: Michele del Vecchio.

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Costanza, see Carosello.

Creamus S.r.l., P.zza Velasca 6, 20122 Milan. Tel: (02) 861.922, 877.418. Telex: 332806. Mng. Dir.: Michelangelo La Bionda; A&R Dir.: Carmelo La Bionda.

Cultura Popolare, see Ariston.

Curci, see Carosello.

D D D, see La Drogueria Di Drugolo & RCA

Dany, see Pinciana

Das Alte Werk, see Decca.

Decca-Come, see Decca.

Decca Dischi Italia SpA (IFPI), Via Brisa 3, 20123 Milan. Tel: (02) 809.136. Cable: DECCITAL. Gen. Mgr.: Romano Bacchini; Sales Mgr.: Luigi Negro. Labels: (Owned) Das Alte Werk, Decca, Decca-Come, Deram, London, L'Diseau Lyre, Storyville, Strand, Telefunken, Threshold; (Licensed foreign) Teldec (Germany).

Delta S.r.l., Corso Buenos Aires 10, Milan. Tel: (02) 271.5972, 273.163, 270.280. Telex: 333414. Gen. Mgr.: Alessandro Coppola; Sales Mgr.: Claudio Meroni. (Licensed to WEA)

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Derby, see Decca.

Derby, see CGD

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Dirre, see Panarecord.

Disco Inn, see Durium & Fonit-Cetra.

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La Drogueria Di Drugolo, Viale Bianca Maria 8, Milan. Tel: (02) 781.728, 701.963. Telex: 321223. Chief Exec.: Lando Lanni Della Quara; Gen. Mgr.: Roberto Galanti.

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Dynamic, see Panarecord.

E D M, see Ducale.

E M G Discografica, Via S. Sebastiano 16, 80134 Naples. Tel: (081) 452.597. Pres.: Pasquale Liguori.

E M I Italiana SpA, Via Bergamo 315, 21042 Caronno Pertusella (Varese). Tel: (02) 965.0701. Cable: EMITAL SARDINNO. Telex: 312679. Mng. Dir.: Alessandro Rotelli; Sales Mgr.: Roberto Magrini; Mktg. Mgr.: Roberto Cittero; Factory Mgr.: Mr. Michele Cascione.

Labels: (Owned) Angel, Apple, Blue Note, Capitol, Classic For Pleasure, Columbia, EMI, EMI America, EMI Discoteca Classica, EMI Int'l, EMI Studio, Electroa, Emidisc, Harvest, His Master's Voice, MPL, Music for Pleasure, Deon, Parlophone, Pathe, Purple, Regal, Regal Zonophone, Seraphim, Die Stimme Seines Herrn, T Rex, La Voce del Padrone; (Licensed domestic) Bagaria; (Licensed foreign) Liberty/UA (UK, USA), RAK (UK), Rolling Stones (UK), Sunburst (UK).

Ecofina Srl (IFPI), Via Leopardi 8, 20123 Milan. Tel: (02) 86.90.121, 806.125. Chief Exec.: Mourad Sabet; Factory Technical Mgr.: Roberto Roccabella.

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F M A S.r.l. (Ed. Musicali & Discografiche), Galleria del Corso 2, 20122 Milan. Tel: (02) 796.823, 796.266. Mng. Dir.: Federico Monti Arduini.

F1 Team, see Panarecord.

Fans, see Phonotype.

Fiammetta's, see Stereomaster

Fingers, see Studio G.

Fumara Ed. Musicali & Discografiche S.r.l., Via Adda 28, 20041 Agrate Branza (Milan). Tel: (02) 650.983. Gen. Mgr.: Franco Reitano; Sales Mgr.: Gege Reitano. (Distributed by Durium)

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Flippermusic (Gruppo Ed.), Via A. Riboty 22, 00195 Rome. Tel: (06) 315-615. Cable: FLIPMUSIC. Pres.: Romano Di Bari.

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Flirt, see Flippermusic.

Florence Int'l, Via C. Cavour 60, 50129 Florence.

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Folkmusic, see Flippermusic.

Folkstudio, see Fonit-Cetra.

Fonit-Cetra SpA (IFPI), Via G. Meda 45, 20121 Milan. Tel: (02) 843.2551, 846.3845. Cable: FONITCETRA. Telex: 314653. Mng. Dir.: Carlo Fontana; Gen. Mgr.: Giorgio Filogamo; Sales Mgr.: Placido Piretti. Branch: 00153 Rome, Via Pietro Roselli 4. Tel: (06) 580.6159, 581.6423. Labels: (Owned) Fonit Cetra; (Licensed domestic) Aedo, Amiamoci, Arkadia, Beat, Canaria, Chewing Music, Cine Mizar, Disco Inn, Folkstudio, Leep, Messaggero S. Antonio, 103, Skyzo, Village Music; (Licensed foreign) Acanta (Germany), Fantasy (USA), Harmonia Mundi (Germany), Milestone (USA), Pablo (USA), Prestige (USA), Riverside (USA), Stax (USA).

Fontana, see PolyGram.

Fore, see Raretone.

For Sale, see Baby.

Frame, see L'Orsa Maggiore.

Frog, see Carosello.

G & G, see Ricordi.

Gemini, see Belmusic.

Gale Italiana, see Bubble.

General Music, Via Lima 12, 00198 Rome. Tel: (06) 850.358, 865.307. Gen. Mgr.: Enrico de Meis.

Golden Rec., Via San Paolo 15, 20121 Milan. Tel: (02) 874.460. Owner & Prod'r: Pericle Boschetti.

Gong SAS, Via Paolo 12, 20135 Milan. Tel: (02) 546-9156/5458, 576-220, 589-265. Telex: 321583. Pres.: Marinella Pedrazzini; VP: Salvatore Annunziata; Sales Mgr.: Roberto Fraschini. (Distributor/Importer).

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Grog, see Studio G.

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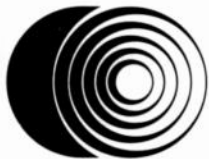
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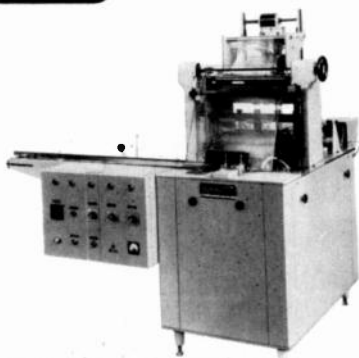


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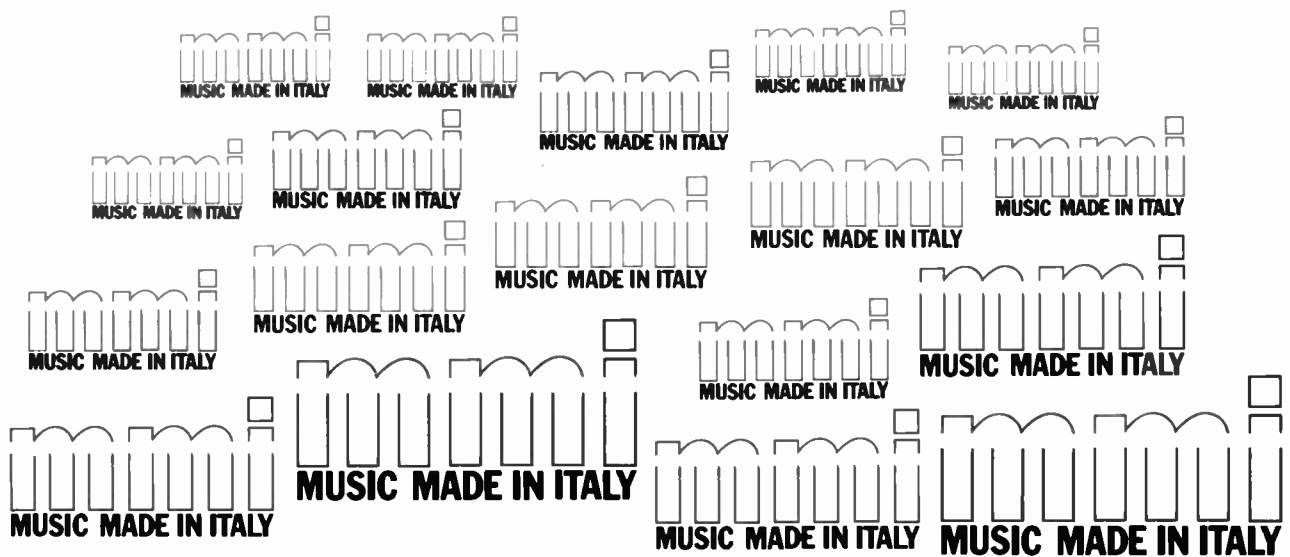
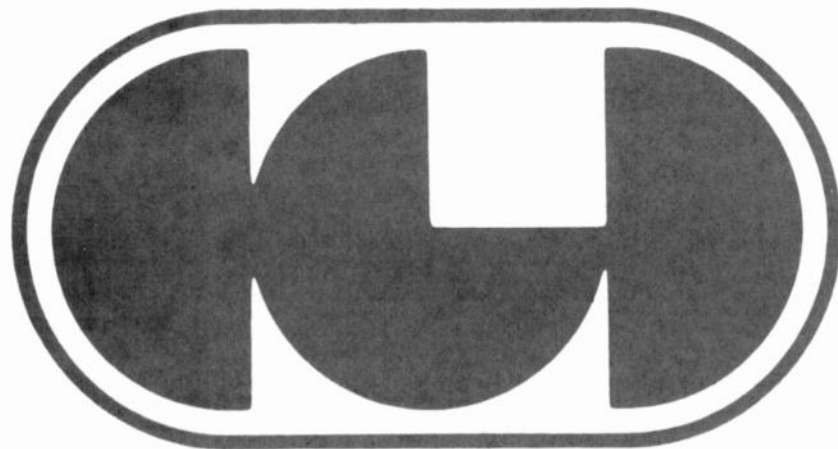
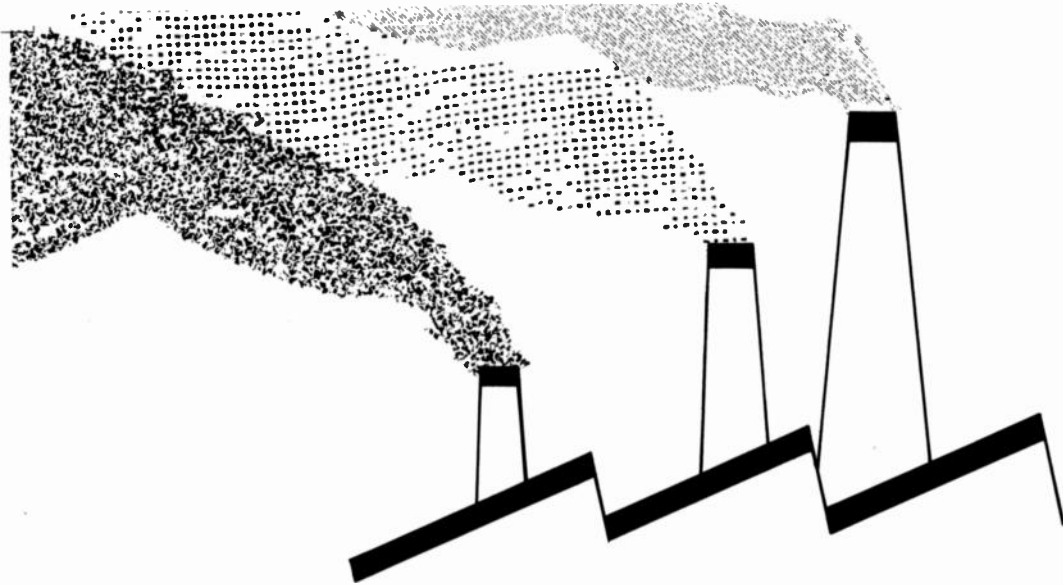
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Audio: Cassette.

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Video: VHS cassette. (SEE ADVERTISEMENT)

LABELS, DISK

E M I Italiana SpA, Via Bergamo 315, 21042 Caronno (Varese). Tel: (02) 965.0701. Cable: EMITAL SARONNO. Telex: 312679. Mng. Dir.: Alexis Rottelli; Comm'l Mgr.: Roberto Magrini; Factory Mgr.: Pierantonio Bognini; A&R Mgr.: Gianpiero Scussel; Financial Mgr.: Alberto Vignati.

POLYETHYLENE BAGS & SHRINKWRAP

Gramegna, Via Sgao 72, 20100 Milan. Tel: (02) 255.1241. Telex: 321497. API 2308. Pres.: Franco Gramegna. (Polybags only)

Sitma SpA, Via Vignolese 85, 41057 Spilamberto (Modena). Tel: (059) 78.42.57. Telex: 510250. Pres.: Aris Ballestrazzi. (Polybags only)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Agta-Gevaert SpA, Viale de Gasperi/via Grosso 10/4, 20151 Milan. Tel: (02) 3074.1. Telex: 331182. Pres. & Mng. Dir.: Benito Chucchini; Sales Mgr.: Giorgio Dordoni; Mktg.: Giorgio Regorda.

Product: Magnetic film.

Musical Instruments, Via Como 19, 22065 Mariano Comense (Como). Tel: (031) 749.212.

Audio: Cassette boxes.

Polimek Srl, Via Pace 64, 20017 Rho (Milan). Tel: (02) 930.1742/9484. Telex: 330501. Pres. & Sales Mgr.: Rosario Mandina.

Audio: Cassette boxes.

Start SpA, Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508.701. Cable: START Telex: 312080. Mng. Partner: Dario De Benedetti; Mng. Partner & Sales Mgr.: Luigi Cane.

Video: Boxes.

Trulzi, Via Vialba 56, 20026 Novate Milanese (Milan). Tel: (02) 354.1661/1785.

Audio: Plastic shelves for cassettes

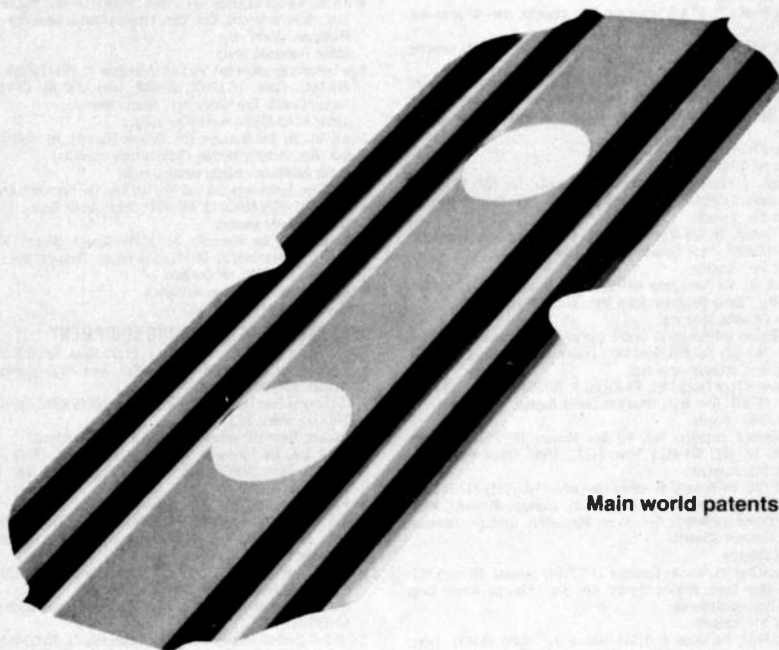
DISK & TAPE MANUFACTURING EQUIPMENT

DUCALE IND. MUSICALI SPA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 380231. Pres. & Gen. Mgr.: Davide Matalon. (Importer) (SEE ADVERTISEMENT)

I D R A SpA, Via Trumplina 13, 25100 Brescia. Tel: (030) 30.36.61., 39.33.71. Telex: 300034. Pres.: Giuseppe Pasotti; Sales Mgr.: Mencah Marcello.

Product: Record presses

PRODUCTION.



Main world patents

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are looking at
the particulars
of technology.



A.T.B. SpA
20030 Senago
Milano Italy
30, Palmiro Togliatti
telefono 02 9989976/7/8
TLX 334457 ATIBIX I.

M I R SpA, Via Sondrio 30, 25100 Brescia. Tel: (030) 347.361. Cable: MIRITALY. Telex: 300396. Chief Exec.: Piero Bonfadini.
Product: Injection molding machines for thermoplastics, thermosets & rubber.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert SpA, Viale de Gasperi/via Grosio 10/4, 20151 Milan. Tel: (02) 3074.1. Telex: 331182. Pres. & Mng. Dir.: Benito Chucchini; Sales Mgr.: Giorgio Dordoni; Mktg.: Giorgio Regorda.

Audio: Blank—2", 1" & 1/2" open reel, cassette; raw—1/2" cassette.
Video: Blank—1" open reel, 1/2" cassette, 1/4" Beta & VHS cassette.

Ampex Italiana SpA, Via Riccardo Gigante 4, 00143 Rome. Tel: (06) 546.991. Cable: AMPLEX. Telex: 610492. Pres.: Riccardo Crippa; Sales Mgr. Lutz Leysler.

Audio: Blank—2", 1" & 1/2" open reel, 8-tr., cassette; raw—1/2" open reel, 1/4" 8-tr., 1/2" cassette.
Video: Blank—2" & 1" open reel, 1/2" cassette, 1/4" Beta & VHS cassette; raw—1/2" cassette, 1/4" CVC cassette.

Audiogramm SpA, Via Fratelli Kennedy N. 2/4, 25050 Passirano (BS). Tel: (030) 657.360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.

Audio: 8-tr., cassette, open reel.
Video: 1/2" VHS cassette.

Avella SpA, V. Kennedy 80/A, Caronno Pertusella. Tel: (02) 965-7198/9851. Telex: 335884. Pres.: Giuseppe Zoni; Sales Mgr.: Sergio Moretti.

Audio: 8-tr., cassette.
Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 618-8064. Pres.: Corrado Bresolin. (Blank only)

Audio: 8-tr., cassette.
Duplimatec Srl, Via Pietro Della Valle 20, 20132 Milan. Tel: (02) 256.4770. Gen. Mgr.: Guido Mezzadra; Sales Mgr.: Enrico Mezzadra.

Audio: Cassette, open reel.
Fraem (Societa Individuale di Cesare Gaetani), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Cesare Gaetani. (Blank only)

Audio: 8-tr., cassette, open reel.
G T E (General Tape Equip.) Srl, Via Ragusa 8, 20125 Milan. Tel: 689-8065. Telex: 333046. Gen. Mgr.: Ottaviano Clerici Bagozzi. (Blank only)

Audio: 8-tr., cassette.
Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904.8815; Telex: 31371, 37607. (Blank only)

Audio: 8-tr., cassette.
Italyplast Snc, Via Pezzotta 6, Albino (Bergamo). Tel: (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti; Mktg. Mgr.: Franco Galimberti, Gen. Affairs Mgr.: Attilio Balduzzi; Technical Mgr.: Giuseppe Mismetti.

Audio: Cassette.
M O A Cassettes Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962.0914. Chief Exec.: Roberto Macchi; Gen. Mgr.: Pinuccia Grassi; Sales Mgr.: Eugenia Maffizzoni.

Audio: 8-tr., cassette.
Magneto Plast, Via Leida 8, 37135 Verona. Tel: (045) 504491. Telex: 480481. Pres.: Giuseppe Zanardo; Sales Mgr.: Arnaldo Basso.

Audio: Blank—cassette; raw—1/2" cassette.
Video: Blank—1/2" Beta & VHS cassette; raw—1/2"

Magnez SpA, Via G.B. Grassi 97, 20157 Milan. Tel: (02) 357.0948. Telex: 323071. Pres.: Giulio de Boccad; Gen. Mgr.: Roberto Sanzone; Mktg. Mgr.: Giorgio Seitun.

Audio: Blank—cassette; raw—1/2" cassette.
Video: Blank—1/2" VHS cassette.

Musical Instruments, Via Como 19, 22065 Mariano Comense (Como). Tel: (031) 749.212.

Audio: Cassette.
MUSIC BOX, Via Adua 6, 25005 Passirano (Brescia). Tel: (030) 65.73.68. Gen. Mgr.: Franco Rossetti. (Blank only)

Audio: Cassette. (SEE ADVERTISEMENT)
Nuova SIAT (Societa Italiana Articolati Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960-7485/7450. Cable: NSIAT. Telex: 335884. Mng. Dir.: Edoardo Benetton. (Blank only)

Audio: 8-tr., cassette.
Permaton, see Videosuono.
Polimech Srl, Via Pace 64, 20017 Rho (Milan). Tel: (02) 930.1742/9484. Telex: 330501. Pres. & Sales Mgr.: Rosario Mandina (Bulk only)

Audio: Cassette.
Racal, see Roje.
Roje Telecomunicazioni SpA, Via Sant'Anatole 15, 20147 Milan. Tel: (02) 415.4141. Cable: TELEROJE MILANO. Telex: 330202. Co-Pres.: Ezio Tunesi, Camillo Roje; Sales Mgr.: Alberto Albertini.

Audio: RACAL cassette, open reel.
Scotch, see 3M.
Sonorex Tape SpA, Via Bonfadina 14, 25046 Cazzago San Martino (Brescia). Tel: (030) 725.382. Telex: 300826. Admin. Dir.: Antonio Magri; Sales Execs.: I. Capoferri, R. Descalzi. (Raw only)

Audio: 8-tr., cassette, open reel.
Start SpA, Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508.701. Cable: START. Telex: 312080. Mng. Partner: Dario De Benedetti; Mng. Partner & Sales Mgr. Luigi Cane. (Blank only).

Audio: Cassette.
3 M Italia SpA, San Felice-Segrate (Milan). Tel: (02) 75.451. Telex: 31275, 31159. Mng. Dir.: T. S. Skoog; Sales & Mktg. Mgr.: G. Mariano.

Audio: SCOTCH 8-tr., cassette, open reel.
Video: SCOTCH 1" open reel, 1" cartridge, 1/2" cassette, 1/4" cassette, 1/4" EIJA open reel, 1/4" EIJA cartridge

VIDEOSM SRL, Via Adua 8, 25050 Passirano (Brescia). Tel: (030) 657.444. Telex: 301084.

Video: 1/2" VHS cassette (SEE ADVERTISEMENT)
Videosuono di Maurizio Caliani, Via Beato Angelico 21, 20133 Milan. Tel: (02) 717.051/351. Telex: 313403. Owner & Pres.: Caliani Maurizio. (Importer)

Video: PERMATON 1/2" Beta & VHS cassettes.
TAPE DUPLICATING & PROCESSING EQUIPMENT

A E G-Telefunken SpA, Via Clerici 2/4, 20099 Sesto S. Giovanni (Milan). Tel: (02) 247-1176, 242-7812/8147/9180. Telex: 312455. Dept. Mgr.: A. Bosco.

Audio: TELEFUNKEN duplicators, winders, C-O & blank cassette assemblies.
AUVIS-ASONA, see Roje.

DUCALE IND. MUSICALI SPA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 380231. Pres. & Gen. Mgr.: Davide Matalon. (Audio only) (SEE ADVERTISEMENT)

Europa Studio Tape, Via Ponte Nuovo 2, 20125 Milan. Tel: (02) 256.7655. Pres.: Samele Giovambattista; Sales Mgr.: Severino Pecchenni.

Audio: GAUSS, KING, TAPEMATIC equip.
Fraem (Societa Individuale di Cesare Gaetani), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Cesare Gaetani.

Audio: Assembling & winding equip.
G I M A (Gruppo Industriale Macchine Automatiche) Srl, Via Caduti di Amola 18, 40132 Bologna. Tel: (051) 40.23.53. Telex: 211663.

Product: Fully automatic C-O assembling system.
G T E (General Tape Equip.) Srl, Via Ragusa 8, 20125 Milan. Tel: 689-8065. Telex: 333046. Gen. Mgr.: Ottaviano Clerici Bagozzi.

Audio: Automatic, semi-automatic & manual tape winders, high speed duplicators, automatic cassette assemblers & automatic cassette screw-driver, Ampex compatible slaves.
Gauss, see Europa Studio Tape.

King, see Europa Studio Tape.
M O A Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962.0914. Chief Exec.: Roberto Macchi; Gen. Mgr.: Pinuccia Grassi; Sales Mgr.: Eugenia Maffizzoni. (Audio only)

Audio: Processing equip.
Roje Telecomunicazioni SpA, Via Sant'Anatole 15, 20147 Milan. Tel: (02) 415.4141. Cable: TELEROJE MILANO. Telex: 330202. Co-Pres.: Ezio Tunesi, Camillo Roje; Sales Mgr.: Alberto Albertini.

Audio: AUVIS-ASONA duplicating equip.
Sumat Srl, Via San Giuseppe 137, Saronno (Varese). Tel: (02) 962.0915. Gen. Mgr.: Roberto Macchi. (Manufacturer/Importer)

Audio: Automatic cassette winders, tools.
T T L (Tape Technology Lab.) di Rizza Attilio, Via Pirandello 4/A, 20144 Milan. Tel: (02) 469.5213, 498-4371. Pres.: Attilio Rizza.

Audio: Cassette winders.
Tapematic Srl, Via Vimercate 26, 20060 Ornago (Milan). Tel: (039) 62.40.09. Telex: 340233. Dir.: Luciano Perego; Technical Mgr.: Giovanni Brignani; Sales Mgr.: R. Goodwin.

Audio: Tailoring machines w/loaders.
Telefunken, see AEG-Telefunken.
TAPE PACKAGING & LABELING EQUIPMENT

Europa Studio Tape, Via Ponte Nuovo 2, 20125 Milan. Tel: (02) 256.7655. Pres.: Samele Giovambattista; Sales Mgr.: Severino Pecchenni.

Product: TAPEMATIC equip.
G T E (General Tape Equip.) Srl, Via Ragusa 8, 20125 Milan. Tel: 689-8065, 376.4171. Telex: 333046.

Product: Automatic cassette labeling & boxing machines.
I D R A SpA, Via Trumplina 13, 25100 Brescia. Tel: (030) 30.36.61., 39.33.71. Telex: 300034. Pres.: Giuseppe Pasotti; Sales Mgr.: Menicelli Marcello.

Product: Cassette "shelving" machinery.
M O A Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962.0914. Telex: 380426. Chief Exec.: Roberto Macchi; Gen. Mgr.: Pinuccia Grassi; Sales Mgr.: Eugenia Maffizzoni.

D G E M SRL, Via Mecenate 30/26, 20138 Milan. Tel: (02) 50.61281. Cable: GUMANTELL. Telex: 311297. Pres.: Enzo Mantelli.

Product: Semi-automatic & automatic tape box wrapping machines. (SEE ADVERTISEMENT)
S T M Snc (System Transfer Matric), Via Lombardia 28, 20060 Vignate (Milan). Tel: (02) 956-7227.

Product: Cassette assembly & packaging equip.
Sumat Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0915. Gen. Mgr.: Roberto Macchi. (Manufacturer/Importer)

Product: Cassette & cartridge plastic shelves pressing machines, boxes pressing machines, cassettes into-boxes automatic injectors.
Tapematic Srl, Via Vimercate 26, 20060 Ornago (Milan). Tel: (039) 62.40.09. Telex: 340233. Dir.: Luciano Perego; Technical Mgr.: Giovanni Brignani; Sales Mgr.: R. Goodwin. (Audio only)

Product: Boxing & labeling machines.
• accessories

Agfa-Gevaert SpA, Viale de Gasperi/via Grosio 10/4, 20151 Milan. Tel: (02) 3074.1. Telex: 331182. Pres. & Mng. Dir.: Benito Chucchini; Sales Mgr.: Giorgio Dordoni; Mktg.: Giorgio Regorda.

Product: Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip. (all audio); head cleaners (video).
Audiogramm SpA, Via Fratelli Kennedy N. 2/4, 25050 Passirano (BS). Tel: (030) 657.360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.

Product: Tape—head cleaners, leader tape.
Avella SpA, V. Kennedy 80/A, Caronno Pertusella. Tel: (02) 965-7198/9851. Telex: 335884. Pres.: Giuseppe Zoni; Sales Mgr.: Sergio Moretti.

Product: Record—record care prods.
Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 618-8064. Pres.: Corrado Bresolin.

Product: Tape—carrying & storage cases, head cleaners, demagnetizers.
DUCALE IND. MUSICALI SPA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Telex: 382031. Pres. & Gen. Mgr.: Davide Matalon.

Product: Tape—leader & splicing tape. (SEE ADVERTISEMENT)
Duplimatec Srl, Via Pietro Della Valle 20, 20132 Milan. Tel: (02) 256.4770. Gen. Mgr.: Guido Mezzadra; Sales Mgr.: Enrico Mezzadra.

Product: Tape—leader & splicing tape.
Ecofina Srl, Via Leopardi 8, 20123 Milan. Tel: (02) 806.125, 869.0121. Chief Exec.: Mourad Sabet; Factory Technical Mgr.: Roberto Roccabella.

Product: Tape—carrying & storage cases, head cleaners, demagnetizers (all audio).
F I L P (Fabbrica Isolanti & Laminati Plastici) SpA, Piazza Giolitti 8, 20133 Milan. Tel: (02) 235.350, 230.982. Cable: FILP. Telex: 313683. Pres.: Eugenio Marcassoli; Sales Mgr.: Marco Gariboldi.

Product: Tape—leader tape.
International Compact Cassette Snc, Via Larga, 25024 Porzano di Lenno, Brescia. Tel: (030) 906.484/7196. Telex: 301247. Pres. & Sales Mgr.: Pier Antonio Cavagnoli.

Product: Tape—head cleaners, demagnetizers, leader tape.
Italyplast Snc, Via Pezzotta 6, Albino (Bergamo). Tel: (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti; Mktg. Mgr.: Franco Galimberti; Gen. Affairs Mgr.: Attilio Balduzzi; Technical Mgr.: Giuseppe Mismetti.

Product: Tape—head cleaners, demagnetizers.
M O A Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962.0914. Telex: 380426. Chief Exec.: Roberto Macchi; Gen. Mgr.: Pinuccia Grassi; Sales Mgr.: Eugenia Maffizzoni.

Product: Tape—head cleaners, demagnetizers, cassette testers, cassette tools & moulds, tape certifiers.
M I P (Music Ind. Prods) Srl, Via San Luca 10, Milan. Tel: (02) 837.0908. Mng. Dir.: Marlene Matalon; Gen. Mgr.: David Matalon; Int'l Mgrs.: Daniela & Manuela Matalon.

Product: Record—carrying & storage cases; Tape—leader tape.
Magnez SpA, Via G.B. Grassi 97, 20157 Milan. Tel: (02) 357.0948. Telex:

323071. Pres.: Giulio de Boccad; Gen. Mgr.: Roberto Sanzone; Mktg. Mgr.: Giorgio Seitun.

Product: Tape—carrying & storage cases (audio), head cleaners (audio & video), leader tape.
New Hobby In Style, Via Gabriele d'Annunzio 15, 20052 Monza. Tel: (039) 74.51.02. Cable: NEWHOBBY. Pres.: Rossella Sangalli; Gen. & Sales Mgr.: Stefano Nocera.

Product: Record—carrying & storage cases, record care prods., 45 RPM adaptors, replacement styl: Tape—carrying & storage cases, head cleaners, demagnetizers, splicing tape.
Roje Telecomunicazioni SpA, Via Sant'Anatole 15, 20147 Milan. Tel: (02) 415.4141. Cable: TELEROJE MILANO. Telex: 330202. Co-Pres.: Ezio Tunesi, Camillo Roje; Sales Mgr.: Alberto Albertini.

Product: Tape—leader tape.
Sciascia (Ed.), Via Brodolini, 20089 Rozzano (Milan). Tel: (02) 825.8041. Pres. & Gen. Mgr.: Armando Sciascia; Sales Mgr.: Sergio Sciascia.

Product: Record & Tape—carrying & storage cases.
Siemens SpA (Societa Italiana Telecomunicazione), Via A. Canova 19/A, Milan. Tel: (02) 43.88. (Importer)

Product: Record—STANTON replacement styli.
Sonorex Tape SpA, Via Bonfadina 14, Cazzago San Martino (Brescia). Tel: (030) 725.382. Telex: 300826. Admin. Dir.: Antonio Magri; Sales Execs.: I. Capoferri, R. Descalzi.

Product: Tape—head cleaners, demagnetizers, leader tape.
Stanton, see Siemens.
Start SpA, Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508.701. Cable: START. Telex: 312080. Mng. Partner: Dario De Benedetti; Mng. Partner & Sales Mgr. Luigi Cane.

Product: Tape—carrying & storage cases (audio), head cleaners (audio).
Sumat Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0915. Telex: 380426. Gen. Mgr.: Roberto Macchi.

Product: Tape—head cleaners, demagnetizers.
3 M Italia SpA, San Felice-Segrate (Milan). Tel: (02) 75.451. Telex: 31275, 31195. Mng. Dir.: T. Skoog; Sales & Mktg. Mgr.: G. Mariano.

Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Universal Plastics, Via G. O. Vittorio 2, Inzago (Milan). Tel: (02) 95.40.79/47.55. Telex: 321615.

Product: Record—storage modules (45 & LP).
Videosuono di Maurizio Caliani, Via Beato Angelico 21, 20133 Milan. Tel: (02) 717.051/351. Owner & Pres.: Caliani Maurizio.

Product: Record—carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors: Tape—carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio).
• promotional merchandising aids

Soulfinder Int'l Rec. Imports di Carola Mirabelli, Via G.B. Vico 12, 20123 Milan. Tel: (02) 431.319. Telex: 311250. Gen. & Sales Mgr.: Carola Mirabelli.

Product: Posters, patches, jackets, mirror albums.
• store fixtures

Dimar Dischi, Corso D'Augusto 49, 47037 Rimini. Tel: (0541) 5.42.98. Telex: 550398. Owner: Bruno Facchi.

Product: Record—browser boxes (audio); Tape—display racks (audio).
New Hobby In Style, Via Gabriele d'Annunzio 15, 20052 Monza. Tel: (039) 74.51.02. Cable: NEWHOBBY. Pres.: Rossella Sangalli; Gen. & Sales Mgr.: Stefano Nocera.

Product: Browser boxes, display racks.
Saar Srl, Viale di Porta Vercellina 14, 20123 Milan. Tel: 469-6251. Pres.: Walter Gurlter; Sales Mgr.: Sergio Balloni.

Product: Browser boxes, display racks.
IVORY COAST

Population: 8,210,000
Rate of exchange: \$1 (US) = 370 CFA francs.
Per capita income: \$1066.
Holidays: January 1, Easter Monday, May 1, Ascension Day, August 15 (Assumption), November 1, December 7, 25 & traditional Muslim holidays (2 days variable).

• record & tape manufacturers / distributors / importers

Abidjan Import, PO Box 788, Abidjan 12.
Kibaru, see Societe Ivoirienne du Disque.

S I D, see Societe Ivoirienne du Disque.
Societe Ivoirienne du Disque (IFPI), 10 BP 503, Abidjan 10. Tel: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro. (Manufacturer/Distributor/Importer)

Labels: (Owmed) Kibaru, SID, Sound Explosion; (licensed) Amour (Canada), Decca (West Africa), EMI (UK), Gallo (South Africa), Mal's (USA), Namaco (Nigeria), United Africa Records (UK), Virgin (UK); AIT, Africa, Ba-Ba, Bana Bere, Do-7, King Kong, Lotwe, Moto Moto, Muziki du Zaire, Nyang Omaki, Owang Jaber, POK, Sungura (all Kenya).

Sound Explosion, see Societe Ivoirienne du Disque.
W E A West Africa, BP 435 Poste D'Abidjan, Plateau D'Abidjan. Tel: 361-577/268. Mng. Dir.: Guy Gluck.

• services
TAPE CUSTOM DUPLICATORS

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.

• supplies
JACKETS & SLEEVES

LABELS, DISK
POLYETHYLENE BAGS

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.

• accessories
Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.

Product: Record—carrying cases.
Billboard 1983-1984 International Buyer's Guide

JAMAICA

Population: 2,200,000.

Rate of exchange: \$1 (US) = 1.78 Jamaican dollars.

Per capita income: \$1610.

Holidays: January 1, Ash Wednesday, Good Friday, Easter Monday, May 23 (Labor Day), August 4 (Independence Day), October 20 (National Heroes Day), December 25, 26 (Boxing Day).

• record & tape manufacturers / distributors / importers

Blank, see Record Specialists.

Caritta, see Record Specialists.

Champion, see Record Specialists.

Dynamic, see Dynamic Sounds.

Dynamic Sounds Rec'g Co. Ltd. (IFPI), 15 Bell Rd., Kingston 11. Tel: 933-9138/9168. Cable: DYNASOUND. Telex: 2296. Pres.: Byron Lee; VP & Comptroller: Cecil Warren; Gen. Mgr.: Michel Khouri; Sales Mgr.: L. Gray. Labels: (Owned) Dynamic, Jaguar, Lion, Melrose, Panther, Tiger, Tysoot, Wede Bete; (Licensed) Archiv (Germany), Ariola America (USA), Atlantic (USA), Bang (USA), CTI (USA), Casablanca (USA), Creole (UK), H&L (USA), Polar (Sweden), Polydor (Germany), Ranwood (USA), Salsoul (USA), Springboard (USA), State (UK), TK (USA).

Federal Rec. Mfg. Co. Ltd. (IFPI), 220 Marcus Garvey Dr., Kingston 11. Tel: 923-9978/7375. Telex: 2294. Cable: FEDERREC. Labels: (Owned) Federal, LTD. Wildflower; (Licensed) Buddha (USA), CBS (UK, USA), Columbia (UK, USA), Epic (USA), Hi (UK, USA), Marlin (USA), Philadelphia Int'l (USA), Portrait (USA), RCA (USA), T-Neck (USA), TSP (USA).

G's Rec. Mfg. Ltd., 1-3 Torrington Rd., Kingston. Tel: (809) 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Mng. Dir.: Alvin Rangin; Gen. Mgr.: Patrick Muir; Sales Mgr.: Leon Hyatt. Labels: GG, Grimm Ben, Hit Label, Typhoon, Volcano.

Gorgon, see Sonic Sounds.

Grimm Ben, see GG's.

High Music, see High Times.

High Times Ltd., PO Box 529, Kingston Mall, Kingston. Dirs.: Bertram Brown, Earl E. Smith, Arthur L. Reynolds; Sec'y/Sales Rep.: Junior Walker; Promo.: Tony Mack; Sales: Delroy Bailey. (Manufacturer/Distributor)

Labels: (Owned) High Music, High Times.

Hit Label, see GG's.

Jaguar, see Dynamic Sounds.

L T D, see Federal.

Lion, see Dynamic Sounds.

Melrose, see Dynamic Sounds.

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Panther, see Dynamic Sounds.

Record Specialists Ltd. (IFPI), 1-3 Torrington Rd., Kingston. Tel: (809) 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Exec. Dir.: George Benson; Dir. & Sec'y: Maryon Benson; Sales Mgr.: Delroy Morrison.

Labels: (Owned) Blank, Caritta, Champion, Saturn, Star, Venus; (Licensed foreign) Disneyland-Vista (USA), MCA-tapes (USA), Majestic (USA), Motown (USA), Salsoul (USA), Universal (USA), Word (UK).

Saturm, see Record Specialists.

Snapper, see Sonic Sounds.

Sonic Sounds Rec. Mfg. Co. Ltd., 14 Retirement Rd., Kingston 5. Tel: 926-2036/1204. Cable: VIBES. Mng. Dir.: Neville O. Lee; Gen. Mgr.: Minah Rambarack; Sales Mgr.: Stephen Lee.

Labels: (Owned) Gorgon, Snapper, Sonic, Thunderbolt, Tuna, Volcano; (Licensed foreign) Arista (USA), Capitol (USA), EMI (UK), United Artists (USA), WIRL (Barbados).

Star, see Record Specialists.

Thunderbolt, see Sonic Sounds.

Tiger, see Dynamic Sounds.

Tuna, see Sonic Sounds.

Typhoon, see GG's.

Tysoot, see Dynamic Sounds.

Venus, see Record Specialists.

Volcano, see GG's.

Wede Bete, see Dynamic Sounds.

Wildflower, see Federal.

• music publishers

Par-Lay-Voo Music Ltd., see Woodwater.

Record Specialists Ltd., 1 Torrington Rd., Kingston, WI. Tel: 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Exec. Dir.: George Benson; Dir. & Sec'y: Maryon Benson; Sales Mgr.: Delroy Morrison.

Sheila Music Corp. Ltd. (BMI), 15 Bell Rd., Kingston 11. Tel: 933-9138/9130. Cable: DYNASOUND. Mng. Dir.: Sheila Lee.

Woodwater Music Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-8817. Cable: FEDERREC. Telex: 2294.

• services

PLATING, PROCESSING & PRESSING PLANTS RECORD PROMOTION

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-7375. Cable: FEDERREC. Telex: 2294.

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.

TAPE CUSTOM DUPLICATORS

X-9 Electronics & Rec'g Tapes Ltd., PO Box 306, 14 Northside Plaza, Kingston 6. Tel: 927-0939, 937-0212. Gen. Mgr.: Suelan Chung.

Home office: USA, Aries Int'l.

Audio: 8-tr., cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 933-9168.

Pres.: Byron Lee; Sales Mgr.: Junior Gray.

Brand name: DYNASETTE.

JACKETS & SLEEVES

LABELS, DISK

See Professional Tape Supplies & Accessories for tape labels.

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 933-9168.

Pres.: Byron Lee; Sales Mgr.: Junior Gray.

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-8817. Cable: FEDERREC. Telex: 2294.

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray. (Sleeves only)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.

Audio: Cassette labels.

TAPE, BLANK LOADED

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.

Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.

Audio: 2", 1", 8-tr., open reel.

X-9 Electronics & Rec'd Tape Co. Ltd., PO Box 306, 14 Northside Plaza, Kingston 6. Tel: 927-0939. Gen. Mgr.: Suelan Chung.

Home office: USA, Aries Int'l.

Audio: 8-tr., cassette.

JAPAN

Population: 117,057,485.

Rate of exchange: \$1 (US) = 240 yen.

Per capita income: \$8,426.

Holidays: January 1, January 15 (Adult's Day), February 11 (Founding Day), Vernal Equinox Day, April 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), September 15 (Respect for Aged Day), Autumnal Equinox Day, October 10 (Athletics Day), November 3 (Culture Day), November 23 (Labor Thanksgiving Day). (If a holiday falls on a Sunday, it is celebrated on Monday).

RECORDS & TAPES:

Record production: Singles & LP's 1982—151,900,000 units, \$655,200,000; 1981—168,500,000 units, \$727,400,000.

Tape production: 1982—97,600,000 units, \$530,600,000; 1981—86,780,000 units, \$490,600,000.

Records imported: 1982—5,410,000 units, \$24,500,000.

Records exported: 1982—2,390,000 units; 1981—3,232,000 units.

• record & tape manufacturers / distributors / importers

A N Z Inc., 27-13 Higashiyama-cho, Itabashi-ku, Tokyo 174. Tel: (03) 972-1369. Cable: ANZKEEPS. Pres.: Terukazu Arita. (Importer)

Labels: (Owned) Alligator Jazz Club.

Aardvark, see Canyon.

Abeno-Mykyoku-Do, 4-13-19 Abenosuji, Abeno-ku, Osaka 545. Tel: (06) 622-0373. (Distributor)

Agharta, see Canyon.

Alfa Recs. Inc., 3-5-39 Shibaura, Minato-ku, Tokyo 108. Tel: (03) 455-1791. Cable: ALASSOCIA. Telex: 2424537. Pres.: Kunitihiko Murai; Alfa/Yen Label Mgr.: Junichi Gotoh; A&M/Planet Label Mgr.: Ken Kambei; Int'l Dir.: Edward Leaman.

Labels: (Owned) Alfa, Yen; (Licensed foreign) A&M (USA), Horizon (USA), Planet (USA).

Alligator Jazz Club, see ANZ.

Alty, see Apollon.

AMERICANA RECS. INC., 6-15-23 Yawata, Ichikawa-City, Chiba-Ken 272. Tel: (0473) 35-8403. Telex: 2424011. Pres.: Tomonobu Kawai; Gen. Mgr.: Hirofumi Tokutake; Sales Mgr.: Yoichi Okita.

Labels: (Owned) Americana, Last Show; (Licensed foreign) Americana/NSO (USA). (SEE ADVERTISEMENT)

Apollon Music Ind'l Corp. (IFPI), 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 353-0191. Pres.: Misa Watanabe; Gen. Mgr.: Hideki Hayashi; Sales Mgr.: Ryujiro Uchida. (Tape only).

Labels: (Owned) Alty, Apollon.

Archiv, see Polydor.

Artisco, see Canyon.

Asahi Music Servs. Inc., c/o Asahi Broadcasting Corp., 2-2-48 Ohyo-do-Minami, Ohyo-do-ku, Osaka 531. Tel: (06) 458-5321. Pres.: Kinkichi Kanbara; Gen. Mgr.: Kazuyuki Yagi; Sales Mgr.: Shuzo Aze.

Branch: Tokyo, 2-6-3 Shiba Park, Minato-ku, Zone: 105. Tel: (03) 436-5771. Cable: ASAHIHSDO TDKYO.

Label: (Owned) Asahi Musipak.

Asahi Musipak, see Asahi Music Servs.

Asylum, see Warner-Pioneer.

Athene Rec. Ind. Co. Ltd., 3-4-9 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 542-6651. Cable: ATHENCORD. Pres.: Hiroshi Hirano.

Atlantic, see Warner-Pioneer.

Atras, see Yupiter ind.

B O M Serv. Ltd., 6-5-18 Kawamo, Takarazuka, Hyogo 665. Tel: (0797) 87-0561. Pres.: Toshio Watanabe; VP: Saburo Watanabe.

Labels: (Owned) Red Clay; (Licensed) American Heritage, Bay, County, Flying Fish, Grassound, Old Homestead, Outlet, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shiloh, Sonystone, Sugar Hill (all USA).

Baybridge, see Teichiku.

Bellwood, see King.

Better Days, see Nippon Columbia.

Bill Box, see King.

Black, see Teichiku.

Black Hawk & Co., 2-18-3 Dogenzaka, Shibuya-ku, Tokyo. Contact: Yoshinori Mizukami. (Distributor).

Blow Up, see Nippon Columbia.

Bluegrass Ents. Tokyo, Kasai Bldg., 6-15-1 Honkomagome, Bunkyo-ku, Tokyo 113. Tel: (03) 946-4663. (Distributor).

Blues Interactions Inc., Sun-East Bldg. 402, 3-24-9 Higashi, Shibuya-ku, Tokyo 150. Tel: (03) 400-1688. Cable: PEAVINE. Pres.: Yasutomi Higurashi; Gen. Mgr.: Akira Kochi.

Labels: (Owned) P-Vine Special; (Licensed foreign) Alligator (USA), Checker (USA), Chess (USA), Delmark (USA), Jewel (USA), Joliet (USA), Joromi (Nigeria), One-Derful (USA), Paula (USA), Ronn (USA), Rotel (USA), 3A (France).

Bourbon, see Tokuma.

BREAD MUSIC INC., 3-70 Hatagaya, 2-401, Shibuya-ku, Tokyo 151. Tel: (03) 374-1828. Cable: BREADMUSIC. Telex: J25735. Pres.: Shoo Akatsuka. (SEE ADVERTISEMENT)

C B S/Sony Inc. (IFPI), PO Box 17, Tokyo Int'l Airport, Tokyo 149; 1-4 Ichigaya-Tamachi, Shinjuku-ku, Tokyo 162. Tel: (03) 266-5803. Cable: CBSSONVRECCORD. Telex: 24766. Pres.: Toshio Ozawa; Int'l Mgr.: Yoshiyuki Isomura; Sales Mgr.: Yoshikatsu Inoue.

Labels: (Owned) CBS/Sony, Futago No Monchichi, Kaori, Little Gang, Niagara, Opensiyev, People, Silverland, Tee, UMI; (Licensed foreign) ARC, Bearsville, Believe In A Dream, Blue Sky, Boardwalk, Caribou, Chycro Int'l, Coast to Coast, Columbia, Curb, De-Lite, 415, Geffen, IRS, Jet, Johnston, Kat Family, Kirschner, My Disc, Nemperor, Network, Odyssey, Pasha, Philadelphia Int'l, Priority, RPKB, T-Neck, Tabu, Tappan Zee, Uncle Jam, Unlimited Gold (all USA); Jive (UK).

Canyon Recs. Inc. (IFPI), 4-3-31 Kudan Kita, Chiyoda-ku, Tokyo 102. Tel: (03) 265-4161. Telex: 2324208. Pres.: Shigeaki Hazama; Exec. Mng. Dir.: Akira Ijichi; Sales Mgr.: Eisai Imamura.

Labels: (Owned) Aardvark, Agharta, Artisco, Canyon, Canyon Int'l, Cine-Disc, F. NAV, SOH, See Saw; (Licensed foreign) Montage (USA), Scotti Bros. (USA).

Casablanca, see Polystar.

Chaos, see Eastern.

Cine-Disc, see Canyon.

Climax, see Tokuma.

Columbia, see Nippon Columbia.

Continental, see Teichiku.

Cosdel (Japan) Ltd., Hibiya Park Bldg., Rm. 923, 1-8-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 271-5861. Cable: COSDEL. Pres.: Kenneth L. Cole. (Distributor).

Label: (Licensed) Durium (Italy).

Crazy Rider, see King.

Crown Rec. Co. Ltd. (IFPI), 2-10-8 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 582-4741. Pres.: Masanori Itoh; Gen. Mgr.: Noboru Saito; Sales Mgr.: Kazushige Tsuyuki.

Crystal Bird, see King.

D. G., see Polydor.

D I W Recs. (div of Dish Union Co. Ltd.), 2-13-1 Iidabashi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7930. Cable: DISKUNION. Telex: 25425. Pres.: Teruichi Hirohata; Mng. Dir.: Kazuo Fukuda.

Dan, see Tokuma.

Denon, see Nippon Columbia.

Disc Center Co. Ltd., CPO Box 874, Osaka 530-91. Tel: (06) 323-6350. Cable: DISCAREA. Telex: 64488. Pres.: Yasutoshi Gotoh; Gen. Mgr.: Kaoru Umeda. (Distributor/Importer/Exporter).

Discmate Recs. Co. Ltd. (IFPI), Akasaka Makabe Bldg., 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-9111. Telex: 2425228. Pres.: Takayasu Yoshioka; Exec. VP: Toshiro Hoshino; Sales Mgr.: Ikuo Kogasaka. (Distributed by Victor)

Label: (Owned) Discmate; (Licensed) Polar (Sweden).

Disk Union Co. Ltd., 2-13-1 Iidabashi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7930. Cable: DISKUNION. Telex: 25425. Pres.: Teruichi Hirohata; Mng. Dir.: Kazuo Fukuda. (Distributor/Importer/Exporter).

Doughnut, see Toshiba-EMI.

East Wind, see Nippon Phonogram.

Eastern Works, 2-A Hasegawa Bldg., 1-37-4 Yoyogi, Shibuya-ku, Tokyo 151. Tel: (03) 370-8658. Gen. Mgr.: Hideaki Utsumi; Sales Mgr.: Masanori Akashi.

Label: (Owned) Chaois.

Electric Bird, see King.

Elektra, see Warner-Pioneer.

Epic/Sony Inc., 8F Shin-Aoyama Bldg. Nishi, 1-1-1 Minami Aoyama, Minato-ku, Tokyo 107. Tel: (03) 475-2640. Cable: EPIC SONY. Telex: 2424132. Exec. Mng. Dir.: Shugo Matsuo; Gen. Mgr.: Terry Tsutsumi; Sales Mgr.: Kazutomo Enomoto.

Labels: (Owned) Epic/Sony, Sweet Donuts; (Licensed foreign) CBS (worldwide except USA), Epic (worldwide), Portrait (USA).

Express, see Toshiba-EMI.

F. see Canyon.

Firebird, see King.

Flying Disc, see Victor.

Flying Dog, see Victor.

For Life Recs. Inc., 10F Odakyu Minamiyoyama Bldg. 7-8-1, Minato-ku, Tokyo. Tel: (03) 406-6955.

Frasco, see Nippon Phonogram.

Free Flight, see Warner-Pioneer.

Fulhouse, see Trio.

Fungatti Inds., Kakyō Bldg., 6th fl., Rm. 2, 99 Motomachi-Dori, Itaba-ku, Kobe. Tel: (078) 331-3132. Telex: 781-78996. (Distributor)

Futago No Monchichi, see CBS/Sony.

G & G Sounds Corp., 3-15-15 Izumi, Higashi-ku, Nagoya, Aichi 461. Tel: (052) 971-5030. Pres.: Yoshio Tanahashi. (Distributor/Importer)

Globe, see Victor.

Hara Int'l Inc., 3-7-21 Higashi Gotanda, Shinagawa-ku, Tokyo 141. Tel: (03) 445-4545. Cable: HARAINIT TOKYO. Chm. & Gen. Mgr.: R.M. Uehara; Office Mgr.: N. Yunoki.

Harvest, see King.

Heaven, see King.

Heaven, see King.

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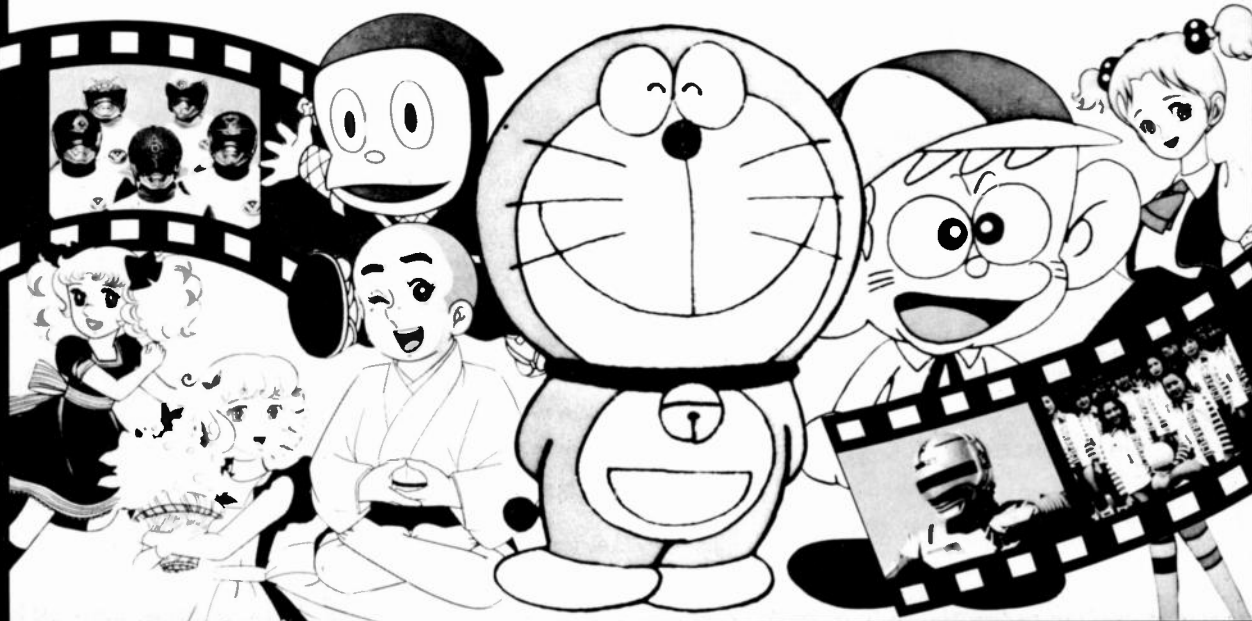
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Harmony House Recs., 3-1 Kanda Surugadai, Chiyoda-ku 101, Tokyo. Harvest, see Tokuma.
Herald Music Inc., 2-20-15 Shimbashi, Minato-ku, Tokyo. Tel: (03) 573-1287. Cable: HERALDPICTURE. (Distributor/Importer)
I R E C Japan Co. Ltd., 8-114 Nishijuku, Minoo, Osaka 562. Tel: (0727) 27-0059. Cable: SUPERSTOP. Telex: 5324169. Pres.: Hirakazu Sasabe; Gen. Mgr.: Giovanni Bonandrini; Sales Mgr.: Tomizo Miyagawa.
Labels: (licensed foreign) Appaloosa, Black Saint, Dire, Dischi Della Quercia, Red, Soul Note (all Italy).
Inter Space Kyoto Recs. Inc., Kureeru Roppongi 803, Roppongi 2-2-7, Minato-ku, Tokyo. Telex: 29113.
Invitation, see Victor.
J V C, see Victor.
Japan Cardinals Corp., Kono Bldg. 2F, 41-23 Udagawacho, Shibuya-ku, Tokyo 150. Tel: (03) 464-3158. Cable: JICARDT. Telex: (242) 2497. Chm.: Akio Takaoka. (Importer/Exporter)
JAPAN PUBL'NS TRADING CO. LTD., 1-2-1 Sarugaku-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 292-3751. Cable: SHUTSUBO. Telex: 27161. Pres.: Toshio Murayama; Export Mgr.: Masuo Kokubo. (Distributor/Exporter). (SEE ADVERTISEMENT)
Japan Rec. Trading Co. Ltd., Daiichi Honan Bldg., 2-8-17 Minami Ikebukuro, Toshima-ku, Tokyo 171. Tel: (03) 984-1587. Telex: 2722447. Pres.: Sigeru Ouchi; Dir.: Shunji Obata. (Importer)
Japan Soul Agency, 1-5-11 Sakurajyosui, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRCO. Telex: 2424586. Chief Exec.: Kazuo Akimoto; Gen. Mgr.: Nobushiro Sindo; Sales Mgr.: Eiko Yamaguchi. (Distributor/Importer)
K M C RECS. TOKYO, 19-5-303 Udagawa-cho, Shibuya-ku, Tokyo 150. Area Rep.: Shingo Katsumata.
K-tel Int'l (Japan) Ltd., 1-2-8 Nihombashi, Chuo-ku, Tokyo 103. Tel: (03) 274-4391. Telex: 2222337. Pres.: Tetsuro Iida; Exec. VP: Raymond Kives; Gen. Mgr.: Shogo Ishii.
Kaori, see CBS/Sony.
Kenwood, see Trio.
Kikka Trading Co. Inc., 1-7-9 Asagaya Minami, Suginami-ku, Tokyo 166. Tel: (03) 583-5476, 311-1682. Cable: KIKKANIC. Telex: 02422797. Mng. Dir.: Arata Yamamoto. (Exporter).
Labels: (Exported) Major jazz & rock labels & soundtracks.
King Rec. Co. Ltd. (IFPI), 2-12-13 Otowa, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2134. Cable: KINGRECD. Telex: 24963. Pres.: Shin Tomoda; Gen. Mgr.: Noboru Yamada; Mktg. Gen. Mgr.: Hisamitsu Nakajima; Int'l Div. Mgr.: Kazuo Takeda.
Labels: (Owned) Bellwood, Bill Box, Crazy Rider, Crystal Bird, Electric Bird, Firebird, King, Nexus Int'l, Paddle Wheel, Seven Seas, Windmill. (licensed foreign) Argo (UK), Ariston (Italy), CAM (Italy), GGD (Italy), CTI (USA), Charlie (UK), Commodore (USA), DJM (UK), Fonit-Cetra (Italy), GNP-Crescendo (USA), Hungaroton (Hungary), London (UK), Ricordi (Italy), Telefunken (Germany), Vanguard (USA), Varese (USA), Vogue (France).
Kitty Ent's. Inc., Kobayashi Bldg., 7th fl., 1-14-11 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-4711. Telex: 2425338. Pres.: Harumi Ogawa; Promo. Mgr.: Yutaka Tanaka; Int'l Mgr.: Kazuo Nunakata. (Also see Polydor)
KYOA CO. LTD., 1-1 Honcho, Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 242-1925. Cable: NAKANOPAPER. Telex: 2224731. Pres.: Yukio Nakano; Import Mgr.: Hideki Numabe. (SEE ADVERTISEMENT)

Kyushu-Ongaku-Sangyo, Ishii Bldg., 3-16-13 Hakataekimae, Hakata-Ku, Fukuoka-shi 812. Tel: (092) 29-0117. (Distributor).
Last Show, see Americana.
Little Gang, see CBS/Sony.
Lost City Co. Ltd., 3-5-10 San Nomiya-cho, Kobe 650. Tel: (078) 331-3770.
Chief Exec.: Motohiro Nozaki; Gen. Mgr.: Mamoru Okutani; Sales Mgr.: Kazuki Yamana. (Distributor/Importer).
Lucky Shokai, 2-4-1 Iwamoto-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 861-7134. (Distributor).
Ma Ma, see Tokuma.
Max, see Super Stop.
Mercury, see Nippon Phonogram.
Minorophone, see Tokuma.
Muse Trading Co. Inc., New Atago Bldg., 2-4-9 Atago, Minato-ku, Tokyo 105. Tel: (03) 438-2525. Cable: MUSEITTA. Telex: 27353. Gen. Mgr.: Kazuo Kumagai; Sales Mgr.: Michinori Takahashi. (Distributor/Importer).
Music Minus One Japan, 3-25 Azabu Iikura, Minato-ku, Tokyo 106. (Distributor).
Music Shop Kunihara, 8 Nqo, Asahikawa, Hokkaido. Tel: (0166) 23-5266. (Distributor).
N A V, see Canyon.
Nadya, see Trio.
Nexus Int'l, see King.
Niagara, see CBS/Sony.
Nippon Columbia Co. Ltd. (IFPI), 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Chm.: Tami Shobochi; Pres.: Nobutaka Matsumura; Rec. Div. Dir.: Kazuo Mochizuki; A&R Dir.: Toshio Nemoto; Int'l Repertoire Gen. Mgr.: Toshitomi Ono; Licensing Mgr.: Hajime Saito; Export Mgr.: Teichi Fukui.
Labels: (Owned) Better Days, Blow Up, Columbia, Denon. (licensed) Accent (Belgium), Ariola-Eurodisc (Germany) Baerenreiter-Musicaphon (Germany), Cantate (Germany), Chandos (UK), Disney (USA), Everest (USA), Ex Libris (Switzerland), Haensler (Germany), MK (USSR), Musicalitera (Germany), Muza (Poland), PPK (Netherlands), Phonag (Switzerland), PolyGram (Italy), Preiser (Austria), Protone (USA), Public Image (UK), Rocco (Canada), Roulette (USA), Supraphon (Czechoslovakia), Symphony Tone (Switzerland), Turicaphon (Switzerland), Bruno Walter Society (USA), Xanadu (USA).
Nippon Gakki Co. Ltd., 7-9-18 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 572-3111. Cable: YAMAHAPIANO. Telex: 252-2824. (Distributor/Importer)
Nippon Gakki Shibuya-Ten, 2-10-7 Dogenzaka, Shibuya-ku, Tokyo.
Nippon Phonogram Co. Ltd. (IFPI), Wako Bldg., 4-8-5 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 479-3711. Cable: NIPPHLDISC. Telex: 2423224. Pres.: Nobuya Itoh; Sales Mgr.: Ryuzo Tajima; Int'l Mgr.: Tadao Sekiguchi.
Labels: (Owned) East Wind, Frasco, Mercury, Philips, Vertigo. (licensed) Arista (USA), Shelter (USA).
Nonesuch, see Warner-Pioneer.
Opensky, see CBS/Sony.
Overseas, see Teichiku.
P-Vine Special, see Blues Interactions.
Paddle Wheel, see King.
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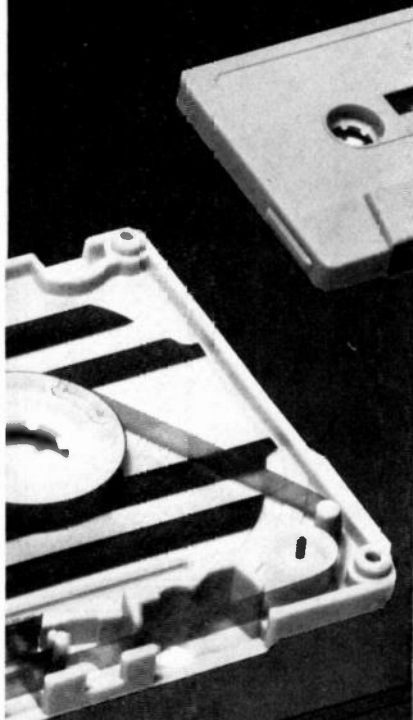
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Apollo Music Ind'l Corp., 1-5 Wakaba-cho, Shinjuku-ku, Tokyo 160. Tel: (03) 353-0191.

Audio: 8-tr., cassette, open reel, micro-cassette.

C B S/Sony Recs. Inc., 1561-2 Akawa, Ohigawa-cho, Shida-gun, Shizuoka ken 421-02. Tel: (05462) 2.1321. Cable CBS/SONY. Pres.: Toshio Ozawa; Gen. Mgr. Tokio Sasaki. (PKG)

Audio: 8-tr., cassette.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto. (PKG)

Audio: 8-tr., cassette, open reel.

PolyGram Rec. Serv. KK, Kokubo-Kogyo-Danchi, Showa-machi, Nakakomaga, Yamanashi-ken 409-38. Tel: (0552) 75-4411. Pres. Terumi Mizuta.

Audio: Cassette.

Spirit Ent. Inc., BS Bldg., 3-14-13 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 402-9191. Cable SPIRITENTER. Telex: 23419. Pres.: Akiyo Tamura.

Video: 2" quad, 1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette.

T B S Serv. Co. Ltd., 5-3-50 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 582-7351.

Audio: 8-tr., cassette, open reel

Video: 1" open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

Teichiku Recs. Co. Ltd., Toranomon NN Bldg., 1-21-17 Toranomon, Minato-ku, Tokyo. Tel: (03) 502-7244. Telex: 2224237. Pres.: Shigeji Nanko; Int'l Div. Gen. Mgr.: Ichiro Kinoue.

Audio: 8-tr., cassette.

Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241 7811. Cable: VICTOREXPOR. Telex: 26222.

Audio: Cassette (standard & metal), open reel.

Video: 1/4" U-matic cassette, 1/2" VHS cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Denon/Columbia, see Nippon Columbia.

I M S, see Nagaoka.

Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr.: Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada.

Audio: IMS, NAGAOKA parts.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.

Audio: DENON/COLUMBIA parts.

Rockwood Corp., 2-12-26 Konari, Minato-ku, Tokyo.

Audio & Video: Parts, screws for audio, video & microcassettes.

EMPTY CARTRIDGES, CASSETTES & REELS

Sony Corp., PO Box 10, Airport PO, Tokyo 149: 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCORP. Telex: 22262, 24666.

Audio & Video: Reels.

ENVELOPES & MAILERS

JACKETS & SLEEVES

LABELS, DISK

POLYETHYLENE BAGS & SHRINKWRAP

Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr.: Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada. (Sleeves only-LP only)

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto. (Envelopes & Mailers-LP, Jackets & Sleeves, Labels, Polybags)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123. Tel: (03) 919-0101. Cable: NAMIKI. Telex: 2722288. Pres.: Kazu Namiki; VP: Nobuhiro Namiki; Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.

Product: Magnetic tape heads.

Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPOR. Telex: 26222.

Audio: JVC test tape, heads, splicing & editing equip.

DISK & TAPE MANUFACTURING EQUIPMENT

Europa Film, see Kyokuto Boeki.

Kyokuto Boeki Kaisha Ltd., CPO Box 330, Tokyo. (Manufacturer's Rep.)

Chief product: EUROPA-FILM plating equip.

Litton-Westrex Co. Japan, 2-1-2 Marunouchi, Tokyo 100. Tel: (03) 211-6791.

Cable: WESTREX. Telex: 22612. VP: Yoji Kawashima; Sales Mgr.: Kazuhiko Umemoto.

Branch: Osaka, Itachibori Bldg., 1-5-2 Itachibori, Nishi-ku. Zone: 550.

Tel: (06) 531-0308. Branch Mgr.: Naomi Ozaki.

Chief product: WESTREX disk cutting systems.

Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123. Tel: (03) 919-0101. Cable: NAMIKI. Telex: 2722288. Pres.: Kazu Namiki; VP: Nobuhiro Namiki; Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.

Chief product: Cutting styli.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.

Chief product: DENON PCM equip.

Westrex, see Litton-Westrex.

TAPE, BLANK LOADED & BULK RAW

Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Kojimachi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7331. Cable: VIDEOTAPE.

Audio: 2", 1", cassette, open reel

Video: 2", 1", 1/2", 1/4" Beta & VHS.

Fuji Photo Film Co. Ltd., 2-26-30, Nishi-Azabu, Minato-ku, Tokyo 106. Tel: (03) 406-2409. Cable: FUJIFILM. Telex: 24306. Pres.: Minoru Ohnishi; Sales Mgr.: Juntaro Suzuki, Hiroshi Ashizawa (Blank only)

Audio: Cassette

Video: 2" & 1" reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Telex: 26391. Int'l Dept.

Dr.: Ken Kakurai; Sales Mgr.: Tom Inoue; Ass't Sales Mgr.: Bob Fujiwara.

(Blank only)

Audio: MAXELL 8-tr, cassette, open reel.

Video: MAXELL 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

J V C, see Victor.

Matsumura Electric Ind'l Co. Ltd., 1006 Oaza Kadoma, Kadoma-city, Osaka 571. Tel: (06) 908-1121. Cable: MATSUDEN MORIGUCHI. Telex: 63426.

Pres.: Toshihiko Yamashita. (Blank only)

Audio: NATIONAL/PANASONIC, TECHNICS cassette, open reel.

Video: NATIONAL/PANASONIC, TECHNICS 1/4" U-matic cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" VHS cassette, 1/2" VX.

Maxell, see Hitachi.

Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr.: Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada. (Blank only)

Audio: Cassette.

National/Panasonic, see Matsumura.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.

Audio: Blank-cassette, open reel; raw-1/4" cassette.

Scotch, see Sumitomo.

Sony Corp., PO Box 10, Airport PO, Tokyo 149: 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCORP. Telex: 22262, 24666. (Blank only)

Audio: 8-tr., cassette, open reel.

Video: 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette.

Sumitomo 3M Co. Ltd., 3M Bldg., 2-33-1 Tamagawa-dai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8480.

Audio: Blank-SCOTCH 2", 1" & 1/4" open reel, cassette; raw-1/4" 8-tr., 1/4" cassette.

Video: Blank-SCOTCH 2" & 1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette; raw-1/4" cassette.

T D K Corp., 1-12-1 Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 278-5058.

Cable: TDKCORE. Telex: 24270, 26937. Pres.: Ohtoshi Yutaka; Gen. Mgr.: Shohachi Okiyama.

Audio: Cassette.

Video: 1/4" VHS & Beta cassette.

Technics, see Matsumura.

Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPOR. Telex: 26222. (Blank only)

Audio: JVC cassette.

Video: JVC 1/4" U-matic cassette, 1/2" VHS cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Denon, see Nippon Columbia.

Litton-Westrex Co. Japan, 2-1-2 Marunouchi, Tokyo 100. Tel: (03) 211-6791.

Cable: WESTREX. Telex: 22612. VP: Yoji Kawashima; Sales Mgr.: Kazuhiko Umemoto.

Branch: Osaka, Itachibori Bldg., 1-5-2 Itachibori, Nishi-ku. Zone: 550.

Tel: (06) 531-0308. Branch Mgr.: Naomi Ozaki.

Audio: CETEC-GAUSS audio duplicating systems; KING self-feed cassette loader.

Video: KING videocassette loaders.

M D C Ltd., 1618-3 Fukuko Kami-Fukuoka-shi, Saitama-Ken 356. Tel: (0492) 66-0841. Cable: MIYAKO KAWAGOE. Pres.: S. Tsuzuki.

Branch: Tokyo, Kanda Bldg., 18-9 Kajicho 2-Chome, Chiyoda-ku. Zone: 101. Tel: (03) 254-6190. Branch Mgr.: T. Tsuzuki.

Video: Video duplication systems.

Matsumura Electric Ind'l Co. Ltd., 1006 Oaza Kadoma, Kadoma-city, Osaka 571. Tel: (06) 908-1121. Cable: MATSUDEN MORIGUCHI. Telex: 63426.

Pres.: Toshihiko Yamashita.

Video: NATIONAL/PANASONIC duplicators

Nippon Columbia Co. Ltd., Audio Prods. Div., 16-11 Yushima 3-Chome, Bunkyo-ku, Tokyo 113. Tel: (03) 836-5331. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Gen. Mgr.: Keisuke Tanaka.

Audio: DENON high speed duplicators (64:1).

Otari Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167. Tel: (03) 333-9631. Cable: OTARIDENKI. Telex: 26604. Pres.: Masayuki Hosoda; Sales & Adv. Mgr.: Takao Aoki.

Audio: Tape loaders (8-tr., cassette & reel).

Video: Tape loaders (Beta, VHS, V-2000, U-matic).

Sony Corp., PO Box 10, Airport PO, Tokyo 149: 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCORP. Telex: 22262, 24666.

Audio & Video: Duplicators.

• accessories

Aka: Electric Co. Ltd., 2-12-14 Higashi-Kojiya, Ohta-ku, Tokyo 144. Tel: (03) 742-5111.

Product: Tape-head cleaners, demagnetizers.

Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Kojimachi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7331. Cable: VIDEOTAPE.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).

Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161.

Product: Carrying & storage cases.

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Int'l Dept. Dr.: Ken Kakurai; Sales Mgr.: Tom Inoue; Ass't Sales Mgr.: Bob Fujiwara.

Product: Tape-cassette head cleaners (audio & video).

Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr.: Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada.

Audio: Record-carrying & storage cases, record care prods.: cleaners, turntable mats, 45 rpm adaptors, replacement styli; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, splicing tape & equip. (all audio)

Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123. Tel: (03) 919 0101. Cable: NAMIKI. Telex: 2722288. Pres.: Kazu Namiki; VP: Nobuhiro Namiki; Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.

Product: Record-replacement stylus.

Nippon Chikushin, 3-9-35 Tozuka-cho, Shinjuku-ku, Tokyo 160.

Product: Record-replacement stylus.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.

Product: Record-tumble mats, 45 rpm adaptors, replacement stylus.

Ogura Jewel Ind. Co. Ltd., 5-7-12 Omori Kita, Ota-ku, Tokyo 143. Tel: (03) 763-3111. Telex: 02466048.

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• accessories

Aka: Electric Co. Ltd., 2-12-14 Higashi-Kojiya, Ohta-ku, Tokyo 144. Tel: (03) 742-5111.

Product: Tape-head cleaners, demagnetizers.

Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Kojimachi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7331. Cable: VIDEOTAPE.

Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).

Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161.

Product: Carrying & storage cases.

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Int'l Dept. Dr.: Ken Kakurai; Sales Mgr.: Tom Inoue; Ass't Sales Mgr.: Bob Fujiwara.

Product: Tape-cassette head cleaners (audio & video).

Nagaoka & Co. Ltd., 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170. Tel: (03) 949-2111. Cable: NAGAOKAHARI. Telex: 02723443. Pres.: Eiichi Nagaoka; Sales Mgr.: Fujio Ina; Ass't Int'l Div. Mgr.: Yoshiyuki Harada.

Audio: Record-carrying & storage cases, record care prods.: cleaners, turntable mats, 45 rpm adaptors, replacement styli; Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, splicing tape & equip. (all audio)

Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123. Tel: (03) 919 0101. Cable: NAMIKI. Telex: 2722288. Pres.: Kazu Namiki; VP: Nobuhiro Namiki; Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.

Product: Record-replacement stylus.

Nippon Chikushin, 3-9-35 Tozuka-cho, Shinjuku-ku, Tokyo 160.

Product: Record-replacement stylus.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Nobutaka Matsumura; Dir.: Mitsugu Kumamoto.

Product: Record-tumble mats, 45 rpm adaptors, replacement stylus.

Ogura Jewel Ind. Co. Ltd., 5-7-12 Omori Kita, Ota-ku, Tokyo 143. Tel: (03) 763-3111. Telex: 02466048.

Product: Record—replacement styl.
 Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6 7 35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141 Tel: (03) 448-2111. Cable: SONYCORP Telex 22262, 24666.
Product: Record—replacement styl.; Tape—head cleaners, demagnetizers, splicing tape.
 Sumitomo 3M Co. Ltd., 3M Bldg., 2-33-1 Tamagawa-dai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8480.
Product: Tape—leader & splicing tape (audio).
 T O K Corp., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 278-5058
 Cable: TDKCORE. Telex 24270, 26937. Pres. Ohkoshi Yutaka; Gen. Mgr.: Shohachi Ohtama.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video), leader tape, splicing tape & equip
 Teac Corp., 3-7-3 Naka-cho, Musashino-shi, Tokyo 180. Tel: (0422) 53-1111. Cable: TEAC MITAKA. Telex 2822551. Pres. Noboru Yanase; Audio Div. Gen. Mgr.: Ichihiko Hishida; Int'l Dept. Gen. Mgr.: Masao Morita.
Product: Tape—head cleaners, bulk erasers, demagnetizers (all audio).
 Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241 7811. Cable: VICTOREXPORT. Telex: 26222.
Product: Record—replacement styl.

● **promotional merchandising aids**

Japan Soul Agency, 1-5-11 Sakurayjosui, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRCD Telex: 2424586
Product: Posters

● **store fixtures**

Clanon Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463 6161
Product: Browser boxes, display racks
 Young Japan Inc., Aoyama Miyahiro Bldg., 3-5-15 Kita-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 470 3641. Telex: 26512. Pres.: Ken Hosokawa

KENYA

Population: 15,811,000.
 Rate of exchange: \$1 (US) = 12.96 shillings.
 Per capita income: \$354.
Holidays: January 1, Good Friday, Easter Monday, May 1 (Labor Day), June 1 (Madaraka Day), 1st Independence Day, October 20 (Kenya Day), December 12 (Independence Day), 25 (Christmas), 26 (Boxing Day).

RECORDS:
 Record sales certification awards: Silver single—30,000 units; gold single—60,000 units; platinum single—100,000 units. Silver LP—5,000 units, gold LP—10,000 units; platinum LP—25,000 units.

● **record & tape manufacturers / distributors / importers**

A I T Recs. (Kenya) Ltd. (IFPI), PO Box 41152, Nairobi. Tel: 24725, 26732, 334-127. Cable: DREWSCO. Telex: 22684. Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews.
 Labels: (Owned) AIT, Africa, Ba-Ba, Bana Beru, Do-7, King Kong, Lolwe, Makassy, Masantula, Mazembe, Moto Moto, Musiki du Zaire, Nyang Omaki, Owang Jaber, POK, Sungura; (licensed domestic) Kung Fu; (licensed foreign) Capitol (USA), EMI (UK), Fantasy (USA), MCA (USA), RCA (USA), Stax (USA), United Artists (USA).
 A S L, see PolyGram.
 Africa, see AIT.
 African Beat, see PolyGram.
 Apollo, see PolyGram.
 Ba-Ba, see AIT.
 Bana Beru, see AIT.
 C B S Recs. Kenya Ltd., PO Box 60299, Nairobi. Tel: 337-195. Telex: 22684. Mng. Dir.: Ron Andrews
 Labels: (Owned) Zeze; (licensed foreign) CBS, Epic, Island, WEA (all USA).
 Do-7, see AIT.
 King Kong, see AIT.
 Kung Fu, see AIT.
 Lolwe, see AIT.
 Makassy, see AIT.
 Masantula, see AIT.
 Mazembe, see AIT.
 Mercury, see PolyGram.
 Moto Moto, see AIT.
 Musiki du Zaire, see AIT.
 Nyang Omaki, see AIT.
 Owang Jaber, see AIT.
 P A, see PolyGram.
 P O K, see AIT.
 Phonogram, see PolyGram.
 PolyGram Recs. Ltd. (IFPI), PO Box 43695, Nairobi. Tel: 541 210. Cable: PHONREC. Telex: 22847. Mng. Dir.: Anton Sejsener, Comm'l Mgr.: J. Costabir
 Labels: (Owned) ASL, African Beat, Apollo, Mercury, PA, Phonogram group, Polydor group, Vibao; (licensed) African, De-Lite, Hansa, Isa, Motown, RSO.
 Polydor, see PolyGram.
 Sungura, see AIT.
 Vibao, see PolyGram.
 ZeZe, see CBS.

● **music publisher**

E I T Publ'g, PO Box 41152, Nairobi. Tel: 24725, 26732. Cable: DREWSCO. Telex: 22684. Mng. Dir.: M.R. Andrews

● **services**

PLATING, PROCESSING & PRESSING PLANTS
 East African Recs. Ltd., PO Box 30256, Nairobi. Tel: 541-210. Cable: PHONREC. Telex: 22847. Pres.: A Sejsener; Factory Mgr.: J van Oostveen, Sales Mgr.: J. Costabir.
TAPE CUSTOM DUPLICATOR
 East African Recs. Ltd., PO Box 30256, Nairobi. Tel: 541-210. Cable: PHONREC. Telex: 22847. Pres.: A Sejsener; Factory Mgr.: J van Oostveen, Sales Mgr.: J. Costabir.

REC. Telex: 22847. Pres.: A Sejsener, Factory Mgr.: J van Oostveen, Sales Mgr.: J. Costabir.
 Audio: Cassette.

● **accessories**

A I T Recs. (Kenya) Ltd., PO Box 41152, Nairobi. Tel: 24725, 26732, 334127. Cable: DREWSCO. Telex: 22684. Mng. Dir.: M R Andrews; Sales Dir.: R.J. Andrews. (Importer)
Product: Record—record care prods, 45 rpm adaptors, Tape—head cleaners & demagnetizers, leader & splicing tape.

KOREA, SOUTH

Population: 38,800,000.
 Rate of exchange: \$1 (US) = 767 won.
 Per capita income: \$1295.
Holidays: January 1 3 (New Year's Days), March 1 (Independence Movement Day), March 10 (Labor Day), April 5 (Arbor Day), May 5 (Children's Day), May 21 (Lord Buddha's Birthday), June 6 (Memorial Day), July 7 (Constitution Day), August 15 (Liberation Day), September 23 (Moon Festival Day), October 1 (Armed Forces Day), October 3 (National Foundation Day), October 9 (Korean Alphabet Day), December 25.

● **record & tape manufacturers / distributors / importers**

Han Kook Rec. Ltd. (IFPI), CPO Box 9714, Seoul. Tel: 555 1833. Cable: HNKRECORD. Telex: K22091. Pres.: Lee Choon Hee, Sales Mgr.: Chun Sang Moo; Gen. Mgr.: Cho Nam Won
 Labels: (Owned) Han Kook; (licensed) Atoll (France), Audiofidelity (USA), Jupiter (Germany), Teichiku (Japan), Trema (France), Victor (Japan)
 Hyundai Rec. Mfg. Co. Ltd., 610-1 Chun-Ri, Edong-Myun, Yongin Kun, Kyunggi-Do, Seoul. Tel: (1335) 3383. Cable: HYUNDRCC. Pres: Yun Sik Suh
 Labels: (Owned) Hyundai; (licensed foreign) Accord, Audiofidelity, Super Giant (all USA).
 Jigu Recs. Corp. (IFPI), 233 Daeja-Ri, Byokje Eup, Koyang Kun, Kyongki Do 120-66. Tel: (02) 387 3111. Cable: JILIM. Telex: K26976. Pres: Jeongsoo Lim, Gen. Mgr.: Jaewoo Lim; Sales Mgr: Kwanchol Lee.
 Labels: (Owned) Jigu; (licensed) CBS/Sony (Japan), Erato (France), RCA (USA).
 Oasis Rec. Co. (IFPI), 196-18 Anyang 7 Dong, Anyang 171. Tel: (1343) 2 1761. Cable: OASIS. Pres.: Jin Seok Sohn; Gen. Mgr.: P.M Kim, Sales Mgr.: K.I. Suk.
 Labels: (Owned) Oasis; (licensed) EMI (UK), WEA (USA).
 S E M, see Sung Eun.
 Sung Eun Ltd. (IFPI), CPO Box 1234, Seoul. Tel: (02) 445-0141. Cable: SEMGRAMD. Telex: 23395. Pres.: Lee Sung Hee; Gen. Mgr.: Chae Young Wha; Sales Mgr.: Lee Han Woo.
 Labels: (Owned) SEM; (licensed foreign) A&M (USA), Archiv (Germany), Barclay (France), Casablanca (USA), Decca/London (UK, USA), Hansa

(Germany), MGM (USA), Pergola (Netherlands), Philips/Fontana (Netherlands), Polydor/DG (Germany), RSO (USA), Rocket (Netherlands).
 T K R, see Tae Kwang.
 Tae Kwang Rec. Co. Ltd., 250-10 An Yang 7 Dong, An Yang, Kyung Gi Do. Tel: (1343) 3-4448, 2-3744. Pres.: Tae Bong Lee; Gen. Mgr.: Pyong Hwan Lee.
 Labels: (Owned) TKR; (licensed) King (Japan), Seven Seas (Japan), Vanguard (USA).

● **music publisher**

Sam Ho Music Publ'g Co., Won Hyo Ro 2 Gta 92-2, Seoul. Tel: 713-2388. Prof. Mgr.: Kim Jung Tae.

● **services**

TAPE CUSTOM DUPLICATOR
 Tae Kwang Rec. Co. Ltd., 250-10 An Yang 7 Dong, An Yang, Kyung Gi Do. Tel: (1343) 3-4448, 2-3744. Pres.: Tae Bong Lee. Gen. Mgr.: Pyong Hwan Lee
 Audio: 8 tr

MALAYSIA

Population: 13,717,744.
 Rate of exchange: \$1 (US) = 2.30 ringgits
 Per capita income: \$1515.
Holidays: January 1, Chinese New Year (2 days), Prophet Muhammad's Birthday, Labor Day, Vesak Day (Buddhist festival), King's Birthday, National Day, Hari Raya Puasa (Malay Fasting festival) (2 days), Deepavali (Hindu festival), Awal Muharram (Malay religious holiday), Hari Raya Haji (Malay New Year), Christmas.

● **record & tape manufacturers / distributors / importers**

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
 Angel, see EMI.
 C B S (M) Sdn Bhd., 97/97A Jalan Jejaka 9, Taman Maluri, Batu 3, Jalan Cheras, Kuala Lumpur. Tel: 431875. Mng. Dir: Michael Chong
 Capitol, see EMI.
 Classics For Pleasure, see EMI.
 Columbia, see EMI.
 D G G, see PolyGram.
 Double Up, see EMI.
 E M I (Malaysia) Sdn Bhd (IFPI), 8 Jalan Mura: Oua, Batu Complex, off Jalan Ipoh, Kuala Lumpur. Tel: 677-511/612/713/814. Cable: EMITRON. Telex 30568. Mng. Dir: Beh Suat Pheng, Int'l A&R Mgr.: Connie Cheong
 Labels: (Owned) Angel, Capitol, Classics For Pleasure, Columbia, Double-Up, EMI, EMI America, Electroa, Harvest, His Master's Voice (HMV), Liberty, Music For Pleasure, Odeon, One-Up, Parlophone, Pathe, Phoenix, Regal, Regal Zonophone, Seraphim, Sounds Superb, Starline, Stateside, Sunset, United Artists, La Voce Del Padrone, Waverley, World Rec. Club.

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...so you can trust us !

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Laguna de Mayrán No. 232, 11320 México, D.F. - México
 Tel. 531-33-20 TX 017-77-606 FDPME

**Studios • Pressing Plant • MC Duplicating
 Print Shop • Distribution**

General Manager: Jürgen Ulrich

Product: Record—record care prods., Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape

• **store fixtures**

Panda Inds Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia Tel: (05) 822-246, 823-499 Cable: PANDATAPE
 Product: Tape display racks.
 U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur Tel: (03) 922 971/115/291/088. Cable: UNIGDGH Telex: 31341. Mng Dir S S Goh, Gen. Mgr.: Peter S.C. Goh, Sales Mgr.: Colin Edmonds, Dfice Mgr.: Liao Hoo Soon, Factory Mgr.: Robert Goh.
 Product: Tape display racks

MEXICO

Population: 70,000,000.
 Rate of exchange: \$1 (US) = 151 pesos (floating).
 Per capita income: \$2090.
 Holidays: January 1, February 5 (Promulgation of the Constitution), March 21 (Birthday of Benito Juarez), May 1 (Labor Day), May 5 (Cinco de Mayo), September 15 & 16 (Independence Day), October 12 (Columbus Day), November 20 (Anniversary of the Revolution), December 25.

RECORDS & TAPE:

Records & Pre-recorded tape sold domestically (retail value): 1981—\$400,000,000
 Type of distribution: Manufacturer-to-retailer system predominates.
 Type of promotion: Radio & tv concerts are the most important.
 Jukeboxes: 27,000.

TELEVISION STATIONS:

No. of channels 25, 100% in color

• **record & tape manufacturers / distributors / importers**

A C (Discos) (Central de Grabaciones), Mayorazgo 83, Col. General Anaya, Mexico, 13, D.F. Tel: (905) 534-3370. Dir. Gen.: Carlos Gomez Barrera; Gen. Mgr.: Jose Antonio Zavala; Sales Mgr.: Rolando Islas; Admin. Dir.: Horacio Calderon.
 Labels: (Owned) Clasica, Especial, Kabah, Palenque, Tulum.
 A M S Recs. SA (Fabrica de Discos), Jerico 64, Mexico, D.F. Tel: (905) 760-3441.

Acapulco, see Musart.
 Accion, see Coro.
 Allegria SA (Discos), Xochicalco 242-2, Mexico 12, D.F. Tel: (905) 543-2470.
 America (Producciones de Discos) SA, Av. Chapultepec 57, 2nd fl., Mexico 7, D.F. Tel: (905) 578-8018. Pres.: Alejandro Quintero Ramirez; Gen. Mgr.: Javier T. Salas Pares.
 Labels: America, Telediscos.
 Angel, see EMI-Capitol.
 Archiv, see PolyGram.
 Arcoritis Musical, see Centro Musical de Tijuana.
 Arnel, see Orfeon.
 Ariola America, see Bertelsmann.
 Ariola World, see Bertelsmann.
 Arista, see Bertelsmann.
 Atlantic, see WEA.
 Audiograma SA, Marsella 61, 06600 Mexico 6, D.F. Tel: (905) 525-2508. Pres. & Gen. Mgr.: Gustavo Cota; Sales Mgr.: Octavio Cota.
 Audioton, see Gas.
 Avon, see Coro.
 Back Door, see PolyGram.
 Barclay, see PolyGram.
 Belart, see PolyGram.
 Bertelsmann de Mexico SA (IFPI), Ave. de las Fuentes 41-A, 4th fl., Tecamachalco, Mexico 10, D.F. Tel: (905) 589-8400. Cable: ARIME Telex: 5277674. Mng. Dir.: Fernando Hernandez R.; Gen. Mgr.: Hector Mendoza.
 Labels: (Owned) Ariola America, Ariola World, Arista, (licensed foreign) Bronze (UK), Hansa (Germany), Island (UK), MCA (USA), Microton (Argentina), Sire (USA), Sonolux (Colombia), Tomato (USA), Virgin (UK).

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan Tel: (905) 576-0333. Cable: COLRECORD. Pres.: Jose Manuel Villarreal P., VP & Gen. Mgr.: Armando de Llano Arana; Comm'l Dir.: Raul Bejarano Teja, Mktg. Dir.: Antonio Flores Herrera; A&R Dir.: Javier Martinez Martinez.
 Labels: (Owned) CBS, Epic, Harmony, Dksh, Sultana, (licensed foreign) A&M, Bang, Buena Vista, Calla, Caribou, GDE, GTD, Jet, Kirscher, Nemperor, Philadelphia Int'l, Portrait, TK, T-Neck, Tabu, Tappan Zee, Unlimited Gold (all USA).

Camden, see RCA.
 Capitol, see EMI-Capitol.
 Cara, see Grever.
 Casablanca, see PolyGram.
 Cash, see Grever.
 Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 92073, USA, 917 Constitution Ave., Tijuana, B.C. Tel: (903) 385-1322. Pres. Lus B. Alonso, VP. Tessa Alonso; Sales Mgr.: Manuel Magdaleno C.
 Labels: (Owned) Arcoritis Musical, Rainbow Music.
 Cisne Rafi SA (Discos) (IFPI), Calle Carracci 64, Mexico 19, D.F. Tel: (905) 563-2800. Pres.: Raul Fichu, Gen. Mgr.: Ramon Martinez Duran, Comm'l Mgr.: Ignacio Aguilar de la Torre; Promo. & Pub.: Francisco Jimenez.
 Labels: (Owned) Cisne, Diablo, Gavota, Hot Rock, Rafi, (licensed foreign) Dark (Venezuela), Disc Jockey (Argentina), Hurricane (USA), Mex Melody (USA), Moveplay (Spain), Nippon Columbia (Japan), Norteno (USA), Playboy (USA), Ric (USA), SISA (Nicaragua).

Cladrno SA (Discos), Mrafleres 823, Mexico 13, D.F. Clasica, see AC.
 Clave, see Gamma.
 Clave, see Sonomedios.
 Constelacion, see Discosa Mexicana.
 Corito, see Coro.
 Coro SA (IFPI), Bahia de Perula 80, 11300 Mexico, D.F. Tel: (905) 531-2900. Pres. Federico E. Rojas. Gen. Mgr.: Gloria Diveros, Sales Mgr.: Alberto Barrera.
 Labels: (Owned) Accion, Avon, Corto, Coro, Lyr, Musik, Redova.
 Cronos SA (Discos), Av. Obregon 1824, Guadalajara, Jal Tel: (9136) 18-63 84.

D C M, see Discos & Cintas Melody
 D E L A (Director of the Coordinacion & Explotacion de artista & repertorio para Latinoamerica), M.A. de Quevedo 531, Mexico 21, D.F. Tel: (905) 554-2712/1422. Cable: GRAMMAPHON. Telex (017) 74520, 71227 Dir.

Alejandro Parodi; Latin America Dir.: Delegate: Andre Toffel. (Liaison office for Polydor & Phonogram group of companies in Latin America)
 D G, see PolyGram.
 Diablo, see Cisne.
 Diana, see Gamma.
 Dimsa, see Orfeon.
 Discobolo, see Discos.
 Discos & Cintas Melody SA (IFPI), Lago Chalco 122, Mexico 17, D.F. Tel: (905) 525-1499. Cable: MELMEX. Pres.: Jose Ignacio Morales Perea; Exec. VP: Sergio Blanchet; Gen. Mgr.: Victor Marquez Mar.; Int'l. Herbe Pompeyo.
 Labels: (Owned) DCM, Discobolo, Melody; (licensed) Big Mouth (Switzer land), Fenix (Ecuador), Moveplay (Spain), Nova Vox (USA), Vanguard (USA).

Discosa Mexicana SA de CV, Olivar 29, Colonia Alfonso XIII, Delegacion Alvaro Obregon, 01460 Mexico, D.F. Tel: (905) 563-0100. Telex: 1760158. Comm'l Dir.: Javier Sanchez Guadarrama; Gen. Mgr.: Luis Campos; Sales Mgr.: Manuel Jimenez; A&R Mgr.: Rafael Gonzalez; Promo. Mgr.: Hector Mejia, Int'l Mgr.: Jose Antonio Ahedo; Creative Mgr.: Ricardo Vinos; Press Officer: Esther Bordeny.
 Labels: (Owned) Constelacion, Helix, Musicana, (licensed) Al (USA), Aquarius (France), Avatar (UK), Carosello (Italy), Columbia (Spain), Compania Fonografica Espanola (Spain), Durco Benelus (Netherlands), Moveplay (Spain), Red Bus (UK), Red Shadow (UK), Trema (France), X (Norway), Zahro (Spain).

E M I-Capitol de Mexico SA de CV (IFPI), Rio Balsas 49, Mexico 5, D.F. Tel: (905) 525-1700. Cable: CAPRECORDS. Telex: 01777406. Mng. Dir.: David Stockley; Mktg. Mgr.: Arturo Valdes de la Pena; Sales Mgr.: Sabas Cavazos.
 Labels: (Owned) Angel, Capitol, EMI, EMI America, Liberty, Odeon, Seraphim.
 Eco, see Peerless.
 El Dorado, see Producciones Musicales.
 Elektra, see Warner Bros.
 Epic, see CBS/Columbia.
 Especial, see AC.
 F A (Discos), Revillagigedo 96-405, Mexico 1, D.F. Tel: (905) 510-2595.
 Fenix, see Peerless.
 Fiel, see Industria Disquera Mexicana.
 Fiesta (Discos), Av. Antonio de Mendoza 1099, Mexicali, B.C. Tel: (903) 8-13-88.

Filma, see Gas.
 Fonomez SA, Apdo. M-9496, Mexico 13, D.F. Tel: (905) 539-0961, 532-2083. Cable: FONOMEX. Dir.: Miguel Moreno Franco, Gen. Mgr.: Carlos Emoreno Aguilar; Sales Mgr.: Esteban Alarcon.
 Labels: (Owned) Fonomez, Galaxia, Ja-Ja, Karma, Sideral, Stereo Star; (licensed) Orbita (Colombia).
 Fontana, see PolyGram.
 Galaxia, see Fonomez.
 GAMMA SA (IFPI), Apdo. 7762, Zone 1; Emerson 304, 1st fl., Mexico 5, D.F. Tel: (905) 545-6735. Cable: GAMMADISC. Telex: 1772424. Pres.: Jose M. Vidal Zapater; Mng. Dir.: Luis M. Moyano; Sales Mgr.: Armando Bello.
 Labels: (Owned) Clave, Diana, Gamma, Golondrina, (licensed domestic) Zorba, (licensed foreign) ATC (Argentina), Amadeo (Austria), Arion (France), BWD (UK), Bearsville (USA), Butterfly (USA), CTI (USA), Century (USA), Chiswick (UK), Copacabana (Brazil), Delphine (France), Dideca (Guatemala), Discosoda (Venezuela), Erato (France), Everest (USA), Fame (USA), Fantasy (USA), Fonit-Cetra (Italy), Harmonia Mundi (France), Hispavox (Spain), Hungaroton (Hungary), IFESA (Ecuador), Mastropiero (Argentina), Original Sound (USA), Orlando Bru (USA), PRT (UK), Pausa (USA), Promus (Venezuela), RKM (Belgium), Scotti Bros. (USA), Supraphon (Czechoslovakia), Symphony Tone (Austria), Trova (Argentina), 23 (France), Unidisc (Canada), West End (USA), West Side (USA). (SEE ADVERTISEMENT)

Gas-Norteno, see Gas.
 Gas SA (Discos), Av. de los 100 Metros 1201, Mexico, D.F. Tel: (905) 754-3403. Pres.: Guillermo Acosta; VP: Jesus Acosta; Promo. & Pub.: Laura Acosta.
 Labels: (Owned) Flama, Gas, Gas-Norteno, Inter-Gas; (licensed domestic) Audioton; (licensed foreign) Beverly (Spain), Dicesa (El Salvador), Famoso (Ecuador), Gema (USA), Infopesa (Peru), Mundo (Dominican Republic), Orbe (Colombia), TK (Argentina), Velvet (Venezuela).

Gavota, see Cisne.
 Geminis, see Guitarra.
 Golden, see Juventa.
 Golondrina, see Gamma.
 Gomez Dist., Apdo. 1395, Mexico 1, D.F. Contact: Jorge Gomez.
 Grabaciones Mexicanas SA, Veterinarios 16, Mexico 8, D.F. Tel: (905) 582-9362.
 Label: (Owned) Grabamex.
 Grabamex, see Grabaciones Mexicanas.
 Grever Prod'ns SA, Yautepac 107, Mexico 11, D.F. Tel: (905) 286-0599.
 Cable: GREVERINT. Pres.: Charles Grever, Gen. Mgr.: Angel Hernandez.
 Labels: (Owned) Cara, Cash, Lado-A.

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527 9163. Dir. & Gen. Mgr.: Luis Alberto San Martin, Sales Mgr.: Carlos Levi.
 Labels: (Owned) Guitarra, Mediterraneo, Nevada; (licensed domestic) Geminis; (licensed foreign) Ansona (USA), Barnaby (USA), Dial (Spain), Everest (USA), Musidisc (Brazil), Parnaso (Argentina), Project 3 (USA), Sonet (Sweden).
 Harmony, see CBS/Columbia.
 Heliodor, see PolyGram.
 Helix, see Discosa Mexicana.
 Hot Rock, see Cisne.
 Industria Disquera Mexicana SA, C. Central Sur 385, Mexico 15, D.F. Tel: (905) 355-0570.
 Labels: Fiel, Tono.
 Inter-Gas, see Gas.
 Ja Ja, see Fonomez.
 Jazz Unlimited, see Lubata.
 Juventa (Ed. Musical), Tonalá 194-G, Colonia Roma, Delegacion Cuauhtemoc, 06700 Mexico, D.F. Tel: (905) 574 1278. Pres. & Gen. Mgr. Rosa Maria Gonzalez Romero; VP: Ricardo Gonzalez M.
 Labels: (Owned) Golden, Juventa.

Kabah, see AC.
 Karma, see Fonomez.
 Karussell, see PolyGram.
 Lado-A, see Grever.
 Laurel (Ed.), see Peerless.
 Libelula, see Sonomedios.
 Liberty, see EMI-Capitol.
 London, see PolyGram.
 Lubata (Producciones) SA, PO Box 22-316, 14000 Mexico, D.F. Tel: (905) 568-0543. Pres.: Luis Baston T.; Sales Mgr.: Victor Nanni.

Labels: (Owned) Jazz Unlimited, Lubata, Sol, see Coro.
 M G M, see PolyGram.
 Magneto, see Sonomedios.
 Malibu (Discos), Palma Nte. 315 115, Mexico 1, D.F. Tel: (905) 512-4202.
 Labels: (Owned) Malibu, Serape.
 Maya, see Orfeon.
 Mediterraneo, see Guitarra.
 Melody, see Discos.
 Mercury, see PolyGram.
 MUSART SA DE CV (DISCOS) (IFPI), Av. Cutliahuc 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Cable: DIMUME. Telex: 01771493. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopi, Int'l Mgr.: Andres Baptista.
 Labels: (Owned) Acapulco, Musart, Norteno, Dasis, Trebol; (licensed) Alshire Int'l (USA), Audio-Musik (Germany), BC (USA), Baby (Italy), Barclay (France), Beller (Spain), Biram (Belgium), CNR (Netherlands), CR (USA), Codiscos (Colombia), Creole (UK, USA), Crescendo (USA), Egrem (Cuba), Elver (Belgium), Golden Sands (USA), Hacienda (USA), Jupiter (Germany), La Discoteca (Venezuela), Luna (USA), Maifa (Canada), Prelude (USA), Sugar Hill (USA), Vogue (France). (SEE ADVERTISEMENT)
 Musicana, see Discosa Mexicana.
 Musik, see Coro.
 Nevada, see Guitarra.
 Norteno, see Musart.
 Dasis, see Musart.
 Odeon, see EMI-Capitol.
 Okeh, see CBS/Columbia.
 Omega, see Son'Art.
 Orfeon SA (Discos), Alice Blanco 26, 53370 Naucalpan, Tel: (905) 576-1500. Telex: 1773502. Pres. & Gen. Mgr.: Rogero Azcarra M., Sales Mgrs.: Carlos Bertrand, Luis Covarrubias.
 Labels: (Owned) Arnel, Oimsa, Maya, Orfeon.
 Palenque, see AC.
 PEERLESS SA (FABRICA DE DISCOS) (IFPI), Laguna de Mayran 232, Mexico 17, D.F. Tel: (905) 531-3320, 545-7215. Cable: PEERLESS. Telex: (017) 77606. Exec. Pres. Heinz Klinkwort; Dir.: Peter Ulrich; Gen. Mgr.: Juergen Ulrich; Comm'l Mgr.: Reinhard Kruska; Int'l Mgr.: Frank J. P. Segura.
 Labels: (Owned) Eco, Fenix, Laurel (Ed.), Peerless; (licensed) Alhambra (USA), Armada & Fernandez (USA), Baby (Italy), CCI Prod'ns (USA), Carriere (France), Cyclade (France), Decca (UK), Delmar (USA), Del Valle (USA), Ezaact (France), Fadisa (Ecuador), Ferud Guzman (Ecuador), Fonior (Belgium), Freedom Sound (USA), Fuentes (Colombia), Goody (Italy), Ibach (France), Indica (Costa Rica), Industrial Sono-Radio (Peru), London (Canada, USA), Magnet (UK), Microfon (Argentina), Moss Music Group (USA), Onix (Ecuador), Palacio (Venezuela), Prism (USA), R&N (USA), Richmond (UK), SMI (USA), Secco (USA), Som (Brazil), Sonet (Sweden), Teldec (Germany), Toledo (Germany), Traverser (Germany), Velvet (Venezuela), El Virrey (Peru), WMOT (USA), Zagora (France). (SEE ADVERTISEMENT)

Philips, see PolyGram.
 Polydor, see PolyGram.
 PolyGram SA de CV (IFPI), Apdo. 21-069, Av. Miguel Angel De Quevedo 531, 04310 Mexico 21, D.F. Tel: (905) 554-1422. Cable: GRAMMOPHON. Telex: (017) 74520. Mng. Dir.: Alejandro Parodi Perez; Prod. Mgr.: Jorge Diaz Ortiz; Sales Mgr.: Rogelio Alpizar.
 Labels: (Owned) Archiv, Back Door, Barclay, Belart, Casablanca, DG, Fontana, Heliodor, Karussell, London, MGM, Mercury, Philips, Polydor, Spectrum, Vertigo, Verve; (licensed foreign) Banana (Italy), Charisma (UK), Egrem (Cuba), Latino (USA), Pablo (US), Paris Int'l (USA), Total Experience (USA), 20th Century (USA).
 Producciones Musicales SA, Xochicalco Nte. 38-1, Mexico 12, D.F. Tel: (905) 530-6595.
 Label: El Orangel.
 Promart SA, Anadol Urraza 428-3, Mexico 12, D.F. Tel: (905) 559-7524.
 Promotora Fonografica SA (Promofon), Calle Sahuyao 82, Colonia Janitzio, 15200 Mexico, D.F. Tel: (905) 795-3678, 789-2337. Owner: Gabriel Gonzalez de la O. Gen. Mgr.: O. Guillermina Lozano.

R C A SA de CV, Av. de Cutliahuc 2519, Col. Xochimanco, Mexico 16, D.F. Tel: (905) 527-6020. Pres. & Dir. Gen.: Louis Couttlen; VP & Gen. Mgr.: Guillermo Infante; Sales Mgr.: Jose Martin del Campo; Artistic & Creative Mgr.: Renato Lopez M., Promo. & Pub. Mgr.: Kuku Estevez.
 Labels: (Owned) Camden, RCA, (licensed foreign) Hansa (Germany), Mellow (Germany), Millennium (USA), Polar (Sweden), Roadshow (USA), Salsoul (USA), Talpro (USA), Windsong (USA).
 Rafi, see Cisne.
 Rainbow Music, see Centro Musical de Tijuana.
 REAL (DISCOS) SA DE CV, Av. de los Pinos 58, San Pedro de los Pinos, Deleg. Venito Juarez, CP 03800 Mexico, D.F. Tel: (905) 598-8008. Telex: 01760037. Callback: VIAL ME. Pres.: Carlos J. Camacho; VP Sales & Mktg. Fidel Barquet. (SEE ADVERTISEMENT)

Redova, see Coro.
 Regis, see Son'Art.
 Rex (Discos), Norte 75, No. 2537, Mexico 16, D.F. Tel: (905) 399-2779. Pres. & Gen. Mgr. Jorge Acosta.
 Sasiain SA (Discos), Segovia 40, Col. Alamos, Mexico 13, D.F. Tel: (905) 530-5612, 538-4596.
 Serape, see Malibu.
 Seraphim, see EMI-Capitol.
 Sideral, see Fonomez.
 Sol, see Lubata.
 Son'Art SA (Discos), Lago Helmar 26, Mexico 17, D.F. Tel: (905) 531-8100. Pres. Teodoro Mantecon Diavarieta; Comm'l Mgr.: Bernardo Gonzalez Bernaldez.
 Labels: (Owned) Son'Art, Omega, Regis.
 Sonomedios SA, Av. Vallarta 2590, Guadalajara, Jal. Tel: (9136) 16-56-10. Gen. Dir.: Alejandro Diaz Romo; Gen. Mgr.: Robert A. Dubin West.
 Labels: (Owned) Colibri, Libelula, Magneto.
 Spectrum, see PolyGram.
 Stereo Star, see Fonomez.
 Sultana, see CBS/Columbia.
 Telediscos, see America.
 Tequila (Discos), Ignacio Esteve 26-A, Mexico 18, D.F. Tel: (905) 515-3590/6484. Owner & Mgr.: Darío Zorzano.
 Tono, see Industria Disquera Mexicana.
 Trebol, see Musart.
 Tulum, see AC.
 Vertigo, see PolyGram.
 Verve, see PolyGram.

WEA (Producciones) Inc., Acapulco 37, Col. Condesa, 06140 Mexico 7, D.F. Tel: (905) 553-6688. Telex: 1777204. Answerback. Warmex. Mng. Dir.: Rene Leon, Prod'n Mgr.: Herbe Pompeyo; Sales Mgr.: Javier Martinez.
 Labels: (Owned) Atlantic, Elektra, WEA Int'l, Warner Bros.

Warner Bros., see WEA

Zodiaco SA (Discos), J.J. Herrera 98, Mexico 14, D.F. Tel: (905) 577-8179.
Zorba SA (Discos), Hamburgo 113, Mexico 6, D.F. Tel: (905) 533-5412. (Licensed to Gamma)

• music publishers

Alfa Music, Playa Tecoluita 452, Col. Marte, Mexico 13, D.F. Tel: (905) 579-7830/1211. Gen. Mgr.: Tere Beltran; Prof. Mgr.: Magdalena Oliva
Alma Musical, see Intersong
America Musical SA, Av. Chapultepec 57, 2nd fl., Mexico 7, D.F. Tel: (905) 578-8049. Pres.: Alejandro Quintero Ramirez; Gen. Mgr.: Javier T. Salas Pares

Arabella Mexico SA, Fuente de Tritones 24, Tecamacalco, Mexico 10, D.F. Tel: (905) 589-6867. Cable: ARIME. Telex: 1777674. Gen. Mgr.: Fernando Hernandez; Admin. Co-ord.: Ismael Zavaleta.

BEECHWOOD DE MEXICO SA DE CV (SACM), Rio Danubio 46, Mexico 5, D.F. Tel: (905) 511-3742. Cable: BEECHMEX. Telex: 01777406. EMI Music Publ'g Latin American Gen. Mgr. & Supervisor: Arq. Jose G. Cruz Ayala. (SEE ADVERTISEMENT)

Boni Collazo Eds. Musicales, Apdo. 9982, Administracion de Correos 1, Mexico 1, D.F.

Brambila Musical Mexico SA (EMMAC), Av. Cuauhahuac 2305, Col. San Salvador Xochimilco, Delegacion Azcapotzalco, 02870 Mexico, D.F. Tel: (905) 527-8383. Cable: MUSBRAM. Gen. Mgr.: Rogelio Brambila Pelayo; 2nd VP: J. Eleonor Alexander; Ass't Mgr.: Josefina Rodriguez; Acct'g Dept.: Edmundo Sanchez.

Buendia Musical, see Intersong
Coro SA (Ed.), Bahia de Perula 80, 11300 Mexico, D.F. Tel: (905) 531-2900. Dir.: Gloria Escobar; Gen. Mgr.: Alberto Barrera.

E D I M, see Mexicana de Musica
E M L A S A (Ed. Musical Latino Americana SA), Guillermo Prieto 76, Mexico 4, D.F. Tel: (905) 592-4966. Gen. Mgr.: Mario de Jesus.

E M M I (Ed. Mexicana de Musica Int'l) SA, Mariano Escobedo 166, 1st & 2nd fls., Mexico 17, D.F. Tel: (905) 545-6940. Gen. Mgr.: Alberto Vega Aranda; Prof. Mgr.: Aurelio Estrada.

E M R I S A (Eds. Musicales & Representaciones Int'l SA), Chocicalco 242-2, Mexico 12, D.F. Tel: (905) 543-2470.

EDMUSA (EDITORIA MUSICAL MUSART SA), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100. Cable: DIMUME. Telex: 01771493. Dir. Gen.: Eduardo A. Baptista Lucio; Gen. Mgr.: Alberto Vega Aranda; Prof. Mgr.: Edmundo Monroy. (SEE ADVERTISEMENT)

Editemas (Editora Temas Musicales SA), Olivar 29, Colonia Alfonso XIII, Delegacion Alvaro Obregon, 01460 Mexico D.F. Tel: (905) 563-0100. Telex: 1760158. Comm'l Dir.: Javier Sanchez Guadarrama; Gen. Mgr.: Sara Carsi. Editora Mexicana de Musica Int'l, see EMMI
Editora Musical Latino Americana SA, see EMLASA

Face (Promotora) (BMI), Revillagigedo 96-405, Mexico 1, D.F. Tel: (905) 510-2595.

GAMMA SA (EDS. MUSICALES), Apdo. 7762, Zone 1, Emerson 304, Mexico 5, D.F. Tel: (905) 545-6735. Cable: GAMMADISC. Telex: 1772424. Exec. Mgr.: Luis M. Moyano; Ass't Exec. Mgr.: Jorge Yanez. (SEE ADVERTISEMENT)

Geminus Musical SA, Schiller 228-1, Col. Polanco, Mexico 5, D.F. Tel: (905) 250-7228, 545-4784. Gen. Dir.: Enrique Marquez.

Golondrina, see Intersong
Grever Int'l SA, Yautepac 107, Col. Condesa, Mexico 11, D.F. Tel: (905) 286-0599. Telex: 1772093. Pres.: Charles Grever; Gen. Mgr.: Angel Hernandez.

Guadalajara Musical SA, Av. Vallarta 2590, Guadalajara, Jal. Tel: (9136) 16-56-10. Pres.: Alejandro Diaz Romo; Gen. Mgr.: Alfredo Romo Barron.
Guitarra (Eds. Musicales), Nilo 50, Mexico 16, D.F. Tel: (905) 527-9163. Dir.: Luis Alberto San Martin; Gen. Mgr.: Enrique Marquez.

H A (Eds. Musicales), see Intersong
Huayracac, see Intersong

Inter-Mol (SACM), Luz Savinon 1707, Colonia Narvarte, Mexico 13, D.F. Tel: (905) 590-2889. Owner & Mgr.: Marco Antonio Lugo.

Intersong SA, Ejercito Nacional 209, 3rd fl., Col. Veronica Anzures, 11300 Mexico 5, D.F. Tel: (905) 531-7030. Telex: 1774520. Gen. Mgr.: Hugo Navarro Villegas; Prof. Mgr.: Andrea Valencias.

Juventa (Ed. Musical), Tonalá 194-G, Colonia Roma, Delegacion Cuauhtemoc, 06700 Mexico, D.F. Tel: (905) 574-1278. Pres. & Gen. Mgr.: Rosamaria Gonzalez Romero.

Ketapho, see Intersong
Manzanusic, see Intersong

Melodias Universales SA (MUSA), Dr. Babarragon 740/Bajos 1, Colonia Narvarte, Delegacion Benito Juarez, 03020 Mexico, D.F. Tel: (905) 696-5815. Mgr.: Tessie Alvarez.

Mexicana de Musica SA de CV (Ed.) (EMMAC, SACM), Poniente 44, No. 3612, Col. Xochimilco, Delegacion Azcapotzalco, 02870 Mexico, D.F. Tel: (905) 399-9088. Cable: MEXRCA. Telex: 00173867. Pres.: Louis Couttolenc; Gen. Mgr.: Juan del Rey y Lenero; Int'l Mgr.: Juan Manuel Martinez.

Musical de Mexico (BMI, SACM), Esteva 26A, Mexico 18, D.F. Tel: (905) 515-3590/6480. Pres. & Gen. Mgr.: Dano A. Zorzano.
Musical del Bravo (Ed.), Otumba 342, Col. Miras Centro, Monterrey, N.L. Tel: 48-00-38.

Musicastil SA, Salvatierra 58, San Angel Inn, Mexico 20, D.F. Tel: (905) 683-0288/0501. Gen. Dir.: Lic. Jorge Garcia Castil; Comm'l Dir.: Ron Kristy; Prod'n Dir.: Jorge Dominguez.

Musinova SA (Ed.), Calle Carracci 64, Mexico 19, D.F. Tel: (905) 563-2800.
Orfeon SA (Ed.), Av. Universidad 1273, Mexico 12, D.F. Tel: (905) 534-6054/52.

P H A M (Promotora Hispano Americana de Musica) SA, Mariano Escobedo 166, 2nd fl., Mexico 17, D.F. Tel: (905) 545-6855, 531-3190. Cable: PHAM. Gen. Mgr.: Alberto Vega Aranda; Prof. Mgr.: Aurelio Estrada.

P I M (Productores Independientes de Mexico) SA, Insurgentes Sur 1722-1002, Mexico 20, D.F. Tel: (905) 534-4386, 524-4164. Chief Exec. & Gen. Mgr.: Alfredo Marcelo Gil.

Productores Independientes de Mexico, see PIM
Promociones & Ediciones Int'l SA (Predisa), Mariano Escobedo 201, 11320 Mexico, D.F. Tel: (905) 545-7215. Telex: 01777606. Pres.: Heinz Klinckwort; Gen. Mgr.: Peter Ulrich; Prof. Mgr.: Jose Luis Vela.

Promotora Mexicana de Musica SA, E. Zapata 52, Mexico 13, D.F. Tel: (905) 539-1514. Dir.: Carlos C. Moreno; Gen. Mgr.: Miguel Moreno Aguilar.
G. Recordi & Co. Inc., Paseo de la Reforma 481-A, Mexico 5, D.F. Tel: (905) 553-7506/7451.

Roaga SA (Promociones & Eds.), Revillagigedo 96-202, Mexico 1, D.F. Tel: (905) 518-4311.

Soi Musical, see Intersong
Son'Art SA, Lago Hielmar 26, Mexico 17, D.F. Tel: (905) 531-8101. Pres.: Teodoro Mantecón Olavarieta; Comm'l Mgr.: Bernardo Gonzalez Bernáldez.

Temas Musicales SA (Ed.), see Editemas
W E A (Ed. de Musica) SA de CV, Acapulco 37, Col. Condesa, 06140 Mexico,

D.F. Tel: (905) 533-6688. Telex: 1777204. Answerback: Warmex. Mng. Dir.: Rene Leon.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amprofon (Asociacion Mexicana de Productores de Fonogramas AC), Guanajuato 65, Mexico 7, D.F. Tel: (905) 574-7411.

Camara Nacional de la Industria de Radio & Television, Av. Horacio, No. 1013, Col. Polanco, Mexico 5, D.F. Tel: (5) 250-2577, 545-6767. Cable: CAMINRA. Pres.: Luis Ignacio Santibanez F.; Gen. Mgr.: Emilio Velasco Diaz; Information & Investigation Center Mgr.: Maria Ofelia Garcia y Barragan.

LICENSING ORGANIZATIONS, MUSIC

E M M A C (Editores Mexicanos de Musica, Asociacion Civil), Av. Juarez 18, Desp. 206, Mexico 1, D.F. Tel: (905) 521-5855.

Fonocentro/LAFCAP, Av. Cuauhahuac 2305, Mexico 17, D.F. Tel: (905) 527-8383. Mng. Dir.: Rogelio Brambila; Ass't Licensing Mgr.: Jose Antonio Lobet. (Mechanical rights)

S A C M (Sociedad de Autores & Compositores de Musica S de A), San Felipe 143, Colonia Xoco, Delegacion Benito Juarez, 03330 Mexico, D.F. Tel: (905) 524-2104/2118. Cable: COMPAS. Pres.: Consuelo Velazquez; Gen. Dir.: Carlos Gomez Barrera; Int'l Dept. Head: Josep Luis Caballero. (Performing rights)

LICENSORS, RECORD & TAPE

Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 90273, USA; 917 Constitution Ave., Tijuana, B.C. Tel: (706) 685-1322. Pres.: Luis B. Alonso; VP: Tessa Alonso; Sales Mgr.: Manuel Magdalena C.

PEERLESS SA (FABRICA DE DISCOS), Laguna de Mayran 232, Mexico 17, D.F. Tel: (905) 531-3320, 540-7215. Telex: (017) 77606. Exec. Pres.: Heinz Klinckwort; Gen. Dir.: Peter Ulrich; Gen. Mgr.: Juergen Ulrich; Comm'l Mgr.: Reinhard Kruska; Int'l Mgr.: Frank J. P. Segura. (SEE ADVERTISEMENT)

MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Cable: DIMUME. Telex: 01771493. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (SEE ADVERTISEMENT)

PLATING, PROCESSING & PRESSING PLANTS

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naulcanal, Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.; VP & Gen. Dir.: Armando de Llano Arana.

Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 90273, USA; 917 Constitution Ave., Tijuana, B.C. Tel: (706) 685-1322. Pres.: Luis B. Alonso; VP: Tessa Alonso; Sales Mgr.: Manuel Magdalena C. (Pressing only)

Coro SA, Bahia de Perula 80, 11300 Mexico, D.F. Tel: (905) 531-2900. Pres.: Federico E. Riojas; Gen. Mgr.: Gloria Oliveros; Sales Mgr.: Alberto Barrera.

E M I-Capitol de Mexico SA de CV, Rio Balsas 49, Mexico 5, D.F. Tel: (905) 525-1700. Cable: CAPRECORDS. Telex: (017) 77406. Mng. Dir.: David Stockley; Mktg. Mgr.: Arturo Valdes de la Pena; Sales Mgr.: Sabas Cavazos.

Fabricaciones Fonograficas SA, Nubia No. 40, Isidro Fabela S/N Parque Ind. Santiago Tanquistingo, Mexico 16, D.F. Gen. Mgr.: Javier Franco. (Pressing only)

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-9163. Dir.: Luis Alberto San Martin; Sales Mgr.: Carlos Levu. (Pressing only)

Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel: (905) 563-9625. Pres.: Rafael Ficachi Gonzales; Admin. Mgr.: Raul J. Castro; Prod'n Mgr.: Marco Antonio Renteria; Mgr.: Raul J. Castro; Sales Mgr.: Alma Ficachi de Rivas.

Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel: (905) 250-1499. Cable: MELMEX. Pres.: Jose Ignacio Morales Perea; Gen. Mgr.: Enrique de Noriega S.

MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 399-6600. Cable: DIMUME. Telex: 01771493. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (SEE ADVERTISEMENT)

Orfeon SA (Discos), Alice Blanco 26, 53370 Naulcanal, Tel: (905) 576-1500. Telex: 1773502. Pres. & Gen. Mgr.: Rogelio Azcarraga M.; Sales Mgr.: Carlos Bertrand, Luis Covarrubias.

PEERLESS SA (FABRICA DE DISCOS), Laguna de Mayran 232, Mexico 17, D.F. Tel: (905) 531-3320, 545-7215. Telex: (017) 77606. Exec. Pres.: Heinz Klinckwort; Gen. Dir.: Peter Ulrich; Gen. Mgr.: Juergen Ulrich; Comm'l Mgr.: Reinhard Kruska; Int'l Mgr.: Frank J.P. Segura. (SEE ADVERTISEMENT)

Promotora Fonografica SA (Promofon), Calle Sahuayo 82, Colonia Janitzio, 15200 Mexico, D.F. Tel: (905) 795-3678, 789-2337. Owner: Gabriel Gonzalez de la O.; Gen. Mgr.: O. Guillermina Lozano. (Pressing only)

R C A SA de CV, Av. Cuauhahuac 2519, Col. Xochimilco, Mexico 16, D.F. Tel: (905) 527-6020. Pres. & Dir. Gen.: Louis Couttolenc; Sales Mgr.: Jose Martin del Campo; Promo. & Pub. Mgr.: Kuku Estevez.

RECORDER PROMOTION
Fabricaciones Fonograficas SA, Nubia No. 40, Isidro Fabela S/N Parque Ind. Santiago Tanquistingo, Mexico 16, D.F. Gen. Mgr.: Javier Franco.

MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Cable: DIMUME. Telex: 01771493. Pres.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (SEE ADVERTISEMENT)

Sonomedios SA, Av. Vallarta 2590, Guadalajara, Jal. Tel: (9136) 16-56-10. Pres.: Alejandro Diaz; Gen. Mgr.: Alfredo Romo; Sales Mgr.: Enrique Corvera.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING
The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape products are indicated by "(PIG)" which appears after the main body of their respective listings.

A V Sistemas SA, Saitillo No. 90, Mexico 11, D.N. Tel: (905) 515-0918, 562-7972. Pres.: Eduardo Serrato B.; Gen. Mgr.: Adolfo de la Huerta S.; Sales Mgr.: Sergio Martinez M.; Technical Dir.: David Baksh L. (PIG)

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naulcanal, Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.; VP & Gen. Dir.: Armando de Llano Arana. (PIG)

Coro SA, Bahia de Perula 80, 11300 Mexico, D.F. Tel: (905) 531-2900. Pres.: Federico E. Riojas; Gen. Mgr.: Gloria Oliveros; Sales Mgr.: Alberto Barrera.

Audio: 8-tr., cassette.

E M I-Capitol de Mexico SA de CV, Rio Balsas 49, Mexico 5, D.F. Tel: (905) 525-1700. Cable: CAPRECORDS. Telex: (017) 77406. Mng. Dir.: David Stockley; Mktg. Mgr.: Arturo Valdes de la Pena; Sales Mgr.: Sabas Cavazos.

Audio: 8-tr., cassette.

Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel: (905) 563-9625.

Audio: Cassette.
Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel: (05) 250-1499. Cable: MELMEX. Audio: 8-tr., cassette.

Multitrack SA, Nubia No. 40, Isidro Fabela S/N Parque Ind. Santiago Tanquistingo, Mexico 16, D.F. Gen. Mgr.: Olga San Martin. Audio: Cassette.

MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Cable: DIMUME. Telex: 01771493. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (PIG) Audio: Cassette. (SEE ADVERTISEMENT)

Orfeon SA (Discos), Alice Blanco 26, 53370 Naulcanal, Tel: (905) 576-1500. Telex: 1773502. Pres. & Gen. Mgr.: Rogelio Azcarraga M.; Sales Mgr.: Carlos Bertrand, Luis Covarrubias.

Audio: 8-tr., cassette, open reel.

PEERLESS SA (FABRICA DE DISCOS), Laguna de Mayran 232, Mexico 17, D.F. Tel: (905) 531-3320, 545-7215. Telex: (017) 77606. Exec. Pres.: Heinz Klinckwort; Gen. Dir.: Peter Ulrich; Gen. Mgr.: Juergen Ulrich; Comm'l Mgr.: Reinhard Kruska; Int'l Mgr.: Frank J.P. Segura.

Audio: Cassette.

Promotora Fonografica SA (Promofon), Calle Sahuayo 82, Colonia Janitzio, 15200 Mexico, D.F. Tel: (905) 795-3678, 789-2337. Owner: Gabriel Gonzalez de la O.; Gen. Mgr.: O. Guillermina Lozano.

Audio: Cassette. (SEE ADVERTISEMENT)

Sonomedios SA, Av. Vallarta 2590, Guadalajara, Jal. Tel: (9136) 16-56-10. Audio: Cassette, open reel.

Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel: (905) 250-6000/6200. Audio: 8-tr., cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS
Auriga Plasticos SA, Calzada Tulyehualco 5502, 09850 Mexico, D.F. Tel: (905) 670-0277.

EMPTY CARTRIDGES, CASSETTES & REELS
Auriga Plasticos SA, Calzada Tulyehualco 5502, 09850 Mexico, D.F. Tel: (905) 670-0277.

ENVELOPES & MAILERS
MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Cable: DIMUME. TELEX: 01771493. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (SEE ADVERTISEMENT)

JACKETS & SLEEVES
LABELS, DISK
C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naulcanal, Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.; VP & Gen. Dir.: Armando de Llano Arana.

MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Cable: DIMUME. TELEX: 01771493. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (SEE ADVERTISEMENT)

Orfeon SA (Discos), Alice Blanco 26, 53370 Naulcanal, Tel: (905) 576-1500. Telex: 1773502. Pres. & Gen. Mgr.: Rogelio Azcarraga M.; Sales Mgr.: Carlos Bertrand, Luis Covarrubias.

R C A SA de CV, Av. Cuauhahuac 2519, Col. Xochimilco, Mexico 16, D.F. Tel: (905) 527-6020. Pres. & Dir. Gen.: Louis Couttolenc; Sales Mgr.: Jose Martin del Campo; Promo. & Pub. Mgr.: Kuku Estevez.

POLYETHYLENE BAGS & SHRINKWAP
MUSART SA DE CV (DISCOS), Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis. (SEE ADVERTISEMENT)

Orfeon SA (Discos), Alice Blanco 26, 53370 Naulcanal, Tel: (905) 576-1500. Telex: 1773502. Pres. & Gen. Mgr.: Rogelio Azcarraga M.; Sales Mgr.: Carlos Bertrand, Luis Covarrubias.

DISK & TAPE MANUFACTURING EQUIPMENT
Orfeon SA (Discos), Alice Blanco 26, 53370 Naulcanal, Tel: (905) 576-1500. Telex: 1773502. Pres. & Gen. Mgr.: Rogelio Azcarraga M.; Sales Mgr.: Carlos Bertrand, Luis Covarrubias.

TAPE, BLANK LOADED & BULK RAW
Agfa-Gevaert SA, Apdo. 7256, Mexico 1, D.F.; Ing. Zapadores 1, Naulcanal, Tel: 761-800. Telex: (017) 74479.

Audio: Blank-compact cassette, open reel; raw-cassette, broadcast, studio

Video: Cassette.
Amplex de Mexico SA de CV, Div. Del Norte 1832, Col. Portales, Mexico 13, D.F. Tel: (905) 539-6870. Telex: (01) 773951. Gen. Dir.: Oscar A. Luna; Sales Mgr.: Jorge Garcia Figueroa.

Audio: 2" quad, 1" open reel, 4" U-matic cassette, 1/2" Cassette.

Auriga Plasticos SA, Calzada Tulyehualco 5502, 09850 Mexico, D.F. Tel: (905) 670-0277. (Blank only)

Audio: 1/2" open reel, 8-tr., cassette.

Audio: 1/2" Beta & VHS cassette.

Montage Mexico SA, PO Box 244, Ciudad Ind'l El Framboyan, Lotes 1, 2 & 3, Veracruz, Tel: 3-42-00.

Audio: 8-tr., cassette, open reel.

Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel: (905) 250-6000/6200.

Audio: 8-tr., cassette, open reel.

TAPE DUPLICATING & PROCESSING EQUIPMENT
Amplex de Mexico SA de CV, Div. Del Norte 1832, Col. Portales, Mexico 13, D.F. Tel: (905) 539-6870. Telex: (01) 773951. Gen. Dir.: Oscar Luna; Sales Mgr.: Jorge Garcia Figueroa.

Audio: Recorders.

Video: Recorders, cameras & switchers.

• accessories

Amplex de Mexico SA de CV, Div. Del Norte 1832, Col. Portales, Mexico 13, D.F. Tel: (905) 539-6870. Telex: (01) 773951. Gen. Dir.: Oscar Luna; Sales Mgr.: Jorge Garcia Figueroa.

Product: Tape-head cleaners & demagnetizers, leader & splicing tape.

Aurex SA de CV, Calzada Tulyehualco 3370, 13400 Mexico, D.F. Tel: (905) 845-2266, 670-0277. Pres.: Federico Valdes Krieg; Sales Mgr.: Ramiro Gamboa Segui.

Product: Tape—carrying & storage cases, head cleaners, leader tape.
 Aurga Plásticos SA, Calzada Tulyehualco 5502, 09852 Mexico, D.F. Tel. (905) 670-0277
 Product: Tape—carrying & storage cases, head cleaners, leader & splicing tape.
 Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 92073, USA; 917 Constitution Ave., Tijuana, B.C. Tel: (706) 685-1322. Pres.: Luis B. Alonso; VP: Tessa Alonso; Sales Mgr.: Manuel Magdaleno C.
 Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styl; Tape—carrying & storage cases.
 Savi SA, Arquimedes 98, Mexico 5, D.F. Tel. (905) 250 6000/6200.
 Product: Tape—Leader tape.

• **store fixtures**

Aurga Plásticos SA, Calzada Tulyehualco 5502, 09850 Mexico, D.F. Tel. (905) 670-0277.
 Product: Record—display racks, tape—browser boxes.

• **jukebox manufacturers**

Ami de Mexico SA, Calz. Tlatitico 231, Mexico 16, D.F. Tel. (905) 556-8611. Cable: MEXAMI. Telex: 01777392
 Fonografos Automaticos Evans SA, Via Dr. Gustavo Baz 49, Puente de Vigas, Mexico, Tel: 572-4744.
 Industrias Nacionales de Sonido SA, Calz. Mexico-Xochimilco 4861, 14610 Mexico 22, D.F. Tel: (905) 573-2413/0111. Cable: ASTROINSA. Telex: (017) 74282. Pres.: Raul C. Romero A; Sales Mgr.: Jose Luis Laravalle.
 Manufacturera de Sinfonolas SA, Av. Jardin 330, Col. del Gas, Mexico 15, D.F. Tel: (905) 355 3199.

• **promotional merchandising aids**

Industrias Nacionales de Sonido SA, Calz. Mexico-Xochimilco 4861, 14610 Mexico 22, D.F. Tel: 573-2413/0111. Cable: ASTROINSA. Telex: (017) 74282. Pres.: Raul C. Romero A; Sales Mgr.: Jose Luis Laravalle.
 Product: Posters, keychains, patches, buttons/badges.

NETHERLANDS

Population: 14,310,000.
 Rate of exchange: \$1 (US) = 2.50 guilders
 Per capita income: \$9,190.
 Holidays: New Year's Day, Easter Monday, April 30 (Queen's Birthday), May 5 (Liberation Day), Ascension Day, Whitsunday, Whitmonday, December 25 & 26.

RECORDS:

Record sales certification awards: Gold single—100,000 units, platinum single—150,000 units. Gold LP—50,000 units, platinum LP—100,000 units.
 Records sold domestically including imports (retail value): LP's 1981—24,000,000 units, \$156,000,000. Singles 1981—12,000,000 units, \$30,000,000.
 Records imported from USA (factory value, CIF): 1981—4,625,617 units, \$6,551,600.
 Records imported from countries other than USA (factory value, CIF): 1981—32,065,682 units, \$37,694,400.

Average retail price per record: LP's—\$6.50, singles—\$2.46
 TV merchandising: 10% to 15% of total.
 Record club sales: 7.5% of total.
 Type of distribution: Manufacturer-to-retailer is the traditional main-line of distribution. Because of parallel imports, which created rather important wholesale companies, manufacturer-to-wholesaler-to-retailer is rising strongly. Rack jobbing is decreasing and is only marginal economically.
 Type of promotion: Radio and television, especially Hilversum 3 on radio, are the most prominent promotion means for the record industry. Although they are illegal, pirate radio stations also promote records, mostly local productions. There are an estimated 10,000 pirate stations in the Netherlands, mainly one-man operations. Some disco repertoire is getting an extra promotional stimulus from the top discotheques.
 Jukeboxes: 6,000.

TAPE:

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—4,000,000 units, \$26,000,000.
 Pre-recorded tape imported from the USA (factory value, CIF): 1981—225,518 units, \$1,102,000.
 Pre-recorded tape exported to USA (factory value, FOB): 1981—339,610 units, \$555,200.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1981—5,118,594 units, \$11,445,600.
 Pre-recorded tape exported to countries other than USA (factory value, FOB): 1981—13,052,045 units, \$18,839,200.
 Average retail price per tape: Cassette—\$6.00.

RADIO STATIONS:

No. of government: 4 (AM/FM).
 Comment: Hilversum 1 and Hilversum 2 have the most varied recorded and live music and programming. Hilversum 3 is pop oriented and Hilversum 4 classical. The Netherlands also has a number of regional radio networks in addition to one local station for the Amsterdam area (City Radio Amsterdam). Promotion personnel from record companies, production units, etc., supply most of their material to Hilversum 3 programmers. Special classical promotion personnel promote product to Hilversum 4. Dutch language productions are now receiving more airplay on Hilversum 1, 2 and 3, primarily because their type of music has gained much popularity. Pirate radio stations have been trendsetters in promoting local product. Commercials for records via radio are slowly losing their impact.

TELEVISION STATIONS

No. of channels: 2 government, 100% color.
 Comment: Programming on both national channels—Nederland 1 and 2—is split among ten well-known broadcasting organizations, all with headquarters in Hilversum, and a few very small organizations. TROS, with over 900,000 "supporters," is an A-status organization, as are AVRO, VARA, KRO and NCRV. Veronica (VOD), the youngest and fastest growing organization, with over 300,000 "supporters," has a class B status. VPRO and EO have class C status (fewer than 300,000 "supporters") while the NOS and IKON organizations' transmitting time is not based on a subscription formula. Most television departments of the broadcasting organizations keep abreast of the types of music played in the Netherlands and other countries. The most influential programs for pop music are "Top Pop" (AVRO) and "Countdown" (Veronica). Other organizations have pop music programs on a monthly basis. During the weekdays, tv programming typically starts in the early evening and ends at midnight. There are no plans yet for regular morning and afternoon programming. It is expected that the tv system will change rather drastically after cable and satellite tv programs become common. The government, which changed the laws in 1982 to prevent cable tv systems from operating after normal transmitting times and thus dealing a blow to piracy, will take a series of measures to prevent the unique and very complicated national broadcasting system from losing too much of its characteristics to international (commercial) influences.

IMPORT/EXPORT REGULATIONS:

The European Community desires a flow of goods between the member states, which means that import and export regulations are kept to a minimum.

MARKET ANALYSIS:

The Dutch record industry is still in a far from blossoming situation mainly due to the economic recession. Other reasons are the phenomena of home taping and piracy and the fact that records have lost quite some impact as leisure time products.
 Though not official, it is estimated that sales in 1982 were 6 to 7 per cent less than 1981 sales. Just like in 1981, there also was a "Dutch Record Event" to create interest for the "man-in-the-street." This happening, which mainly stimulated MOR sales, was organized by the Dutch Record Event Foundation, and was supported by NVPI—the Dutch branch of the IFPI, all record companies, the record retailers organization NVGD and the authors and copyright organizations BUMA/STEMRA.
 Discussions on fighting home taping continued. The NVPI started lobbying to get the government involved. It was expected that a bill concerning a royalty on blank cassettes and/or cassette recorders would be presented to the members of Parliament before the end of 1982 but that did not happen. The conventions of Rome and Geneva still have not been signed by the Dutch government. NVPI, BUMA/STEMRA and affiliated organizations are doing their utmost to bring this about.
 Due to the economic recession most record companies had to trim their activities in 1982. For instance, the number of record releases (singles and albums) decreased quite drastically.
 Most major record companies started video divisions in 1982. According to a NOS survey there were some 270,000 video recorders in the Netherlands in the fall of 1982, which was a 6% penetration. The video business, however, did not boom as expected due to a number of reasons. Video is still being threatened by piracy. According to some estimates, about 60 to 70 per cent of the video business was conducted by pirates. The NVVD (Dutch Association of Video Distributors), which was founded in 1982, started a grim fight against video piracy.
 Video for Pleasure started a unique anti-video piracy campaign. Video retailers who had counterfeited pre-recorded cassettes could give them to the Video for Pleasure salesmen and receive \$24 for each tape. But that was possible only on the condition that for each illegal tape they would buy a legal tape from Video for Pleasure at a price of some \$39. The campaign resulted in obtaining more than 11,000 illegal video tapes.
 Philips gave detailed information on the Compact Disc at the "Firato," the bi-annual international audio and video fair, held at the RAI Exhibition Centre in Amsterdam in the fall of 1982. The Dutch record business has high hopes for the CD.
 Willem Hoos

• **record & tape manufacturers / distributors / importers**

A A P Recs. BV, PO Box 37, Antilopenpoor 238, Maarssen. Tel: (03465) 6-22-76. Pres.: Joop Gerrits; Sales Mgr.: Jochem van Renesse.
 Labels: (Owned) AAP, Armada, De Zilvervoot; (licensed foreign) Lach-arette (France).
 A G B, see Swingmaster.
 A P B, see Keytone.
 A R S I S, Steegstr. 16, 6041 EA Roermond. Tel: (04750) 3-36-98. Dir.: L.P.M. Lindeman. (Record Distributor)
 Adventure, see Arcade.
 Agram BV, Arnhemseweg 10, 6731 BS Otterlo. Tel: (08382) 631. Dir.: Henk Coops.
 Agram-Blues, see Nuis Bedrijven.
 Ahoy, see RCA.
 Albersen & Co. BV (Muziekhandel), Gr. Hertoginnelaan 182, 2517 EV The Hague. Tel: (070) 45-60-00. Chief Execs.: J.B.M. & H.E.A.M. Albersen. (Distributor/Importer)
 Labels: (Licensed foreign) Jeckin (Switzerland), Schwann (Germany), Werigo (Germany).
 Alladin Music BV, Gasthuisstr. 3, 5171 GC Kaatsheuvel.
 All Rock, see Collector.

NADA INTERNATIONAL C.V. RED BULLET INTERNATIONAL C.V.

FOR HITS IN/FROM HOLLAND

NADA INTERNATIONAL C.V. RED BULLET INTERNATIONAL C.V.

Alexanderlaan 2, P.O. Box 231, 1213XS HILVERSUM, HOLLAND
 Phone: 035-857841
 Telex: 43956

Holland Music B.V. Hilversum, Holland

Amor Sound Prod'n's, Hendrikdijk Pr. 121, Amsterdam. Tel: (020) 26-65-21.
 Andre Arend Agency, Vriesein C de 49A, Rotterdam. Tel: (010) 25-44-61.
 Arcade Nederland BV, Industrieweg 11, 4131 NK Vianen. Tel: (03473) 7-21-84. Telex: 40420. Mng. Dir.: Herman Heinsbroek; A&R Mgr.: Jan Wiesebron; Financial Mgr.: Bert de Liefde; Sales Mgr.: Rien van Hooijdonck; Mng. Dir. Ass't: Margreet I. Noteboom.
 Labels: Adventure, Arcade, Crown, Diamond, Pearl, Trent, Villa.
 Archiv, see Polydor.
 Ariola Benelux BV (IFPI), Kenaustr. 1-3, 2011 MV Haarlem. Tel: (023) 31-92-90. Telex: 41385. Mng. Dir.: Martin Kleinjan; Sales Mgr.: Sijf Schofte.
 Labels: (Owned) Ariola, Arista, Eurodisc; (Licensed foreign) Bearsville USA, Bronze (UK), Chrysalis (UK), Island (UK), MCA (USA), Magnet (UK), Stiff (UK), Trojan (UK).
 Arista, see Ariola.
 Armada, see AAP.
 Arrival, see K-tel.
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 Audio Import BV, Herengracht 28, 1015 BL Amsterdam. Tel: (020) 25-65-12. Telex: 41605. Dir.: Frits de Vries. (Record Importer)
 Audio Recs. BV, Rozenpad 2, 6862 BR Oosterbeek. Tel: (085) 33-44-20. Automatic, see WEA.
 B & L Sound, Buursstraat 356, Enschede. Tel: (053) 76-30-22.
 B M G Grammofoonplaten, Molenvlietsedijk. 23-25, 4691 HS Tholen. Tel: (01660) 3226.
 B M R, see Best Music.
 B P M, see Mamicha.
 Herman Batelaan Prod'n's, Moerbeigaarde 112, Zoetermeer. Tel: (079) 31-36-37. Gen. Mgr.: Herman Batelaan; Sales Mgr.: Verona Vanessa.
 Labels: (Owned) Chapter 2, Esart.
 De Bazuin, Rossinrode 19, 2717 GN Zoetermeer. Tel: (079) 21-53-00. Pres.: Nanja Leroy; Gen. Mgr.: Ger Leroy. (Licensed to Vista)
 Labels: (Owned) de Bazuin, PaviJoan.
 Beboop, see Mamicha.
 BeGe, see Wm Berkers.
 Benson Music Co., Paradijsweg 28, 7607 TT Almelo. Tel: (05490) 1-19-30. Chief Exec.: John Philip Benson; Gen. Mgr.: Daphne Benson.
 Labels: (Licensed) Crystal, Shawnee, WIM (all USA).
 Wm Berkers Prod'n, PO Box 32, Harmoniestr. 1, Deurne. Tel: (04930) 1-25-43. Gen. Mgr.: Wm Berkers.
 Label: BeGe.
 Bertus Distributie BV, Industrieweg 45-B, 2651 BC Berkel en Rodenrijs. Tel: (01891) 57-22, 50-01 (Fax). Telex: 26385 BETS. Dir.: Jan van der Linden; Gen. Mgr.: Aimer Apon; Sales Mgr.: Michiel de Ruiter; Buyer: Bram Apon. (Distributor)
 Best Music, Crispynstr. 9, 5171 CH Kaatsheuvel. Tel: (04167) 7-32-70. Mng. Dir.: Peter van Best.
 Label: (Owned) BMR.
 Black Magic, see Swingmaster.
 Blazer Recs. BV, Antwerpseweg 9-007, 2803 PB Gouda. Tel: (01820) 1-47-66. Telex: 20736. Mng. Dir.: Huub Hermus. (Distributor/Importer/Exporter)
 Carol Bloom, Overtom 11, 1054 HA Amsterdam.
 Blossom Recs., Valkenboslaan 180, The Hague. Tel: (070) 45-13-79.
 Blue Note, see EMI Recs.
 Born Free Prod'n's, Albertus Perikstr. 35, Hilversum. Tel: (035) 4-77-49.
 Johan van den Boschardet, Winkelsteede 246, The Hague. Tel: (070) 67-03-07.
 E. Bos, Gen. v. Dedemlan 45, 5623 GE Eindhoven.
 Boshech Grammofoonplaten (IFPI), PO Box 53, Aerdenhout. Tel: (035) 1-27-61. Owner: Willem Boshech; Gen. Mgr.: H.R. Boshech v.d. Laan.
 Labels: (Owned) Cadans, Kritos, Nevolon, Onyx, Target, Traffic.
 Boudisque, 10-18 Haringpakkerssteeg, 1012 LR Amsterdam. Tel: (020) 26-03-11. Telex: 12589. Mng. Dir.: Ruud Jacobs; Sales Mgrs.: Rory Faber, Johan Visser; Export Mgr.: Bram Kloos. (Distributor/Importer/Exporter)
 Ted Bouwens Prod'n's, Herik 1, Huizen. Tel: (03451) 43-48.
 Break, see Van den Bosch & Van Nieuwkoop.
 Bulldog Producties, Veldulstr. 2, Leerdam. Tel: (03451) 43-48.
 Bvhaast Grammofoonplaten, Prinseneiland 99, 1013 LN Amsterdam. Tel: (020) 23-97-99. (Distributor/Importer/Exporter)
 C & A Prod'n's, Hubertusdonk 15, Roosendaal. Tel: (01650) 4-16-11.
 C B S Grammofoonplaten BV (IFPI), Postbus 6175, 2001 HD Haarlem; Stationsplein 82-84, 2011 LM Haarlem. Tel: (023) 31-90-67. Cable: COLRECORD. Telex: 41051, 41388. Mng. Dir.: Koos de Vreeze; Sales Mgr.: Paul Hertog, Press & Promo.: Dick Pieren.
 C B S Int'l Mfg. & Serv. Center, Postbus 6336, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 319410. Gen. Mgr.: P. Bouwens; Ass't Gen. Mgr.: H. van Luit; Sales Mgr.: W.F. Ariens.
 C N R (BV Grammofoonplaten Maatschappij) (IFPI), Gouwezeest. 1-3, 1380 AE Weesp. Tel: (02940) 1-52-44. Cable: CENER. Telex: 12523. Mng. Dir.: Kees Baas; Sales Mgr.: Henk Opstellen; Financial Mgr.: Kees Hilhorst.
 Labels: (Owned) CNR, Injection; (Licensed) ARI (USA), Barclay (France), Beggar's Banquet (UK), Brain (Germany), Carrere (France), DJM (UK), Delphine (UK), Don't Fall Off The Mountain (UK), Ensign (UK), 4AD (UK), Intercord (Germany), IVE (UK), Melodia (USSR), Metronome (Germany), RKM (Belgium), Situation Two (UK).
 Cadans, see Boshech.
 Cantilena BV, Kerkhoflaan bij 52, 1160 AB Zwanenburg. Tel: (02907) 25-93, 44-58. Dir.: George L. de Vries; Ass't: Arana de Vries-van Wichen.
 Canto di Vangelo, see Vista.
 Canyon, see Xilovox.
 Capitol, see EMI Recs.
 Capon, see Dureco.
 Capriola, see Dureco.
 Caramba, see Charly Prich.
 Carrere Holland BV, Gouwezeest. 1-3, 1380 AE Weesp. Tel: (02940) 1-52-44. Telex: 12523. Gen. Mgr.: Willem Jan van de Wetering; Sales Mgr.: Henk Opstellen.
 Casablanca, see Phonogram BV & Phonogram Int'l BV.
 Chanowski Prod. MM BV, Prinsengracht 856, Amsterdam. Tel: (020) 24-55-80. Telex: 13415.
 Chapter 2, see Herman Batelaan.
 Cinerec Supraphon-Holland NV, Frans Halstaan 2, Hilversum. Tel: (02150) 1-53-53, 4-94-38. Telex: 43232.
 Label: (Licensed) Supraphon (Czechoslovakia).
 Circle, see Rotonde.
 Collector Recs., PO Box 2296, 3000 CG Rotterdam. Tel: (010) 22-48-89 Gen. Mgr.: Cees Klop.
 Labels: (Owned) All Rock, Collector, Down South, Pro Forma, Unknown, White Label.
 Combidisc BV, Pisanostr. 57, 5623 CB Eindhoven. Tel: (040) 43-93-92. Telex: 59078. Contact: Martin Brouwers. (Distributor/Importer)
 Commonwealth, see K-tel.

Condor, see Mike Vincent.
 Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Pres.: Leen La Riviere; Gen. Mgr.: Nico Zwarts; Sales Mgr.: Jan Durlo.
 Labels: (Owned) Free; (Licensed) CS (USA), Catacombs (Canada) Janz Team (Germany).
 Corduroy Prod'n's, Catherine van Renneslaan 10, Hilversum. Tel: (035) 4-75-41.
 Cornemuse, see Sound-Prod's.
 Cotillon, see WEA.
 Cross Road Studios, Hescheweg 85a, Oss. Tel: (04120) 2-56-00.
 Crown, see Arcade.
 D G, see Polydor.
 D G R, see Weton-Wesgram.
 D S C, see Dutch Swing College.
 Dance Recs., PO Box 1299, Lindenheuvel 3, 1200 BG Hilversum. Tel: (035) 23-22-41. Telex: 43639. Co-Pres.: Peter Schoonhoven, Pieter van Bod-egraven; Gen. Mgr.: Cor de Keizer.
 Label: (Licensed foreign) Radar (USA).
 De Bazuin, see under B.
 De Zilvervloot, see AAP.
 Dial, see Diwa.
 Diamond, see Arcade.
 Disco de Man-DDM Prods. BV, Munstr. 20, 1162 EJ Maastricht. Tel: (043) 1-21-17. Gen. Mgr.: Cees de Man.
 Labels: (Owned) DDM, Plato; (Licensed) Acanta Pop (Germany), Jumbo/Eap (UK).
 Diwa Recs., PO Box 6, 7468 ZG Enter. Tel: (05478) 26-70. Owner: Dick Waanders; Sales Mgr.: Dorothea Waanders.
 Labels: (Owned) Dial, Diwa.
 Dominion, see K-tel.
 Down South, see Collector.
 Duo, see Martin A. van Oolderen & Munich.
 Dureco (Dutch Rec. Co.) BV, Pampuslaan 45, 1380 AA Weesp. Tel: (02940) 1-53-21. Cable: RECMIUS. Telex: 14409. Mng. Dir.: A.E. Palmans; Special Prods.: M.A.C. de Raaf; A&R Mgr.: M. Harman; Int'l Mgr.: M. Ruarus; Contract Mgr.: G. Kliffen; Sales Mgr.: A. van Nijnatten.
 Branch: Hilversum, Vaartweg 50A. Tel: (035) 23-49-11.
 Labels: (Owned) Capri, Capriola, Dureco, Dureco Benelux, Elf Provincien, Fajalobie, Golden Oldies, Omega, Te Deum; (Licensed domestic) Goena Goena, Mirasound, Plato, Timeless; (Licensed foreign) Audio Fidelity (USA), ECM (Germany), Japo (Germany), Penny Farthing (UK), Satril (UK), Young Blood (UK).
 Dureco Benelux, see Dureco.
 Evan Durlacher Audio-Visual Prod'n's, Nagtglaslaan 18, Naarden. Tel: (02159) 4-27-60; Amsterdam Tel: (020) 24-37-81.
 Labels: (Owned) Durlaphone, Obelisk, Pop Sound, Veronica.
 Durlaphone, see Evan Durlacher.
 Duurb Audio, Postbus 109, 5250 AC Vlijmen, Noord-Brabant. Tel: (04108) 25-55. Telex: 41605. Pres.: F.H.T.M. van den Dungen-Robben; Gen. Mgr. & Sales Mgr.: H.A.M. van den Dungen. (Distributor/Importer)
 Labels: (Licensed foreign) American Gramophone (USA), Audiophile Series (Canada), Century (USA), Coherent Sound (USA), Direct Disk (Japan), EMI-Toshiba (Japan), JVC (Japan), Miller & Kreisel (USA), Mobile Fidelity (USA), Nautilus (USA), Opus (Sweden), Proprius (Sweden), RVC (Japan), Sheffield Lab (USA), Trend (USA).
 Dutch Swing College Rec. Prod'n's BV (IFPI), Sir Winston Churchillaan 519, 2287 Ryswyk ZH. Tel: (070) 94-66-57. Cable: ARLI. Chief Exec. & Gen. Mgr.: Arie Ligthart.
 Label: (Owned) DSC.
 E & E Recs., PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen; Sales Mgr.: John Bake.
 Labels: (Owned) E&E, Moonbase, West World.
 E M I America, see EMI Recs.
 E M I Holland BV, Bronsteeweg 49, Heemstede. Tel: (023) 31-93-80. Telex: 41257. Mng. Dir.: R.R. Kruijze; Finance Dir.: J.C. La Grouw; Sales Mgr.: A. Yergers.
 Note: EMI Holland BV is a holding company for the following firms: EMI Publ'g, EMI Recs. Holland BV, EMI Hi Fi BV, EMI Servs. Benelux BV, Gramophonehouse BV, TEVP.
 E M I Recs. Holland BV (IFPI), Bronsteeweg 49, Heemstede. Tel: (023) 31-93-80. Telex: 41257. Mng. Dir.: Roel Kruijze; A&R & Promo. Dir.: Heinz Henn; Sales & Mktg. Dir.: Dick van Vliet.
 Labels: (Owned) Blue Note, Capitol, EMI, EMI America, Harvest, His Master's Voice, Liberty, Music For Pleasure, Orkney, Parlophone, Sunset; (Licensed) Harmoni Mundi, Milestone, RAK, Rolling Stones.
 Editio Laran, de Constant Rebecquestr. 104, The Hague. Tel: (070) 45-89-17. Chief Exec.: Max Hallensleben; Sales Mgr.: C. H. Hallensleben.
 Labels: (Owned) Editio Laran; (Licensed to Vista); (Licensed domestic) Hallensleben.
 Egmond, see VIP.
 Elektra, see WEA.
 Elf Provincien, see Dureco.
 Energy Recs., Postbus 6541, 4802 HM Breda. Tel: (076) 65-36-29. (Also see Xantippe)
 Esart, see Herman Batelaan.
 Euro-Business-Contacts, Loosdunseweg 947, 2571 AX The Hague. Tel: (070) 65-41-46. Gen. Mgr.: T.J. Peuy.
 Eurodisc, see Ariola.
 Eurogram BV, Postbus 146, Gildenst. 11, 3860 AC Nijkerk. Tel: (03494) 5-41-14. Telex: 79309. Gen. Mgr.: Theo v.d. Schaaf; Sales Mgr.: Fred v.d. Flier. (Distributor/Importer)
 Eurosound Studios BV, Dijkstraat 5, Herveld. Tel: (08880) 10-48. Dir. & Sales Mgr.: J. de Groot; Gen. Mgr.: E. Scheerder; Eng.: A. Yonk. (Also see Sound Prods. & Vista)
 Labels: (Owned) Eurosound, KRO Klassiek.
 F, see Telstar.
 F S V Dist's., Regentesselaan 64, The Hague. (Distributor/Importer)
 Fajalobie, see Dureco.
 Festivo, see Vista.
 Fideio, see Sound-Prod's.
 Flame Concern, Schippersstr. 5, Amsterdam. Tel: (020) 23-46-92. Gen. Mgr.: H.P. Peijters.
 Flandria, see Limbo Phone.
 Flying Disk, Box 2814, Vordersgracht 11-A, Delft.
 Flying Dutchman, Amsteldijk Noord 149, 1183 TK Amstelveen (post Ouderkerk). Tel: (020) 45-53-53. Telex: 12938. Pres.: Theo Roos; VP A&R & Gen. Mgr.: Paul R. Smith.
 Labels: (Owned) Flying Dutchman, Rockrose.
 Fontana, see Philips Classics, Phonogram BV & Phonogram Int'l BV.
 Fountain Sound & Vision BV, Utrechtsestraat 105, Amsterdam. Tel: (020) 25-96-01. Telex: 33796. Mng. Dir.: Tom Jones. (Distributor)
 Free, see Continental Sound & GMI.
 Friends, see Sound-Prod's.

Frizzbee, see Megadisc.
 G M I Recs. BV (Gospel Music Int'l), PO Box 210, 6880 AE Velp. Tel: (085) 64-68-15. Telex: 75079. Chief Exec.: L. Pool; Sales & Gen. Mgr.: J. Groeneveld.
 Labels: (Owned) Free, GMI; (Licensed) Birdwing, Canaan, Day Spring, Grapevine, GreenTree, Heartwarming, Impact, Jim, Lamb & Lion, Light, Maranatha!, Messianic, Myrrh, Pilgrim, Solid Rock, Sparrow, Star Song, Tempo, Word (all USA); Dove (UK), Kingsway (UK), Scripture in Song (Australia).
 G T L Music & Prod'n's, Neptunusstr. 29-31, 1975 CE IJmuiden. Tel: (02550) 2-08-20.
 G W Prod'n's, see Rams Horn.
 Gemini Recs., PO Box 1021, 4801 BA Breda. Tel: (076) 22-46-27. Dir.: Dick Snahenborg.
 Labels: Snake, Start.
 Glorysound, Thorbeckstr. 7, Veenoord. Tel: (05915) 1273. (Licensed to Vista).
 Gnome, see Telstar.
 Goena Goena, see Dureco.
 Golden Age Recs., Nieuwezijds Voorburgwal 51-53, 1012 RD Amsterdam. Tel: (020) 25-22-81. Chief Exec.: Dick M. & Erik M. Bakker.
 Golden Oldies, see Dureco.
 Gorilla Recs. BV, Lange Poten 15a, The Hague. Tel: (070) 64-21-73. Telex: 32240.
 Gospel Music Int'l, see GMI.
 H O S A T, Benoordenhoutseweg 279, The Hague. Tel: (070) 24-29-41. Dir.: H.J. da Silva; Sales Mgr.: M. de Jong. (Distributor/Importer)
 Hallensleben, see Editio Laran.
 Harem, see Pastor.
 Harlekijn Holland BV, Kerkdijk 11, 3615 BA Westbroek. Tel: (03469) 14-44. Telex: 40220. (Licensed to Polydor)
 Harmonigram, see Harmonia-Uitgave.
 Harmonia-Uitgave, Roeljesweg 23, Hilversum. Tel: (035) 1-43-18. Gen. Mgr.: Hans Zijderlaan; Mgr.: Frits Ham; Sales Mgr.: J.G. Zijderlaan.
 Labels: (Owned) Harmonigram.
 Harvest, see EMI Recs.
 Heliodor, see Polydor.
 Hep, see K-tel.
 Het Hollandse Vitaminen, see Keytone.
 Hilversum Music BV, Vaartweg 168, 1217 SZ Hilversum. Tel: (035) 23-46-46. Telex: 73254. Pres.: Charly Prich.
 His Master's Voice, see EMI.
 Alberto de Hond Music Import-Export BV, Roetersstr. 18a, 1018 WD Amsterdam. Tel: (020) 24-12-25. Telex: 17171. Pres.: Alberto de Hond; VP: Mrs. V.J. de Hond-Small. (Distributor/Importer/Exporter)
 Hot Spinner, see Charly Prich.
 I-Scream, see Inelco.
 Idee Sound, Koningsweg 15, Alkmaar. Tel: (072) 1-08-19. Gen. Mgr.: J.V. Doorn. (Distributor/Importer)
 Inelco Recs. & Tapes BV (IFPI), Turfstekestr. 63, 1431 GD Aalsmeer. Tel: (02977) 2-88-55. Telex: 14683. Pres.: P.J. Goemaere; Gen. Mgr.: Jan Mascini; Int'l A&R Mgr.: Ric. Urmel.
 Labels: (Owned) Lark; (Licensed domestic) I-Scream, Keytone, Pierrot, Rockaway, Rockhouse; (Licensed foreign) Avator (UK), Baby (Italy), Cool King (UK), Criminal (UK), Dreyfus (France), Energy (UK), H&L (USA), Hannibal (USA), MAM (UK), Metropole (France), Polish (USA), Shaftesbury (UK), Safari (UK), Sonet (Sweden), Statik (UK), Stiff (UK), Telarc (USA), TEMA (France) Ultraphone (Germany).
 Injection, see CNR.
 International Rec. Dist'n Amsterdam (IRDA), PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.
 Labels: (Owned) E&E, Moonbase, Zen.
 International Sound Retail, Regentesselaan 64, 2562 CV, The Hague. Tel: (070) 45-33-00. Owner: Andre J. Fontijn; Gen. Mgr.: Jorita Uuyk.
 Iris, see Telstar.
 Ivory Tower Recs. (IFPI), Tussveld 55, Bornerbroek. Tel: (05408) 718. Dir.: Fred Rootveld; Gen. Mgr.: Angie Rootveld.
 Labels: (Owned) Ivory Tower, NL, SR.
 Jojo Recs., Herengracht 113, Amsterdam. Tel: (020) 23-27-27.
 Jubal, see Vista.
 K M K, see Vista.
 K R O Klassiek, see Eurosound.
 K-tel (Holland) BV, Oude Schiphofweg 885, 2143 CD Boesingheliede. Tel: (02505) 16-83. Telex: 41199. Gen. Mgr.: Peter Kloeth; Financial Controller: Ed Gerritsen.
 Labels: (Owned) Arrival, Commonwealth, Dominion, Hep, K-tel, Karussell, see Polydor.
 Kelrec BV, Reguiersbreestr. 3, Amsterdam. Tel: (020) 23-37-50. Pres.: Hans Kellerman.
 Kendari, see Telstar.
 Keytone Recs. BV, Maziestr. 6, 2501 CH The Hague. Tel: (070) 46-36-00. Telex: 32412. Pres.: Chris Hinze; Gen. Mgr.: Michel Damen. (Licensed to Inelco)
 Labels: (Owned) APB, Het Hollandse Vitaminen, Keytone, Pop-Eye, Royal Conservatory.
 Killroy, see Telstar.
 Kix 4U, see Rockhouse.
 Klomp, see Xantippe.
 J. A. W. Koers, PO Box 1373, 9701 BJ Groningen. Tel: (050) 41-19-67. (Importer)
 Kremlin, see Megadisc.
 Kritos, see Boshech.
 Han Kuiper Ents., De Boekelaan 435, 1082 RJ Amsterdam. Tel: (020) 42-93-96. Gen. Mgr.: Wm Johan Kuiper.
 Ladybird Prod'n's BV, Huizerweg 13, Blicarum. Tel: (02153) 8-67-30.
 Lark, see Inelco.
 Laudate, see Telstar.
 Laurens, see Vista.
 Liberty, see EMI Recs.
 Limbo, see Limbo Phone.
 Limbo Phone, Meersenerweg 313, 6224 AJ Maastricht. Tel: (043) 62-20-18. Dir.: Johnny Blenco; Gen. Mgr.: J. Vrieteelaar; Sales Mgr.: A. Vrieteelaar-Essers.
 Labels: (Owned) Flandria, Limbo.
 Lorelei, see Telstar.
 Lowland Blues, see Martin A. van Oolderen.
 M G M, see Polydor.
 M R, see Munich.
 Mamicha Music BV, Pettelaarseweg 25, 5216 BG Den Bosch. Tel: (073) 21-41-50. Telex: 41605. Pres.: Marijke Robbeert; Gen. Mgr.: Cees Vermue-ten.
 Labels: BPM, Beboop, Mamicha, VVR.
 Mammoo Rec. Prod'n's, Postbus 450, Westersingel 83, Bergen Op Zoom. Tel: (01640) 3-63-25.

- Martiniphon, see Vista.
 Mavis, see Verschoor.
 Mawogram, see Vista.
 Megadisc, 15 Hasselaersteeg, 1012 LR Amsterdam. Tel: (020) 26-03-11. Telex: 12589. Mng. Dir.: Ruud Jacobs; Gen. Mgr.: Ric Urmel; Sales Mgr.: Laurens Meijer.
 Labels: (Owned) Frizzbee, Megadisc, Palace, Fluxus; (licensed domestic) Kremlin, Torsio; (licensed foreign) Celluloid (USA), Factory (UK), Hannibal (France, USA), Rough Trade (UK).
 Mercury, see Phonogram BV & Phonogram Int'l BV.
 Metro, see Polydor.
 Midi, see WEA.
 Miller Int'l Grammofonplaten BV, Oud Blaricumweg 25a, Laren NH. Tel: (02153) 8-30-36.
 Mirasound, Buddezaand 4,7384 CA Wilp. Tel: (05712) 39-00; Dir.: G. Voskuylen. (Licensed to Dureco).
 Labels: (Owned) Mirasound; (licensed foreign) CMS (USA).
 Moon Base, see West World.
 Moonbase, see E&E, International Rec. Dist'n & West World.
 Munich Recs. BV (IFPI), Albert Schweitzerlaan 9, 6721 AV Bennekom. Tel: (08389) 67-77, 93-77. Telex: 30553. Pres.: Job C. Zomer; A&R Gen. Mgr.: Ben Mattijssen; Sales Mgr.: Henry Steenwijk; Promo.: Huub Trautwein.
 Labels: (Owned) MR, Munich, Stof; (licensed domestic) Duo, Oldie Blues, St. Anna.
 Music For Pleasure, see EMI.
 Music House, Postbus 60, Maarn. Tel: (03432) 27-90.
 Musidor BV, Herengracht 566, 1017 CH Amsterdam. Tel: (020) 25-71-60. Telex: 16593. Mng. Dir.: A.J. van der Marel, A.J.D. Wilkinson; Financial Dir.: M.J. Lynch.
 Label: (Owned) Rolling Stones.
 N L, see Ivory Tower.
 Nederlandse Boekenclub, Prinsevinckenpark 2, The Hague. Tel: (070) 51-43-51. Gen. Dir.: P. Schreuder; Gen. Mgr.: J. Kasander. (Distributor/Importer).
 Nevofoon, see Boshech.
 Nonesuch, see WEA.
 Nose, see Xilovox.
 Nos Bedrijven BV, Marijkelaan 21, 2421 CR Nieuwkoop. Tel: (01725) 36-72. Cable: DISTRIBUTIUS. Dir.: Bert Nuis; Gen. Mgr.: Dick Roseboom; Sales Mgr.: Ton van Boven.
 Labels: (Owned) Agram-Blues.
 Obelisk, see Evan Durlacher.
 Octopus, Postbus 67, Marterkamp 40, Driebergen. Tel: (03438) 44-08.
 Odeon, see EMI Recs.
 Ojee, see Telstar.
 Martin A. van Oolderen Oldie Blues, Blues Rec. Center, Postbus 12538, 1106 NG Amsterdam. Tel: (020) 96-11-11. Owner & Dir./Prod'r: Martin A. van Oolderen. (Licensed to Munich).
 Labels: (Owned) Duo, Lowland Blues, Oldie Blues.
 Oldie Blues, see Munich & Martin A. van Oolderen.
 Omega, see Dureco.
 Only Yesterday, Jan Henkriksr. 72, The Hague. Tel: (070) 65-41-86. (Importer).
 Onyx, see Boshech.
 Orion, see Polydor.
 Palace, see Megadisc.
 Panoramic, see Verschoor.
 Parlophone, see EMI Recs.
 Pastor Recs., Barteljanstr. 42, Haarlem. Tel: (023) 31-08-65. Cable: PAS-REC. Telex: 41642. Dir.: K. Th. Pastor; Gen. Mgr.: C. Sieckerman; Sales Mgr.: M. Koelman.
 Label: (Owned) Harem.
 Paviljoen, see de Bazuin & Vista.
 Peace Pie, see Xilovox.
 Pearl, see Arcade.
 Peer Southern Prod'n's (PSP), Larenweg 159, 1221 CL Hilversum. Tel: (035) 83-12-14. Cable: SOUTHMUSIC. Telex: 73097. Mng. Dir.: Peter v. Epen; Prof. Mgr.: Frank Wisse.
 Philips, see Philips Classics, Phonogram BV & Phonogram Int'l BV.
 Philips Classics (an activity of Phonogram Int'l BV, PolyGram Co.) (IFPI), PO Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn. Tel: (02154) 1-99-11. Telex: 43400. Telefax: (02154) 1-64-72. Pres.: Dr. Johannes H. Kinzi; A&R: Erik Smith; Prod. Mgmt.: Martin Slagt; Mktg. Support: Dominique Henriot.
 Labels: (Owned) Fontana, Philips.
 Phonogram BV (a PolyGram Co.) (IFPI), Catharina van Renneslaan 10, 1217 CX Hilversum. Tel: (035) 4-75-41. Telex: 43302. Mng. Dir.: Jan Corduener; Admin'r: Adri Twigt; Nat'l A&R Mgr.: Martin Schuitema.
 Labels: (Owned) Casablanca, Fontana, Mercury, Philips, Vertigo; (licensed foreign) Argo (UK), Charisma (UK), Decca (UK), Deram (UK), London (UK), L'Oiseau Lyre (UK), Threshold (UK), 20th Century (USA).
 Phonogram Int'l BV (a PolyGram Co.) (IFPI), PO Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn. Tel: (02154) 1-99-11. Cable: PHONINT. Telex: 43400. Telefax: (02154) 1-64-72. Pres.: Aart Duijzen; VP Mktg.: Mathieu Vanswevelt; VP F&A: Hans Hoogveen; VP Bus: Affairs: Paul Felix.
 Labels: (Owned) Casablanca, Fontana, Mercury, Philips, Vertigo.
 Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99-47-36. Dir.: Hans Douw; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Alma Ramchaloon. (Distributor/Importer).
 Pierrot, see Inelco & Charly Prick.
 Platenprod Mij de Goede Hoop, Industriepark 64, 7021 BL Zelhem. Tel: (08342) 31-61. Gen. Mgr.: Mick Froelting.
 Plato, see Disco de Man & Dureco.
 Fluxus, see Megadisc.
 Polydor BV (IFPI) (a PolyGram Co.), PO Box 2057, 1200 CB Hilversum; Albertus Perksr. 35, 1217 NL Hilversum. Tel: (035) 23-49-41. Telex: 73352. Mng. Dir.: Nico van Bieman; Nat'l A&R Mgr.: Harry Knipschild; Promo. Mgr.: Jan Bakema; Press Mgr.: Michael Peterson; Sr. Prod. Mgr.: Tom Steenbergen; Prod. Mgrs.: Jan Loman, Henk Keuter, Richard de Jong.
 Labels: (Owned) Archiv, DG, Heliodor, Karussell, MGM, Metro, Orion, Polydor, Triumph, Verve; (licensed domestic) Hartekijn; (licensed foreign) EG (UK), Fantasy (USA), Fiction (UK), Mtra (Canada), Mirage (USA), Montage (USA), Oyster (USA), Polar (Sweden), RSD (UK, USA), Spring (USA), Track (UK).
 PolyGram BV (IFPI), PO Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn. Tel: (02154) 1-99-11. Telex: 43400. Telefax: (02154) 1-64-72. Pres.: Jan D. Timmer; Exec. VP's: Dr. Herman Franz, David Fine, Dankert Punt; VP: Heinz T. Vogt.
 Note: PolyGram is a multi-media enterprise that creates, records, manufactures, markets, and distributes music on records and tapes. Its activities include music publishing, motion picture and television films, home video, instructional programs, direct marketing and trading.
 PolyGram Nederland BV (IFPI), PO Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn. Tel: (02154) 1-99-11. Telex: 43400. Telefax: (02154) 1-64-72. Pres.: Henk Th. Holsbergen; Exec. VP: Robert A.E. Stuyt; VP: J.N. Hoogveen; PR Dir.: Jan Rubenstein.
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 PolyGram Rec. Opns. The Netherlands, PO Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn. Tel: (02154) 1-99-11. Telex: 43400. Telefax: (02154) 1-64-72. Pres. & Chief Exec. Officer: Ton van den Brink.
 Note: PolyGram Rec. Opns. The Netherlands co-ordinates all music activities of PolyGram in the Netherlands.
 PolyGram Rec. Serv., PO Box 380, 1115 ZH Duivendrecht; van der Madeweg 12-14a, 1099 BT Amsterdam. Tel: (020) 93-48-34. Telex: 12048. Dir.: A.P.J. Roommans.
 Pop-Eye, see Keytone.
 Pop Sound, see Evan Durlacher.
 Prelude, see Vista.
 Charly Prick Music, Vaartweg 168, 1217 SZ Hilversum. Tel: (035) 23-46-46. Telex: 73254. Pres.: Charly Prick.
 Labels: (Owned) Carambo, Hot Spinner, Pierrot.
 Prima Budget Serv. BV, Industrieweg 45-B, 2651 BC Berkel en Rodenrijs. Tel: (01891) 66-10, 50-01. (Fax): Telex: 26385. Dir.: Jan van der Linden; Gen. Mgr.: Angeleke Jongeneel; Sales Mgr.: Jacques Keikema.
 Pro Forma, see Collector.
 Purple Eye Prod'n's BV, Flevolaan 41, Naarden. Tel: (02159) 4-62-66. Telex: 43191. Dir.: J. Brands.
 R C A BV (IFPI), Vreelandseweg 42E, 1216 CH Hilversum. Tel: (35) 1-97-43. Telex: 73232. Mng. Dir.: Donald Burkholder; Controller: Hans Vloemans; Sales Mgr.: Ben ten Katen.
 Labels: (Licensed domestic) Ahoj; (licensed foreign) AZ (France), BBZ Prod'n's (France), BTM, Bluebird (USA), DRG (USA), Erato (France), Flying Dutchman (USA), Gold Mind (USA), Grunt (USA), Gryphon (USA), Ice (UK), Jupiter (Germany), KR (UK), Laurie (USA), Mericana (USA), Millennium (USA), Numero Uno (Italy), Opus Klassiek (Germany), Planet (USA), Pool (Germany), RCA (USA), RCA Gold Seal (USA), RCA Int'l (USA), RCA Pure Gold (USA), RCA Red Seal (USA), RCA Victorla (USA), Regard (UK), Scratch (UK), Seon (Germany), Teldec (Germany), Telefunken (Germany), Why-Fi (UK), Windsong (USA).
 Rackstar, see Telstar.
 Radio Music Nederland, PO Box 338, Bussum. Tel: 4-62-66. Dirs.: Guus Jan sen, Hubert Terheggen.
 Rams Horn Recs. BV, PO Box 26, 2110 AA Aerdenhout. Tel: (023) 29-21-54. Telex: 41193. Dirs.: Guido & Simone Weyprecht; VP: Wim van Durn.
 Labels: (Owned) GW Prod'n's, Rams Horn; (licensed) Bob Cat, Destiny, Moby Dick, Bill Motley, Prelude, Salsoul.
 Record Serv. Benelux BV, Franse Akker 9, 4824 AL Breda. Tel: (076) 48-09-91. Telex: 54926. Mng. Dir.: J.W. Assman; Deputy Gen. Mgr.: P.V. Kuyjeren. (Record Distributor).
 Rec Track Nederland BV, PO Box 113, 3600 AC Maarsse. Tel: (030) 43-11-44. Telex: 40354. Dir., Gen. & Sales Mgr.: M.C. Groeneweld. (Manufacturer/Distributor/Importer/Exporter).
 Red Bullet Prod'n's, PO Box 231, 1200 AE Hilversum. Tel: (035) 85-78-41. Cable: REDBULLET. Telex: 43956. Mng. Dir.: Willem J. van Kooten.
 Religioso, see Vista.
 Reprise, see WEA.
 Ring Recs., Orchiestra 19a, Hilversum. Tel: (02150) 4-38-41. Mng. Dir.: Niels Lucas; Gen. Mgr.: Theo de Vos; Prod'n Mgr.: Nick P. Lucas; Creative Dir.: Joop Dodderer; Co-ord. Mgr.: Mrs. Rietje Riedijk.
 Roadrunner Recs. BV, Willemsparkweg 123, 1071 GW Amsterdam. Tel: (020) 73-60-84. Telex: 26385. Mng. Dir.: Cees Wessels.
 Labels: (Owned) Roadrunner; (licensed) Albion (UK), Attic (Canada), Cherry Red (UK), Clay (UK), Empire (UK), Food For Thought (UK), IC (Germany), Lifesong (USA), Neat (UK), No Future (UK), Rondelet (UK), Secret (UK), Union (Norway).
 Rockaway, see Inelco.
 Rockhouse Recs. BV, Stortenbekerstr. 5, 2421 ES Nieuwkoop. Tel: (01725) 14-32. Telex: 39524. Dir.: Bert Rockhuizen; Gen. Mgr.: Frances Rockhuizen; Sales Mgr.: Cor Sanne. (Licensed to Inelco).
 Labels: (Owned) Kix 4U, Rockhouse; (licensed foreign) Bomp (USA), Harlem (USA), Nervous (UK), Poko (Finland), Red Lightnin' (UK), Solid Smoke (USA), Wildcat.
 Rockrose, see Flying Dutchman.
 Rolling Stones, see Musidor.
 Rotonde BV, Spaarndamseweg 410-414, 2022 EA Haarlem. Tel: (023) 25-85-21. Telex: 41062. Gen. Mgr.: Jan van der Peet; Sales Mgr.: Arjen Luyckx, Cor Ossewaarde.
 Label: (Owned) Circle.
 Route 66, see Swingmaster.
 Royal Conservatory, see Keytone.
 Rubber Recs., NZ Voorburgwal 140, Amsterdam. Tel: (020) 42-59-52.
 Rutogram, Van Ostadestr. 284, The Hague. Tel: (070) 33-76-90, 29-34-87.
 S P M, Abr. Bloemaerstr. 6, 3514 VP Utrecht. Tel: (030) 71-91-74. Telex: 73250. Dir.: Henk Kreeftmeijer; Sales Mgr.: John Wespord.
 S R, see Ivory Tower.
 St. Anna, see Munich.
 Robj Schiff, Buitenbrouwersstr. 6, 1013 GK Amsterdam. Tel: 25-28-58.
 Harry Schoemaker Evangelistic Ass'n, PO Box 525, 3000 AM Rotterdam. (Distributor/Importer).
 Score Recs. BV, Rudonck 16, 4824 AJ Breda. Tel: (076) 41-77-44. Gen. Mgr.: Andre Grootaert.
 Second Life Recs., A.J. Ernststr. 9, 1083 GP Amsterdam. Tel: (020) 42-92-88. Cable: SYLVAINSHOW. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.
 Skyrocket, see Mike Vincent.
 Snake, see Gemini.
 Sonclair, see Vista.
 Sonopresse BV, PO Box 751, Stuwadoorstr. 106, Rotterdam. Tel: (010) 84-47-10, 84-86-47. Telex: 28478. Mng. Dir.: Leo Rintmester.
 Sound-Prod's Holland BV (IFPI), Oud Loosdrechtsebdijk 16a, Loosdrecht. Tel: (02158) 51-01, 19-58. Telex: 43260. Dir.: Gert Vandermeent; Gen. Mgr.: Marijke Bosch; Sales Mgr.: Paul Karling.
 Labels: (Owned) Fidelio; (licensed domestic) Cornemuse, Eurosound/NRO, Futures, Universe; (licensed foreign) ASV (Academy) (UK), BBC (UK), Budapest (Hungary), Burning Sounds (Ireland), CRO (UK), Candide (Germany), Chandos (UK), Charly (UK), Cherry Red (UK), Chyme (Ireland), Claddagh (Ireland), Contemporary (USA), Delos (USA), Delta (Germany), Dolphin (Ireland), EMI-Greece (Greece), Ensayo (Spain), Fono (Germany), Good Time Jazz (USA), Graduate (UK), Grosvenor (UK), Hed Arzi (Israel), Hyperion (UK), Hungaroton (Hungary), Mirror (Germany), Muza (Poland), Plaene (Germany), Playa Sound (France), President (UK), Release (Ireland), Scott (Ireland), Sonodisc (France), Tara (Ireland), Top Spin (Ireland), Triskel (Ireland), Turnabout (UK), Unicorn (UK), Y (UK).
 Sound Track, see Xantippe.
 Space Prod'n, Finnmark 4, 3831 JG Leusden-C. Tel: (033) 94-18-88. Dir.: John Russell.
 Start, see Gemini.
 Stichting Voor Mekaar, Postbus 4688, Amsterdam. Tel: (020) 23-71-40.
 Stof, see Munich.
 Sundown, see Swingmaster.
 Sunset, see EMI Recs.
 Sure Shot Music BV, Lindenheuvel 5, 1217 JV Hilversum. Tel: (035) 4-02-64. Gen. & Sales Mgr.: R. Peters; A&R Mgr. & Prod'r: T. Peters. (Distributor/Exporter).
 Swingmaster, Kruitlaan 21, 9711 TW Groningen. Tel: (050) 12-40-20. Owners & Dirs.: Sem van Gelder, Leo Bruin.
 Labels: (Owned) Swingmaster, (licensed) AGB, Black Magic, Route 66, Sundown.
 T & L Prod'n's, Amersfoortseweg 18, Huis Ter Heide. Tel: (03404) 3-17-28.
 Target, see Boshech.
 Te Deum, see Dureco.
 Telstar Recs. BV, PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir. & Nat'l Repertoire Mgr.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: S. Damschidi; Press, Promo. & Adv. Mgr.: Bert Salden; Export Mgr.: Joseph Verbiest; Radio & TV Promo.: Rudo & Miriam de Raaff, Annie de Reuser; Int'l Repertoire Mgr.: Jean Inneemee.
 Labels: (Owned) F. Gnome, Iris, Kendari, Kikroy, Laudate, Lorelei, Ojee, Rackstar, Telstar.
 Timeless, see Wim Wigt & Dureco.
 Top Format Prod'n's, Parklaan 95, Haarlem. Tel: (023) 32-06-40. Telex: 241538.
 Torsio, see Megadisc.
 Traffic, see Boshech.
 Trent, see Arcade.
 Triumph, see Polydor.
 Tutor Country, see Mike Vincent.
 Unisong Prod'n's, Orange Nassaulaan 25, Amsterdam. Tel: (020) 79-70-47.
 Universe, see Sound-Prod's.
 Universe Prod'n's, Spaarndamseweg 33, Leeuwarden. Tel: (058) 12-01-94, 12-45-22. Pres.: Wobbe van Seijen; Sales Mgr.: S. Müller.
 Univox, Postbus 143, Paterswoldseweg 21A, Groningen. Tel: (050) 12-23-60.
 Unknown, see Collector.
 V I P Recs. BV (IFPI), Emmerstr. 13A, 1211 NE Hilversum. Tel: (035) 1-36-53. Telex: 73166. Dir.: Richard Denekamp; Sales Mgr.: Louis Dobbelaar.
 Labels: (Owned) VIP; (licensed domestic) Egmond; (licensed foreign) All Platinum (USA), Alshire (USA), Applause (USA), Becket (USA), Blueprint (UK), Boardwalk (USA), Buddah (USA), Cadet (USA), Calibre (UK), Checker (USA), Chess (USA), Copacabana (USA), Cream-Hi (USA), De-Lite (USA), Durium (Italy), GNP-Crescendo (USA), Isis (France), Kingdom (UK), Klub (UK), LARC (USA), Melba (France), Motown (USA), Mute (UK), PRT (UK), Precision (UK), Pyramid (France), RMS (USA), Rare Earth (USA), Roulette (USA), Sound of New York (USA), Sugar Hill (USA), TK (USA), Tania (USA), Vanguard (USA), Vogue (France), WMDT (USA).
 V V R, see Mamchia.
 Van den Bosch & Van Nieuwkoop BV/Boni Recs. BV, Lijnbaanstr. 4, Katwijk. Tel: (01718) 2-39-04. Telex: 39010. Co-Pres.: G. van den Bosch, J. van Nieuwkoop; Sales Mgr.: J. Frei.
 Label: (Owned) Break.
 Vara (Omroepvereniging), Postbus 1991, Middenweg 1, 1200 BZ Hilversum. Tel: (035) 71-19-11. Telex: 43212. Dir.: H. Swets; Gen. Mgr.: Th. vander Kolk.
 Label: (Owned) Varagram, Varajazz.
 Varagram, see Vara.
 Varajazz, see Vara.
 Veronica, see Evan Durlacher.
 Verschoor, Dr. A. Kuyperstr. 46, 2841 CK Moordrecht. Tel: (01827) 23-57 Chief Exec.: V. Verschoor.
 Labels: (Owned) Mavis, Panoramic.
 Vertigo, see Phonogram BV & Phonogram Int'l BV.
 Verve, see Polydor.
 Villa, see Arcade.
 Mike Vincent Prod'n's BV, Petrijlaarweg 25, Den Bosch. Tel: (073) 21-41-50. Telex: 41605. Pres.: Marijke Roebert; Gen. & Sales Mgr.: Cees Vermeulen.
 Labels: (Owned) Condor, Skyrocket, Tutor Country, Viengende Hollander.
 Visco Prod'n's BV, Graafsebaan 40, 5242 JM Rosmalen. Tel: (04192) 1-91-51. Telex: 50671.
 Vista Recs., Fiegelstr. 11, 5306 AW Brakel. Tel: (04187) 18-85. Dir.: John A. Vis.
 Labels: (Owned) Canto di Yungelo, Laurens, Vista; (licensed domestic) Bazuin, Editio Laran, Eurosong, Festivo, Glorysound, Jubal, KMK, Martiniphon, Mawogram, Paviljoen, Prelude, Religioso, Soudair.
 Viengende Hollander, see Mike Vincent.
 W E A Int'l BV (IFPI), Burg. Lambouyaan 21, 1217 LB Hilversum. Tel: (035) 1-54-53. Cable: WEARC. Telex: 43510. Mng. Dir.: Hans Tonino; Sales Mgr.: Ger v.d. Meys; Financial Controller: Kees de Wildt; Mktg. Dir.: Ruud Lamers; A&R Mgr.: Herman v.d. Zwan; Promo Mgr.: Imanda Wapenaar; Creative Serv. Mgr.: Rob van Beek.
 Labels: (Owned) Asylum, Atco, Atlantic, Automatic, Cotillion, Elektra, Midi, Nonesuch, Reprise, WEA, WEA Int'l, Warner Bros.; (licensed) Big Tree (USA), Calliope (France), Dark Horse (USA), DiscReet (USA), Enigma (USA), F-Beat (UK), Finnadar (USA), Flarenasch (France), Hexagone (France), Jungle Jam (UK), Korova (USA), Laser (UK), Little David (USA), Malignator (France), Milan (France), Mirage (USA), Paradise (USA), Passport (USA), Planet (USA), Qwest (USA), RFC (USA), Radar (UK), Real (USA), Reprise (USA), Rhinoceros, Riva (USA), She (UK), Sire (USA), Solar (USA), Swan Song (USA), Warner/Curb (USA), Whitfield (USA).
 W S P, see Weton-Wesgram.
 W S P Select, see Weton-Wesgram.
 Warner Bros., see WEA.
 Westland Studios, Industriest. 21, 2671 CT Naaldwyk. Tel: (01740) 2-40-87. Chief Exec.: W.A. Westbroek, P. van der Hout.
 West World Recs., PO Box 633, Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.
 Labels: (Owned) Moonbase, West World.
 Weton-Wesgram BV, Veerlaan 84-92, 3072 ZZ Rotterdam. Tel: (010) 86-11-66. Telex: 28798. Chief Exec.: M.A. Egelshheim; Sales Mgr.: William van Duin.
 Labels: (Owned) DGR, WSP, WSP Select; (licensed) Sesamstraat, Surprise, Walt Disney.
 White Label, see Collector.
 Wim Wigt Prod'n's/Timeless Recs., PO Box 201, Roghorst 303, 6700 AE Wageningen. Tel: (08370) 1-34-40, 1-34-45. Telex: 45991. Dir.: Wim Wigt.
 Label: (Owned) Timeless.

Xantippe Prod'ns BV, Hazepad 8-b, 4825 AV Breda. Tel: (076) 71-01-05.
 Dirs.: J.C.M. Cornel, A.J.M. Vermeulen; Gen. & Sales Mgr.: Jacques Cornel.
 Labels: (Owned) Energy, Klomp, Sound Track, Xantippe.
 Xilovox, Stupdonk 51A, 5715 PD Lierop. Tel: (04920) 4-40-14.
 Labels: (Owned) Canyon, Nose, Peace Pie, Xilovox.
 Zen, see International Rec. Dist'n.

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 Acorn Music, Tabaksweg 6, Ebt. Tel: (08346) 17-34.
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 Artemis BV (Muziekuitgeverij), Gemert van der Veentlaan 4, Baarn. Tel: (02154) 1-95-99, 1-66-83. Cable: MUZARTEM. Telex: 43400. Pres.: Anton Smits; Gen. Mgr.: H.G. v.d. red.
 Associated Artists BV, Postbus 37, Maarssen. Tel: (03484) 28-60. Chief Exec.: Joop Gerrits; Prof. Mgr.: Jochem van Renesse.
 Associated Artists Int'l BV, PO Box 37, Antloepoort 238, Maarssen. Tel: (03465) 6-22-76. Gen. Mgr.: Joop Gerrits; Prof. Mgr.: Jochem van Renesse.
 Atlantica Ed., Zeddamseweg 38, 's Heerenberg. Tel: (08346) 14-36.
 Aussie Music, Henri Dunantstr. 53, Brunssum. Tel: (045) 25-32-08.
 Auteursunie BV, Vonderstr. 90, 1054 GM Amsterdam. Tel: (020) 18-63-24. Gen. Mgr.: Wim van Vught.
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 Benelux Music Publ'g, PO Box 70, 6000 AB Weert; Uitenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Gen. Mgr.: Jacques Hoes.
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 Best Music, Crispynstr. 9, 5171 CH Kaatsheuvel. Tel: (04167) 7-32-70. Mng. Dir.: Peter van Best.
 Bienco Music, Meerzenerweg 313, Maastricht. Tel: (043) 62-20-18. Dir.: J. Vnezelaar; Prof. Mgr.: Johnny Bienco.
 Blow Music CV, Poelhekelaan 10, 5644 TN Eindhoven. Tel: (040) 11-47-94. Mng. Dir.: Ms. Wil van Schalkwijk.
 Bonvoens Music Int'l, see Jonker.
 Bovevill Songs, see Hilversum.
 Broekmans & Van Poppel, Van Baerlestr. 92-94, Amsterdam. Tel: (020) 72-80-84, 79-65-75, 79-61-26. Pres.: G. Ganznotti; Sales Mgr.: P.J.A. Ganznotti.
 Bureau voor Uitgave van Nederlandse Orgelmuziek, Dahlastr. 30, Koog a.d. Zaan. Tel: (075) 16-22-94.
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 C N C Producties BV, Seelingsingel 17, 4811 CN Breda. Tel: (076) 14-16-72. Contact: Angelique van Buuren.
 Carion Music, Nic Beetsstr. 12, 7514 CW Enschede.
 Center Music, Nederland, see Euro-Business-Contacts.
 Centrale Muziekhandel, Coypstr. A23, Amersfoort. Tel: (033) 1-60-70.
 Chameleon Music, see Hilversum.
 Chappell & Co. Holland BV, PO Box 338, Bussum, Flevolaan 41, 1411 KC Naarden. Tel: (02159) 4-62-66. Mgr.: Jan De Winter.
 Cheese Music, Eemmeern 15, Spakenburg. Tel: (03499) 23-70. Telex: 41605 Telekom/NL Spring.
 Chinchilla Music, see St. Charles.
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 Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Dir.: Leen La Riviere.
 Coolwine Music, see Roba.
 Corona Int'l, Margrietlaan 28, 1735 HE 't Veld. Tel: (02262) 21-34. Dir.: Jan C. Buijs.
 Crusade Music, Stationsweg 43, Hoogeveen. Tel: (05980) 9-26-35.
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 Joh. de Heer & Zn. BV (Handelmij), Rozenlaan 113, Rotterdam. Tel: (010) 22-09-88. Dir.: J.A. de Heer.
 Dennis Music BV, PO Box 585, Bloemstr. 120, 1200 AN Hilversum. Tel: (035) 1-27-61. Telex: 41998. Dymmer: Willelm Boshech; Gen. Mgr.: Ronny Boshech van der Laan.
 De Toorts (Muziekuitgeverij), PO Box 576, Nijverheidsweg 1, Haarlem. Tel: (023) 31-93-60.
 Dirty River Prod'ns, Utrechtseweg 10a, Hilversum. Tel: (035) 4-03-34. Mng. Dir.: Ferry Wienneke.
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 Dutch Nat'l Group of EFPI, see NVPI.
 Gaudeamus Foundation (Promotion of Contemporary Music), Swammerdamstr. 38, 1091 RV Amsterdam. Tel: (020) 94-73-49.
 Genootschap van Nederlandse Componisten (Society of Dutch Composers), Marius Bauerstr. 30, 1062 AR Amsterdam. Tel: (020) 15-68-22. Pres.: Reinbert de Leeuw.

Jeugd & Muziek (Youth & Music), Roemer Visserstr. 42, 1054 EZ Amsterdam. Tel: (020) 16-37-01, 76-75-11. Gen. Mgr.: Jur Naessens; Rec'g Eng.: Bart Hermelijn.

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Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bothus; Sales Mgr.: Wim Trouw.

Arcade Recs. BV, Industneweg 11, 4131 NK Vianen. Tel: (03473) 7-21-04. Telex: 40420. Mng. Dir.: Herman Heinsbroek; Sales Mgr.: Rien van Hooydonck.

Herman Batalejan Promos., Moerbeigaarde 112, Zoetermeer. Tel: (079) 31-36-37. Gen. Mgr.: Herman Batalejan; Sales Mgr.: Verona Vanessa.

Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: Sjayer Damschidi.

Best Music, Crispynstr. 9, 5171 CH Kaatsheuvel. Tel: (04167) 7-32-70. Mng. Dir.: Peter van Best.

Louis Bolsius Theater & Organisatieburo BV, Nieuwlandstr. 28, 5038 SN Tilburg, Noord-Brabant. Tel: (013) 36-30-77. Cable: BDLSIUS. Telex: 52734. Pres.: L.J.M. Bolsius.

Conamus (Foundation), PO Box 929, 1200 AX Hilversum. Tel: (035) 1-90-18. Mng. Dir.: John De Mol.

Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Pres.: Leon La Riviere; Gen. Mgr.: Nico Zwarts.

Cosmos Prod'n, PO Box 250, Kerkrade NL. Tel: (045) 45-45-01. Gen. Mgr.: J.H. Smith; Sales Mgr.: W. Toussaint.

Disco-Serv., PO Box 3524, Amsterdam. Tel: (020) 16-32-42.

E & E Prod'n, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

E P M S (European Promo. & Mgmt. Serv.), Amsteldijk Noord 149, 1183 TK Amstelveen. Tel: (020) 45-53-53. Telex: 12938. Pres. & Co-ord.: Theo Roos.

Fleet Benelux BV, Lindendreef 3, 1217 VB Hilversum. Tel: (35) 23-18-47. Telex: 73335. Mng. Dir.: Robert A. Aardse.

Flying Dutchman, Amsteldijk Noord 149, 1183 TK Amstelveen. Tel: (020) 45-53-53. Telex: 12938. Pres.: Theo Roos.

Foho Groep BC, PO Box 1806, Naarderstr. 35, 1200 BV Hilversum.

Joop Koekoek, Provincialeweg 47, Krommenie. Tel: (075) 21-50-21. Gen. & Sales Mgr.: Joop Koekoek.

Jonker Prod'n (div. of Bonovon BV), Kapittelweg 391, 1216 JC Hilversum. Tel: (035) 1-04-53. Telex: 43595. Mng. Dir.: Walther Ploos van Amstel.

Lion Artists Mgmt. BV, Moltzerof 20, 3052 VA Rotterdam. Tel: (010) 22-52-22. Dir.: H. van der Mey.

Mamcha Music BV Int'l, Pettelaarseweg 25, 5216 BG Den Bosch. Tel: (073) 21-41-50. Telex: 41605. Pres.: Marijke Roberst.

Mopj Concerts BV, PO Box 3035, 2061 DA Delft. Tel: (015) 12-19-80. Dirs.: Leon Ramakers, Berry Visser.

Munch Recs. BV, Albert Schweitzerlaan 9, 6721 AW Bennekom. Tel: (08389) 67-77. Pres.: J.C. Zomer; Gen. Mgr.: Ben Mattijssen; Sales Mgr. Huub Trautwein.

Muziek & Showbureau Jan Vis BV, Graafsebaan 40, 5242 JM Rosmalen. Tel: (04192) 1-91-51. Telex: 50671. Mng. Dir.: Jan Vis.

National Disc Jockey Drg., PO Box 633, Amsterdam. Tel: (020) 16-32-42.

National Promoting System, PO Box 1035, 2302 BA Leiden. Tel: (071) 12-61-75. Pres.: Fred van Duuren.

Number One Music Holland BV, Gallenkampsweg 31, Soest. Tel: (02155) 1-03-10. Mng. Dir.: Eric Boom.

Pico, Ganzenhoef 28, Amsterdam. Dir.: Hans Douw; Gen. Mgr.: K. Kuiper; Sales Mgr.: A. Ramschalaan.

Ring Recs., Orchideestr. 19a, Hilversum. Tel: (02150) 4-38-41. Mng. Dir.: Nick Lucas; Gen. Mgr.: Theo de Vos; Prod'n Mgr.: Nick P. Lucas; Creative Dir.: Joop Doderer; Co-ord. Mgr.: Mrs. Rietje Riedijk.

Sylvan's Show Prod'n, A.J. Ernststr. 9, 1083 GP Amsterdam. Tel: (020) 42-92-88. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.

Universe Prod'n, Spaanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seyen; Sales Mgr.: Wim de Vries.

Aad van Holstein, Beelstr. 64, 2672 VJ Naaldwijk. Tel: (01740) 3-03-35.

Ben Vreuberg, St. Camer 46, De Bilt. Tel: (030) 76-27-55.

Wim Wigt Prod'n, PO Box 201, Roghorst, 303, 6700 AE Wageningen. Tel: (08370) 1-34-40. Chief Exec.: Wim Wigt.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22-91-23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.

Audio: Cassette, open reel.

Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: Sjayer Damschidi.

(PKG-audio only)

Audio: 8-tr., cassette.

C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Arens.

Audio: Cassette.

E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden; Industrielaan 24, 5406 XC Uden. Tel: (04132) 6-81-55. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller.

Audio: Cassette.

Flame Concern, Schippersstr. 5, Amsterdam. Tel: (020) 23-46-92. Gen. Mgr.: Jon Peijters.

Audio: Cassette.

M C R Prod'n BV, Hooglandseweg 62, 3813 AS Amersfoort. Tel: (033) 72-34-01. Telex: 79388. Mng. Dir.: Foppe Damste.

Audio: Cassette.

Mirasound, Buddezzand 4, 7384 CA Wip. Tel: (05712) 39-00. Dir.: G. Voskyulen.

Audio: Cassette, open reel.

Polydor BV, Albertus Perksstraat 35, 1217 NL Hilversum. Tel: (035) 234941.

Telex: 73352. Mng. Dir.: Nico van Biemen.

Audio: Cassette.

Sonortape Nederland BV, PO Box 113, Zonnebaan 42, 3600 AC Maarssen. Tel: (030) 43-11-44. Telex: 40354. Chief Exec.: M.C. Groeneveld.

Audio: Cassette.

Van der Garde's Audio Studios BV, de Wetstr. 10-12, 6814-AP Arnhem. Tel: (0031) 85-22-91-23. Dir.: Gert van der Garde.

Audio: Cassette.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

E & E Prod'n, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

S P M, Abr. Bloemertstr. 6, 3514 VP Utrecht. Tel: (030) 71-91-74. Telex: 73250. Dir.: Henk Kreeftmeijer; Sales Mgr.: John Westdorp.

Video: Cassette.

ENVELOPES & MAILERS

Aktuprint, PO Box 1392, 1000 BJ Amsterdam. Tel: (020) 22-74-94, 22-74-66. Telex: 16015. Gen. Mgr.: Ronald Blankenstein; Sales Mgr.: Emanuel Damsteeg.

Joh. de Heer & Zn. BV (Handelmitj.), Rozenlaan 113, Rotterdam. Tel: (010) 22-09-88. Dir.: J.A. de Heer.

E & E Prod'n, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

Nederlandse Normaard Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nijverheidsweg Noord 126-128, Amersfoort. Tel: (033) 63-16-64. Telex: 79448.

JACKETS & SLEEVES LABELS, DISK

Aktuprint, PO Box 1392, 1000 BJ Amsterdam. Tel: (020) 22-74-94, 22-74-66. Telex: 16015. Gen. Mgr.: Ronald Blankenstein; Sales Mgr.: Emanuel Damsteeg.

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bothus; Sales Mgr.: Wim Trouw. (Jackets & Sleeves only-LP & Videodisk)

C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Arens.

E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden; Industrielaan 24, 5406 XC Uden. Tel: (04132) 6-81-55. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller.

Magnetronics BV, de Wetstr. 12, Arnhem 6814 AP. Tel: (085) 22-91-23. Dir.: Alfred van der Garde. (Labels only)

Nederlandse Normaard Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nijverheidsweg Noord 126-128, Amersfoort. Tel: (033) 63-16-64. Telex: 79448.

Dlman Handelsmaatschappij BV, PO Box 84, A. Einsteijweg 3, Alphen a/d Rijn. Tel: (01720) 3-16-31. Telex: 39796. (Labels only-45 & LP)

Arno van Orsouw BV, Oostenburgvoozstr. 71, 71-73, 1018 MP Amsterdam. Tel: (020) 22-28-98, 25-21-13. Telex: 13442. Mng. Dir.: Arno van Orsouw.

Drukkerij van de Steeg BV, Industrieterrein de Slank, Lenteweg 8, 7500 AC Enschede. Tel: (053) 61-33-44. Telex: 44401. Pres.: J.W. v.d. Steeg; Sales Mgr.: H.H. Smit. (Sleeves only)

Zeeafdrukkerij van Beers, Postbus 1123, West Havendijk 14, 4703 NZ Roosendaal. (Sleeves only)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Aktuprint, PO Box 1392, 1000 BJ Amsterdam. Tel: (020) 22-74-94, 22-74-66. Telex: 16015. Gen. Mgr.: Ronald Blankenstein; Sales Mgr.: Emanuel Damsteeg.

Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacques Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: Sjayer Damschidi.

Audio: Cassette labels.

Nederlandse Normaard Drukkerij (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nijverheidsweg Noord 126-128, Amersfoort. Tel: (033) 63-16-64. Telex: 79448.

Audio: Inlays.

Video: Boxes.

Arno van Orsouw BV, Oostenburgvoozstr. 71, 1018 MP Amsterdam. Tel: (020) 22-28-98, 25-21-13. Telex: 13442. Dir. Arno van Orsouw.

Audio: Cartridge labels.

RAW MATERIALS

DISK & TAPE MANUFACTURING EQUIPMENT

Rox Handelsonderneming BV, PO Box 36, 5140 AA Waalwijk; Grotestr. 69, 5141 JN Waalwijk. Tel: (04160) 3-25-81. Cable: ROXS. Telex: 35040. Chm.: Chrs van Delft.

Product: AMBROSIO, DIETVORST, APREVIL PVC record compound, press molds.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Utrecht. Tel: (030) 61-29-21. Cable: AMPEX. Telex: 47856. Mgr.: G.C.A. de Jong.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).
Audioscript BV, Postbus 82, Nieuw Loosdrechtsejdijk 107, Loosdrecht. Tel: (02158) 5104. Dirs.: P. de Ruig, J.L. Cluysenaar.
Product: Record—replacement styli.
Inetco Nederland BV, Turfstecker 63, 1431 GD Aalsmeer. Tel: (02977) 28855. Cable: INTELECT. Telex: 14683. Pres.: P.J. Goemaere.
Product: Record—carrying & storage cases, record care prods.
Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99-47-36. Dirs.: Hans Dour, Gen. Mgr.: Kees Kuiper; Sales Mgr.: Alma Ramchalaon.
Product: Record—carrying & storage cases, record care prods., 45 rpm adapters, replacement styli.
Drukkerij van de Steeg BV, Lenteweg 8, 7500 AC Enschede. Tel: (053) 61-33-44. Telex: 44401. Pres.: J.W. v.d. Steeg; Sales Mgr.: H.H. Smit.
Product: Record & Tape—carrying & storage cases.

• **store fixtures**

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis; Sales Mgr.: Wim Trouw.
Product: Record & tape browser boxes, display racks, divider cards.

• **promotional merchandising aids**

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists.
Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis; Sales Mgr.: Wim Trouw.
Product: Posters (M).
Drukkerij van de Steeg BV, Lenteweg 8, 7500 AC Enschede. Tel: (053) 61-33-44. Telex: 44401. Pres.: J.W. v.d. Steeg; Sales Mgr.: H.H. Smit.
Product: Posters.

NEW ZEALAND

Population: 3,175,000.
 Rate of exchange: \$1 (US) = 1.51 NZ dollar.
 Per capita income: \$6,650.
 Holidays: January 1, April 25 (Anzac Day), Good Friday, Easter Monday, June 5 (Queen's Birthday), October 25, December 25, 26.

• **record & tape manufacturers / distributors / importers**

Archiv, see PolyGram.
 Argo, see PolyGram.
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 Bumble, see Jayrem.
C B S Recs. (New Zealand) Ltd. (IFPI), PO Box 37-277, Parnell, Auckland. Tel: (09) 79-75-08. Cable: CBSREC. Telex: 21490. Mgr.: Murray Thom; Finance Mgr.: Michael Glading.
Labels: (Domestic) CBS, Epic, Portrait, XSF; (licensed domestic) Ripper, Stebbing; (licensed foreign) Boardwalk (USA), Geffen (USA), Jet (UK), Nempcor (USA).
Capitol, see EMI.
Charisma, see PolyGram.
Cherry Pie, see Festival.
Columbia, see EMI.
Cotillion, see WEA.
D G, see PolyGram.
Decca, see PolyGram.
Destiny, see Sacred.
EMI (New Zealand) Ltd. (IFPI), PO Box 30849, 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Telex: 3413. Mng. Dir.: D. Snell.
Branches: Auckland, PO Box 1931. Tel: 775-385. Telex: 2283.
Labels: (Domestic) Capitol, Columbia, EMI, HMV, Harvest; (licensed) Arista (USA), BBC (UK), Disneyland (USA), Liberty (USA), RAK (UK).
Eelman, see Jayrem.
Elektra, see WEA.
Epic, see CBS.
Festival Recs. (NZ) Ltd. (IFPI), 69 Carlton Gor Rd., Newmarket, Auckland 2. Tel: 33-885. Telex: 60569. Gen. Mgr.: Jerry Wise; Nat'l Promos. Mgr.: Victor Stent.
Labels: (Domestic) Festival, Interfusion; (licensed domestic) Cherry Pie, Key, Mushroom NZ, Propeller; (licensed foreign) A&M (USA), ATA (Australia), Ariola (USA), Arista (UK, USA), Bearsville (USA), Benny Bird (USA), Blackbird (USA), Bronze (UK), Chrysalis (UK), Concord (USA), DJM (UK), Fantasy (USA), Festival (Worldwide), GNP Crescendo/Accent (USA), Gallo (France), Hispavox (Spain), Island (UK, USA), Jive (UK), Magnet (UK), Mainstream (USA), Milestone (USA), Monument (USA), Mushroom (Australia), ONJ (USA), Prestige (USA), Project 3 (USA), Ranwood (USA), Rel (UK), Runaway (UK), Shelby Singleton group (USA), Shelter (USA), Stanyan (USA), Stax (USA), Takoma (USA), Telstar (Netherlands).
Five Star, see Ode.
Golden Editions, see Music World.
H M V, see EMI.
Harvest, see EMI.
Hibiscus, see Kiwi/Pacific.
Hoghton Hughes Ltd., see Music World.
Inn, see Innovation.
Innovation Ents. Ltd., PO Box 45-108, 27 Bayside Ave., Te Atatu, Auckland 8. Tel: 44-444. Mng. Dir.: Erol J. Peters; Gen. Mgr.: Ginny Peters; Sales Mgr.: Austin Roberts.
Labels: (Domestic) Inn, Innovation; (licensed) Canary, E-Volve, Raven (all USA).
Interfusion, see Festival.
Jayrem Recs. Ltd., PO Box 3054, Wellington. Tel: 723-607. Telex: 30135. Mng. Dir.: James Moss; Sales Mgr.: Neil Campbell; A&R: John Mowat.
Labels: (Domestic) Jayrem; (licensed domestic) Bumble, Eelman, Ripper; (licensed foreign) Audiofidelity, Bainbridge, Contemporary, DRG, Gusto, Intersound, Laff, Sesame Street, Sheffield Lab, Turnabout (all USA); IREC (Italy), Saar (Italy).

K-tel Int'l (New Zealand) Ltd., PO Box 2614, 149 Victoria St., Auckland 1. Tel: 797-166.
Key, see Zodiac & Festival.
Kiddidisc, see Music World.
Kiwi, see Kiwi/Pacific.
Kiwi/Pacific Recs. Ltd., PO Box 826, 182 Wakefield St., Wellington. Tel: 849-981. Cable: KIWITONE. Mng. Dir.: Tony Vercoe.
Labels: (Domestic) Hibiscus, Kiwi, Tartar.
Koala, see Music World.
Mandrill, see PolyGram.
Marmalade Recs. (NZ) Ltd., 11 Stardee St., Wellington. Tel: (04) 859-050. Telex: 3850. Mng. Dir.: Rocky Douche; Gen. Mgr.: Steve Robinson.
Label: (Domestic) Toast.
Maui Recs., 87 Wilson St., Hawera Taranaki. Tel: 7537. Cable: MAUI. Contact: Eddie Prime; Gen. Mgr.: Dalvanus Prime; Sales Mgr.: Barletta Prime.
Mercury, see PolyGram.
G. W. Moore Ltd., PO Box 29012, Greenwoods Corner, Auckland. Label: (licensed) Singcord (USA).
Mushroom NZ, see Festival.
Music For Millions, see Music World.
Music World Ltd. (Hoghton Hughes Ltd.) (IFPI), Private Bag, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Telex: 4611. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Biffin.
Labels: (Domestic) Kiddidisc, Golden Editions, Koala, Music For Millions, Music World, Tee Vee; (licensed) Arrowtubs (UK), Astor (Australia), Barnaby (USA), Beatt (UK), Boot (Canada), Carlton (Ireland), Cherry Red (UK), Crest (Australia), Cyclone (USA), Damont (UK), Dyna House (Australia), EMS (Australia), Ember (UK), Emerald (USA), Enterprise (UK), Everest (USA), Fable (Australia), GRT-Janus (USA), Galax (UK), Gusto (USA), Hawk (Ireland), Image (Australia), Ivan Berg (UK), J&B (Australia), Jupiter (Germany), Karma (Germany), Locomotive (France), Magnetic Video Corp. (USA), Mulligan (Ireland), Multiple Sound (UK), No Future (USA), Paradise (USA), Peter Pan (USA), Pickwick Int'l (UK), Rediffusion (UK), Release (Ireland), Scepter (USA), Slick (USA), Sonet (Sweden), Specialty (USA), Sportsdisc (UK), Springboard (USA), Summit (Australia), Sutton-Miller (USA), Sydney Thompson (UK), Victor (Japan), W&G (Australia), Wand (USA).
Henry B. Norcross, PO Box 21-101, Auckland 8. Tel: (83) 67-019. Cable: HENRYBEE. Mng. Dir.: Henry B. Norcross; Gen. Mgr.: John F. Parker; Sales Mgr.: Ian R. Jackson; Educational Mgr.: Graham J. Wadams.
Ode Rec. Co. Ltd., 199 Karangahape Rd., Auckland. Tel: 790-007. Mng. Dir.: Terence P. O'Neill-Joyce; Gen. Mgr.: Robyn Kennerley.
Labels: (Domestic) Five Star, Ode, Sonet, Thyme; (licensed) Accent (Belgium), Anolo-Eurodisc (Germany), Avan-Guard (Australia), Black Box (Germany), Chandos (UK), EMI-Electrola (Germany), Fidelity Sound (USA), Gramavision (USA), Half-Moon (USA), Harmonia Mundi (France), Hungaroton (Hungary), Rounder (Ireland), Stony Plain (Canada), Sunset (France), Supraphon (Czechoslovakia), Vanguard (USA).
Osborn Inds. Ltd., PO Box 212, Hastings. Tel: 66-621. Cable: MUSELEC. Mng. Dir.: David W. Osborn.
Labels: (licensed foreign) Benson (USA), Celebration (UK), Kingsway (UK), Maranatha! (USA), Sparrow (USA).
Philips, see PolyGram.
Polydor, see PolyGram.
PolyGram Recs. Ltd. (IFPI), PO Box 37-452, Auckland. Tel: 775-663. Telex: 2951. Sales & Mktg. Gen. Mgr.: Nigel Sandiford; Nat'l Prod. Mgr.: Lorraine Tennet; Nat'l Promos. Mgr.: Robyn Williams.
Labels: (Domestic) Archiv, Argo, Charisma, DG, Decca, Mercury, Philips, Polydor, RSO, Solid Gold, Vertigo, Verve; (licensed domestic) Mandrill, Reaction; (licensed foreign) ECM (Germany), MCA (USA), Motown (USA), PRT (UK), Pablo (USA), Rocket (UK).
The Ponsonby Gramophone Rec. Co. Ltd., 112 Albert St., Auckland. Tel: 362-295. Cable: DIRECORD.
Labels: (Domestic) Ponsonby Gramophone; (licensed) CTI, Kudu, Lifesong (all USA).
Portrait, see CBS.
Propeller, see Festival.
R C A Ltd. New Zealand (IFPI), PO Box 37058, Vacation House, 4th fl., 60 Parnell Rd., Auckland 1. Tel: (09) 790-661. Cable: RCA. Telex: 2208. Mng. Dir.: Brian C.W. Smith; Gen. Mgr.: Barry Forrester; Promos./Label Mgr.: David Moule.
Labels: (licensed foreign) Buddha (USA), Carrere (France), Creole (UK), Laurie (USA), Lifesong (USA), Logo (UK), Millennium (USA), Mute (UK), Planet (USA), Polar (Sweden), Powderworks (Australia), Radiolike (UK), Regard (UK), Salsoul (USA), Sugar Hill (USA), Tembo (UK), Transatlantic (UK), Wizard (Australia).
R S O, see PolyGram.
R T C (New Zealand) Ltd. (IFPI), PO Box 3825, 487 Parnell Rd., Parnell, Auckland. Tel: 799-963. Telex: 21831. Mng. Dir.: Brian Pitts; Comm'l Mgr.: Karma Fitzgerald; Finance Dir.: Patrick O'Sullivan.
Labels: (Domestic) RTC; (licensed domestic) CBS, Epic, Fontana, Golden Hour, Harmony, MGM, Mercury, Philips, Polydor, Polystar (all mid-price & budget lines) (licensed foreign) Albion (UK), Alligator (USA), Armageddon (UK), Aura (UK), Beggars Banquet (UK), Cherry Red (UK), Dindisc (UK), Factory (UK), 4 AD (UK), Fresh (UK), Frontline (UK), Graduate (UK), Ice (UK), KR (UK), Liberation (Australia), Missing Link (Australia), Nems (UK), PVK (UK), Passport (USA), Polish (USA), Rockburgh (UK), Rondelet (UK), Safari (UK), Situation Two (UK), Statik (UK), Stiff (UK), Supermusic (UK), Videomaster (UK), Virgin (UK).
Reaction, see PolyGram.
Reader's Digest Ass'n (NZ) Ltd., PO Box 37073, Parnell, Auckland 1. Tel: 770-339. Cable: READIGEST. Gen. Mgr.: Robert Morley.
Record Warehouse Ltd., Box 6171, 14 Ourham St., Auckland. (One-Stop/Rack Jobber)
Reprise, see WEA.
Jim Riley, 28 Sylvan Park Ave., Milford, Auckland. (Distributor)
Ripper, see CBS & Jayrem.
Sacred Recs. (NZ) Ltd. (IFPI), Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: Peter R. Harris; Sales Mgr.: G.D. Aiken.
Labels: (Domestic) Destiny, Sacred; (licensed) Canaan (USA), Dayspring (USA), Good News (USA), Image 7 (Canada), Light (USA), Myrrh (USA), New Song (USA), Sacred (USA), Seed (USA), Solid Rock (USA), Word (Canada, UK, USA).
Solid Gold, see PolyGram.
Sonet, see Ode.
Stebbing, see CBS.
Stetson Recs. Ltd., PO Box 77, Waikanae. Tel: Wellington 769-215. Telex: 31258. Mng. Dir.: Stewart Macpherson.
Tartar, see Kiwi/Pacific.
Tee Vee, see Music World.
Thyme, see Ode.
Toast, see Marmalade.
Vertigo, see PolyGram.

Verve, see PolyGram.
Viking Seven Seas Ltd. (IFPI), PO Box 1431, 5-9 Tory St., Wellington. Tel: 859-759. Cable: VIKSEVEN. Mng. Dir.: Murdoch Riley; Gen. Mgr.: Keith Southern.
Labels: (licensed) Aishire (USA), Argo (UK), Carina (Australia), MPS (Germany), Monitor (USA), Turnabout (USA).
W E A Recs. Ltd. (IFPI), PO Box 2915, 14-18 Federal St., Auckland. Tel: 771-699. Cable: WEAREC. Telex: 2839. Mng. Dir.: Tim Murdoch.
Labels: (Domestic) Asylum, Atco, Atlantic, Cotillion, Elektra, Reprise, WEA Int'l, Warner Bros.; (licensed foreign) Avenue, Beserke, Big Tree, Big Time, Dark Horse, Dolphin, Duff, Emerald City, F-Beat, Full Moon, Hansa, Korova, Mirage, Modern, Muscian, Paradise, Planet, Quest, Radar, Real (UK), Regular, Riva, Sire, Slash, Solar, Swan Song (USA), Warner, Whitfield.
Warner Bros., see WEA.
X S F, see CBS.
Zodiac Recs. Ltd. (IFPI), 108-110 Jervois Rd., Auckland 2. Tel: 761-218, 762-426. Mng. Dir.: E.C. Stebbing; Sales Mgr.: E. MacCallum.
Labels: (Domestic) Key, Zodiac; (licensed) Carina (Australia), Telefunken (Germany).

• **music publishers**

Anton's Songs, Private Bag, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes.
Chappell & Co. Ltd., PO Box 68448, Newton, Auckland. Tel: 777 Griffin Rd., 2d fl., Auckland. Tel: 793-590. Telex: 2951. Gen. Mgr.: David M. Bolden.
Innovation Music Ltd. (APRA), 27 Bayside Ave., Te Atatu, Auckland 8. Tel: 44-444. Mng. Dir.: Erol J. Peters; Gen. Mgr.: Ginny Peters.
Josephine & Ephraim Music, 87 Wilson St., Hawera Taranaki. Tel: 7537. Gen. Mgr.: Barletta Prime; Gen. Mgr.: Dalvanus Prime, Prof. Mgr.: Eddie Prime.
Kiwi Music, PO Box 826, 182 Wakefield St., Wellington. Tel: 849-981. Cable: KIWITONE. Mng. Dir.: Tony Vercoe.
Ode Music, 199 Karangahape Rd., Auckland. Tel: 790-007. Mng. Dir.: Terence P. O'Neill-Joyce.
Oriando Music (NZ) Ltd., 13 Stardee St., Wellington. Tel: (04) 859-051. Telex: 3850. Dir.: Rocky Douche; Gen. Mgr.: Jeanie Douche.
Peer-Southern Org., see Southern.
Ponsonby Gramophone, 112 Albert St., Auckland. Tel: 362-295.
R T C Music (Publ's) Ltd. (APRA), PO Box 3825, Auckland. Tel: 799-964. Telex: 21831. Mng. Dir.: Brian Pitts; Gen. Mgr.: Patrick O'Sullivan.
Sandy Music Co. Ltd. (APRA), 5-7 Tory St., Wellington. Tel: 859-759. Cable: VIKSEVEN. Mgr.: Murdoch Riley.
Southern Music Publ'g Co. (Australasia) Pty. Ltd., PO Box 656, 12 Security Bldg., 198 Queen St., Auckland C1. Tel: 23-851. Cable: SOUTHMUSIC.
Stetsons (Gen. of Stetson Prods'ns Ltd.), PO Box 77, Waikanae. Tel: Wellington 769-215. Telex: 31258. Mng. Dir.: Stewart Macpherson.
W E A Music Ltd., PO Box 2915, 14-18 Federal St., Auckland. Tel: (09) 771-699. Cable: WEAREC. Telex: 2839. Mng. Dir.: Tim Murdoch.
Word/Lexicon Music Group (ASCAP), Dxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris; Gen. Mgr.: D. Moore.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
New Zealand Electronics Mfrs. Federation, PO Box 9130, Wellington. Tel: (4) 843-688. Telex: 31129. Sr. Exec. Officer: Noel Dery.
Recording Industry Ass'n of New Zealand Inc., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Exec. Officer: F.W. Smith.
Video Ass'n of New Zealand Inc., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Exec. Officer: F.W. Smith.
CATALOG SERVICES
Record Publ's Ltd., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Mng. Dir.: F.W. Smith. (Rec. only)
Whitcoulls Ltd., Stone St., Miramar, Wellington. Tel: 848-039. Prod. Div. Branch Mgr.: D.A. Pemberton.
LICENSING ORGANIZATIONS, MUSIC
**A P R A (Australasian Performing Right Ass'n Ltd.), BNSW Bldg., 318-324 Lambton Quay, Wellington. Tel: 724-430 (Performing rights only).
 Phonographic Performances (New Zealand) Ltd., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Mng. Dir.: F.W. Smith. (Performing rights only)**

LICENSOR, RECORD & TAPE
Word/Lexicon Music Group (NZ) Ltd., Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris; Sales Mgr.: G.D. Aiken.
PLATING, PROCESSING & PRESSING PLANTS
EMI Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell.
RECORD PROMOTION
Record Publ's Ltd., PO Box 9241, Wellington. Tel: 843-523. Telex: 30200. Mng. Dir.: F.W. Smith.
Word/Lexicon Music Group (NZ) Ltd., Dxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris; Sales Mgr.: G.D. Aiken.

TAPE CUSTOM DUPLICATORS
EMI Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell.
Audio: Cassette.
PolyGram Recs. Ltd., PO Box 37-452, Auckland. Tel: 775-663. Telex: 2951. Sales & Mktg. Gen. Mgr.: Nigel Sandiford.
Audio: Cassette.
Tape Transcriptions Ltd., PO Box 8665, Symonds St., Auckland. Tel: 798-734. Mng. Dir.: Phil T. Stebbing.
Audio: Cassette.

• **supplies**

EMPTY CARTRIDGES, CASSETTES & REELS
Videx Systems Ltd., PO Box 31-029, 48 Elice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson; Technical Dir.: Gareth Jones.
Brand name: AMPEX.
ENVELOPES & MAILERS
Whitcoulls Ltd., Stone St., Miramar, Wellington. Tel: 848-039. Prod. Div. Branch Mgr.: D.A. Pemberton.
JACKETS & SLEEVES
Cello-Kraft Ltd., PO Box 15-079, Miramar, Wellington 3. Tel: 886-831. Mng. Dir.: E.L. Verrall.
Rotowax Ltd., 90-100 Hanson St., Wellington. Tel: 894-095.
Whitcoulls Ltd., Stone St., Miramar, Wellington. Tel: 848-039. Prod. Div. Branch Mgr.: D.A. Pemberton.

LABELS, DISK

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell.
Whitcoulls Ltd., Stone St., Miramar, Wellington. Tel: 848-039. Prod. Div. Branch Mgr.: D.A. Pemberton.

POLYETHYLENE BAGS & SHRINKWRAP

Whitcoulls Ltd., Stone St., Miramar, Wellington. Tel: 848-039. Prod. Div. Branch Mgr.: D.A. Pemberton. (Poly Bags only)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert (New Zealand) Ltd., GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1. Tel: 34-743/717. Telex: 2934.
Audio: 8-tr., cassette, open reel.
Video: Blank—1/2" Beta & VHS cassette, V2000, SVC/LVC; raw—2" quad, 1" open reel, 3/4" U-Matic cassette, 1/4".

Ampex, see Videc.
Capitol, see EMI.
E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: D. Snell. (Blank only)
Audio: EMI, CAPITOL Cassette.

Magnetic Prods. Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson.
Audio: Blank—PYRAL 2", 1" & 3/4" open reel, cassette; raw—1/4" cassette.
Video: Blank—PYRAL 1/4" cassette.

Music World Ltd. (Hoghton Hughes Ltd.), Private Bag, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Biffin. (Blank only)
Audio: Cassette.

Philips, see PolyGram.
PolyGram Recs. Ltd., PO Box 37-452, Auckland. Tel: 775-663. Telex: 2951. Sales & Mktg. Gen. Mgr.: Nigel Sandiford.
Audio: PHILIPS Cassette.

Pyral, see Magnetic Prods.
Videc Systems Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson; Technical Dir.: Gareth Jones.
Audio: Blank—AMPEX 2", 1" & 3/4" open reel, cassette; raw—1/4" cassette.
Video: Blank—AMPEX 2" & 1" open reel; 3/4" cassette, 1/2" Beta & VHS cassette; raw—2", 1/2" cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT
Magnetic Prods. Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson.
Brand name: OTARI

• accessories

Agfa-Gevaert (New Zealand) Ltd., GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1. Tel: 34-743/717. Telex: 2934.
Product: Tape-carrying & storage cases (audio), head cleaners (audio, video).
Music World Ltd. (Hoghton Hughes Ltd.), 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Biffin.
Product: Record-record care prods., storage racks; Tape-head cleaners, demagnetizers, cassette storage racks.

Videc Systems Ltd., PO Box 31-029, 48 Ellice Rd., Auckland. Tel: (09) 444-6085. Telex: 60044. Mng. Dir.: Greg Watson; Technical Dir.: Gareth Jones.
Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equipment.

NICARAGUA

Population: 2,615,000.
Rate of exchange: \$1 (US) = 10 cordoba.
Per capita income: \$850.
Holidays: January 1, Easter Week, May 1 (Labor Day), July 19 (Liberation Day), September 14 (Battle of San Jacinto), September 15 (Independence Day), October 12 (Columbus Day), December 25.

• record & tape manufacturers / distributors / importers

Dicesa (Discos Centroamericanos SA), Colonia Centro America K. No. 655, Managua. Tel: 26501.
Home office: El Salvador (see for label information).
Dideca (Discos de Centroamerica SA), Apdo. 2144, Managua. Tel: 23915.
Cable: ARDELI. Mgr.: Armando Delgado.
Home office: Guatemala (see for label information).
Fernando Flores, Del ATC 75 Varas al Norte-Fte. Dr. Filiberto H. Adams, Leon. Tel: 4100.
Indica (Nicaragua) SA, Apdo. 2622, Colonia Centroamerica K-655, Managua. Tel: 71523. Sales Mgr.: Yelia Rocha Silva.
Home office: Costa Rica (see for label information).

NIGERIA

Population: 83,375,000.
Rate of exchange: \$1 (US) = 0.68 naira.
Per capita income: \$860.
Holidays: January 1, October 1 (Independence Day), December 25, traditional Moslem & Christian holidays.

• record & tape manufacturers / distributors / importers

Bridge, see Record Market.
Capitol, see EMI.
Casablanca, see PolyGram.
Centerdisc, see Record Market.
D G G, see PolyGram.
Decca, see PolyGram.
Deram, see PolyGram.
E M I (Nigeria) Ltd. (IFPI), PMB 21288 Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.

Labels (Owned) Capitol, EMI, HMV, MFP, Parlophone, Radic, United Artists; (licensed foreign) Atlantic (USA), Ballistic (UK), Creole (UK), Dynamic (Japan), Elektra (USA), Ice (UK), RAK (UK), Rolling Stones (UK), Warner Bros. (USA).

Examang Int'l Agency, Box 2131, 7 Okosi Rd., Ontsha, Alhambra State. Fontana, see PolyGram.
H M V, see EMI.
London, see PolyGram.
M F P, see EMI.
Mercury, see PolyGram.
P. N. Onyekwelu Trading Co., PO Box 1864, 3 Sokoto Rd., 1 Okwei St., Onitsha. Tel: (046) 210-415/412. Cable: ONYES. Mng. Dir.: P.N. Onyekwelu.

Labels: (Licensed) Disco Lette (Canada), Empire (UK), Prelude (USA), Salsoul (USA).
Parlophone, see EMI.
Philips, see PolyGram.
Polydor, see PolyGram.
PolyGram Recs. Ltd. (IFPI), PO Box 2997, Dupe Otegbola St., Lagos. Tel: (01) 880-453. Cable: PHILREC. Mng. Dir.: Robert Martynse; A&R Int'l Repertoire Mgr.: Wole Iyanwura; Sales Mgr.: Edem Ndem.

Labels: (Owned) Casablanca, DGG, Decca, Deram, Fontana, London, Mercury, Philips, Polydor, RSO; (Licensed) Hansa (Germany), Polar (Sweden); Asylum, Atlantic, De-Lite, Elektra, Motown, RCA, Solar, Tania, Warner Bros. (all USA).

R S O, see PolyGram.
Radic, see EMI.
Record Market (Nigeria) Ltd., PO Box 6371, 89 Bangbose St., Lagos. Tel: 57-945. Cable: RODPUB. (Manufacturer/Distributor/One-Stop/Rack Jobber/Importer)

Labels: (Owned) Bridge, Centerdisc; (licensed) EMI-Nigeria.
Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Ohajuba. (Distributor/Importer)

Tabansi Recs., 5/9 Oregon Rd., PMB 21458 Ikeja, Lagos.
Label: (Licensed) Cream-Hi (USA).
United Artists, see EMI.

• services
PLATING, PROCESSING & PRESSING PLANTS
E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
PolyGram Recs. Ltd., PO Box 2997, Dupe Otegbola St., Lagos. Tel: 880-453. Cable: PHILREC. Mng. Dir.: Robert Martynse; Sales Mgr.: Edem Ndem. Pressing capacity: LP—2,000,000 units/annually.

TAPE CUSTOM DUPLICATORS
E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
Audio: 8-tr., cassette.

• supplies
JACKETS & SLEEVES

LABELS, DISK
E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.

TAPE, BLANK LOADED & BULK RAW
Deekay & Sons, PO Box 2065, 18 Eredo St., Lagos.
Audio: AUDIO MAGNETICS 8-tr., cassette, open reel.
E M I (Nigeria) Ltd., PMB 21288, Ikeja. Tel: 845-164. Cable: EMITRON. Mng. Dir.: O.A. Akinyemi.
Audio: EMI-EMISTAR cassette, open reel.

Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Ohajuba.
Audio: Blank—8-tr., cassette; raw—8-tr., cassette, open reel.
Video: Blank—1/4" cassette.

• accessories
Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Ohajuba.
Product: Record-replacement styli; Tape-head cleaners, demagnetizers.

• store fixtures
Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSOUND. Pres.: Kaye Abraham Sr.; Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Ohajuba.
Product: Browser boxes, display racks, record divider cards.

NORWAY

Population: 4,100,000.
Rate of exchange: \$1 (US) = 7.11 krone.
Per capita income: \$9,900.
Holidays: January 1, Easter (Good Thursday through Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), Ascension Day, Whitsunday, Whitmonday, December 25, 26.

• record & tape manufacturers / distributors / importers

Akkompagnementsplaten, see Norsk Grammofonkompani.
Angsager Forlag A/S, Møllergaten 26, Oslo 1. Tel: (02) 20-85-18.
Arctic Recs., Brattørgaten 5, N-7000 Trondheim. Tel: (075) 21-1-90. Telex: 55574. Mng. Dir.: Kolbjørn Alstad; Gen. Mgr.: Gunnar Hordvik, Label Mgr.: Svein Strugstad.
Arken, see Gospelhouse.
Barneplaten, see Norsk Grammofonkompani.
Blue Note, see EMI.
C B S Recs. A/S (IFPI), Østre Akervei 19, Oslo 5. Tel: (02) 64-37-90. Cable: CBS RECORDS. Telex: (856) 19356. Mng. Dir.: Rune Hagberg; Sales Mgr.: Bjørn Kristiansen.
Labels: (Owned) CBS, Embassy, Epic, Masterworks, Portrait, (licensed) A&M (USA), Anola (Germany), Arista (USA), Cleveland Int'l (USA), Del-

phine (France), Geffen (USA), Jet (USA), Safari (UK), Scotti Bros. (USA). Classics for Pleasure, see EMI.
Columbia, see EMI.

Continental Consult AS (IFPI), Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne. Labels: (Owned) Continental, Country Collection, Hammer, Home's, Horizon.

Country Collection, see Continental.
d B Recs., Oscarsgt. 15, Oslo 3. Tel: (02) 60-76-13. Gen. Mgrs.: Helge & Paul Karlsen. (Distributed by CBS)

Decca, see PolyGram.
Double Up, see EMI.
E M I Norsk A/S (IFPI), Postboks 42, Korsvoll, Frysjøveien 33, Oslo 8. Tel: (02) 23-14-88. Cable: EMIGRAM. Telex: (856) 76294. Mng. Dir.: Hans Ros; Mktg. & A&R Mgr.: Fredrik Mueller; Sales Mgr.: Frode Skulstad.

Labels: (Owned) Blue Note, Classics for Pleasure, Columbia, Double Up, EMI, EMI America, EMI-EAR, EMI Int'l, Electrola, Encore, HMV, Harvest, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Sidelwalk, Starline, Studio Two, Sunset, Talisman, United Artists, Volksplate, Waverley, World Rec. Club; (licensed) Apple (UK), Carrere (France), Fantasy (USA), Flam (Sweden), Galaxy (USA), Hungaroton (Hungary), Kultura, Magnet (UK), Milestone (USA), Platina (Sweden), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Star (USA).

Electrola, see EMI.
Jorg-Fr. Eilertsen A/S (IFPI), Jernbanetorget 4, Oslo 1. Tel: (02) 425883. Cable: TROLLMUSIC. Telex: 19871. Dir.: Jorg-Fr. Eilertsen. (Distributed by Polygram)

Label: (Owned) Troll.
Embassy, see CBS.
Encore, see EMI.
Epic, see CBS.

Eventyrplaten, see Norsk Grammofonkompani.
Filadelfiaforlaget A/S, Box 6757, St. Olavs plass, Oslo 1. Tel: (02) 11-13-10. Mng. Dir.: Knud Rambø; Klango Music Mgr.: Egil Fossum.
Label: (Owned) Klango.

Fontana, see PolyGram.
Gospelhouse Music AS (IFPI), Box 33, 1342 Jar. Tel: (02) 53-23-78. Mgr.: Helge Fjølset; Prod'r: Kjell Fjølset.
Labels: (Owned) Gospelhouse; (licensed domestic) Arken.

H M V, see EMI.
Hammer, see Continental.
Harmoni, see Norsk Grammofonkompani.
Harvest, see EMI.

Hollet's Hammerhead, Enebakkveien 164, Oslo 6. Tel: (02) 19-36-16. Mgr.: Rune Hollet. (Wholesaler/Importer/Exporter)

Home's, see Continental.
Horizon, see Continental.
Intervideo A/S, PO Box 32, Ljan, Oslo 11. Tel: (02) 29-72-00. Telex: 17755.

Video Mgr.: Hans Petter Gjersøe; Music Mgr.: Geir Hammes.
Labels: (Owned) Intervideo; (licensed) A&R (Netherlands), Arrival (Canada, UK), CNR (Netherlands), Can't Stop (USA), Meryn Conn (UK), Creole (UK), Impact (Canada), Imperial (Canada), K-tel Int'l (Canada, UK), Lotus (UK), PVK (UK), Papagayo (Netherlands), Prelude (USA), TTR (Netherlands), WMMOT (USA), Young Blood (UK).

Karusell, see PolyGram.
Klango, see Filadelfiaforlaget.
Kolbeie, see Mai & Norsk Samdistribution.
Kulturradet, see PolyGram.
Liberty, see EMI.

Lurendreier, see Oscar.
Mai (Plateselskapet) A/S, Boks 6575, Rodelokka, Oslo 5. Tel: (02) 35-36-36. Mng. Dir.: Saemund Fiskvik; Sales Mgr.: Ketil Ege. (Licensed to Norsk Samdistribution)

Labels: (Owned) Mai, Kolbeie.
Masterworks, see CBS.
Mayco A/S, PO Box 22, Kjelsasvn 32, Oslo 4. Tel: (02) 22-54-00. Telex: 72353. Pres.: Anne Iversen; Gen. Mgr.: May-Britt Iversen.

Mercury, see PolyGram.
Musica, see Talent.
Music for Pleasure, see EMI.

Narvesen A/S, Bertrand Narvesensvei 2, Oslo 6. Tel: (02) 68-40-20. Telex: 76835. Mng. Dir.: Finn Skjedsmo; Prod. Mgr.: Tor Milde. (Distributor/Importer)

New Noise Prod'n, Postboks 299, 1751 Halden. Tel: (031) 84791. Creative Dir.: Henning Kytnes.
Nor-Disc, see PolyGram.

Norsk Grammofonkompani A/S (IFPI), Fagerhøyveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: O. Knudsen.
Labels: (Owned) Akkompagnementsplaten, Barneplaten, Eventyrplaten, Harmon.

Norsk Samdistribution AS, Box 2074, Gr. Lokka, Oslo 5. Tel: (02) 35-36-36. Mng. Dir.: Tor Bernhardsen.
Labels: (Licensed domestic) Kolbeie, Mai, Oppsong; (licensed foreign) Cherry Red, Rough Trade, Y (all UK).

Notabene, Wolffsgate 5, Oslo 3. Tel: (02) 46-81-44. Cable: NOTABENE. Telex: 77400. Mgr.: Ole A. Soerli.

Odeon, see EMI.
On, see PolyGram.
One Up, see EMI.

Oppsong, see Norsk Samdistribution.
Oscar Recs., Postboks 113, Boeier, Oslo 6. Mgr.: Mr. Asheroei.
Labels: (Owned) Oscar; (licensed) Lurendreier; (licensed foreign) Reic, Ripsaw, Wix (all USA).

Parlophone, see EMI.
Pathe, see EMI.
Philips, see PolyGram.

Play Music A/S, Kjelsasveien 174, Oslo 8. Tel: (02) 23-57-80. Mng. Dir.: Advokat Ragnar Heide; Sales Mgr.: Kjell Haugen. (Distributor/Importer)

Polydor, see PolyGram.
PolyGram Rec. Serv., Marcus Thranesgate 2, Torshov/Oslo 4. Tel: (472) 37-99-44. Telex: 18252. Dir.: Kees Ton.

PolyGram Recs. A/S (IFPI), Marcus Thranesgate 2, Oslo 4. Tel: (02) 37-29-05. Telex: 18521. Mng. Dir.: Sigurd Johannessen, Gen. Mgr.: Michael Aas; Financial Dir.: Bob Doornbos; Video Mgr.: Mats Nilsson.
Labels: (Owned) Decca, Fontana, Karusell, Kulturradet, Mercury, Nor-Disc, On, Philips, Polydor, Vertigo, Zarpta; (Phonogram group—licensed) Amadeo, Casablanca, Charisma, Deram, Frituna, Hagbart, Heilo, Impact, Dick James, Polar, Rocket, Rondo, Sire, Smash, Sonora, Stiff, Te-dec, Tembo, Threshold, Troll, Unicorn; (Polygram group—licensed) Ad Lib, Archiv, Asylum, Atco, Atlantic, Backstreet, Big Tree, Camp, Capricorn, Cat, Cotillion, Deutsche Grammophon, DiscReet, ECM, EG, Elektra (USA), Ex Libris, Fiction, Goldhawk, MCA, Metronome, NKF, Nonesuch, Norsk

Metronome, Pablo, Paradise, RSD, Reprise, Riva, Swan Song, Verve, WEA Int'l, Warner Bros.

Portrait, see CBS.

Olati T. Ranum A/S, Whsle. Dept., Olav Tryggvasonsgaten 18, N-7000 Trondheim. Tel: (075) 28-355, 27-729, 22-902. Cable: MUSIKRANUM. Gen. Mgr.: Olati T. Ranum; Sales Mgr.: Sverre Granholt.

Recommended Recs., Slendalsveien 77, Oslo 3. Contact: Torodd Opedal. Regal Zonophone, see EMI.

Rikajo Agentur & Handel, Postboks 147, Paradis, Bergen. Tel: 27-12-72. Mgr.: John Kolbeinsen. (Importer/Exporter)

Rocade, Roald Atle Larsen & Co., PO Box 1004, Skostredet 5, 5001 Bergen. Tel: (05) 31-67-82, 16-54-93. Telex: 72400. Mgr.: Roald Atle Larsen.

Labels: (Owned) Rocade; (Licensed foreign) American Heritage (USA), Belmont (USA), Sugar Hill (USA).

St. Olav Bokhandel A/S, Akersveien 14, Oslo 1. Mgr.: Sidsel Aasrud. (Importer)

Seraphim, see EMI.

Sidewalk, see EMI.

Siemens Norge A/S, Rosenbergtgaten 19, Oslo 1.

Sinar Musik A/S, PO Box 92, Ljan, Oslo 11. Tel: (02) 28-05-80. Chief Exec.: Arund Hoff Berge; Gen. Mgr.: L.V. Dahlot. (Distributor/Importer)

Skandinavisk Artist Prod'n, St. Olavs gate 27, Oslo 1. Tel: (02) 41-88-85. Mng. Dir.: Leif Hemmingen; Sales & Promo.: Per Ostmark.

Labels: (Owned) Snake, Snowflake.

Snake, see Skandinavisk.

Snowflake, see Skandinavisk.

Sonet Norsk Grammofon AS, Marcus Thranesgt. 2, Oslo 4. Tel: (02) 37-29-05. Telex: 76512. Mng. Dir.: Terje Engen; Mktg. Mgr.: Harald Tomte.

Labels: (Owned) Sonet; (Licensed foreign) Albion (UK), Baby (Italy), Bearsville (USA), Bronze (UK), Chiswick (UK), Chrysalis (UK), Cube (UK), Hannibal (UK), Island (UK), Mute (UK), PRT (UK), RKM (Belgium), Real (UK), Rockhouse (Netherlands), Roulette (USA), Shelby Singleton (USA), Turicaphon (Switzerland), Virgin (UK).

Starline, see EMI.

Strawberry, see Dag Waerner.

Studio Two, see EMI.

Sunset, see EMI.

Talent Music Org. A/S (IFPI), PO Box 2814, Toyen, Kjolberggaten 29, Oslo 6. Tel: (02) 67-95-40. Cable: MUSICA. Telex: 17079. Mng. Dir.: Odd Ronning-Arnesen; A&R Mgr.: Arve Sigvaldsen; Sales & Dist'n Mgr.: Harald M. Kristiansen; Mktg. & Promo. Mgr.: Helge Westbye.

Labels: (Owned) Musica, Talent; (Licensed) Aura (UK), Avatar (UK), Bellaphon (Germany), Ensign (UK), Erato (France), Intercord (Germany), Logo (UK), Motown (USA), Ovalton (USA), Pickwick (UK), RCA (USA), Rialto (UK), Swedish Society (Sweden), Telefunken (Germany), Viking (Sweden).

Talisman, see EMI.

Toba Import, Postboks 252, N-5401 Stord. Tel: (054) 1-58-41. Mgr.: Jon Endal. (Importer/Exporter)

Tonep, see Toneproduksjon.

Toneproduksjon A/S, PO Box 150, Salmakerstien 50, 1501 Moss. Tel: (032) 56373. Gen. Mgr.: Kjell Hjemmen; Sales Mgr.: Morten Kristiansen.

Label: (Owned) Tonep.

Troll, see Jorg-Fr. Ellertsen.

United Artists, see EMI.

Uniton, see Dag Waerner.

Vertigo, see PolyGram.

Volkspalte, see EMI.

Waverley, see EMI.

Dag Waerner Prod'n, Slendalsvein. 77, Oslo 3. Tel: (472) 14-76-89. Telex: 1850. Chief Exec.: Dag Waerner; Sales Mgr.: T. Opedal.

Labels: (Owned) Strawberry, Uniton.

World Rec. Club, see EMI.

Zarepta, see PolyGram.

• **music publishers**

Arco, see Frost.

Arctic Songs, Bratttorgeten 5, N-7000 Trondheim. Tel: (075) 21-1-90. Mng. Dir.: Kolbjorn Alstad. Gen. Mgr.: Gunnar Ordvikh. (Administered by Frost Music).

Barnas, see Frost.

Big Hand, see Frost.

Benny Borg Music, see Frost.

Buccanere Music, see Frost.

Chappell Norway, Marcus Thranesgate 2, Oslo 4. Tel: (02) 37-29-05. Telex: 18521. Mng. Dir.: Sigurd Johannessen; Ass't: Aase Mathisen.

Continental Consult AS, Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.

Jorg-Fr. Ellertsen A/S, Jernbanetorget 4, Oslo 1. Tel: (02) 42-58-83. Cable: TROLLMUSIC. Telex: 19781. Pres.: Jorg-Fr. Ellertsen.

Hans Erichsen Musikforlag, see Skjonnhaugforlagene.

Filadelfiorlaget A/S, Box 6757, St. Olavs plass, Oslo 1. Tel: (02) 11-13-10.

Frost Music A/S, PO Box 38, Refstad, Oslo 5. Tel: (02) 41-96-90. Cable: FROST. Telex: 72400. Mng. Dir.: Philip A. Kruse; Gen. Mgr.: Odd Steenberg. Prof. Mgr.: Espen O. Larsen.

Gospelhouse Music, see Frost.

Hitsongs, see Frost.

Klango, see Filadelfiorlaget.

Lyche (Ed.), Kongensgate 2, Oslo 1. Tel: (02) 33-24-15.

Musikk-Huset A/S (TONO, NCB), Karl Johansgaten 45, Oslo 1. Tel: (02) 33-48-97. Mng. Dir.: Arne Omsaagard.

Norsk Musikforlag A/S, Stortingstg. 8, Oslo 1. Tel: (02) 68-41-40. Mng. Dir.: Fr. J. Backer-Groendahl Jr.; Dir.: Leif Dramstad; Pop Div. Gen. Mgr.: Gert Opitz.

O A S Music, see Frost.

Oscar Recs., Postboks 113, Boeler, Oslo 6. Mgr.: Mr. Askeroei.

Skjonnhaugforlagene, PO Box 141, Parkveien 1, N-2501 Tynset. Tel: (064) 81416. Gen. Mgr.: Edgar Skjonnhaug.

Snowball, see Frost.

Snowflake Music, Torggt. 7, Oslo 1. Tel: (02) 41-96-90. Dir.: Leif Hemmingen; Gen. Mgr.: Philip A. Kruse. (Also see Frost)

Talent Music, PO Box 2814, Toyen, Kjolberggaten 29, Oslo 6. Tel: (02) 67-95-40. Cable: MUSICA. Telex: 17079. Prof. Mgr.: Lars Boerke. (Also see Frost)

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Grammofonplategrossistenes Forening (Record Wholesalers' Ass'n), PO Box 4352, Torshov, Oslo 4. Tel: (02) 37-29-05. Chm.: Michael Aas.

Norges Musikkhandlerforbund (Record Dealers' Org.), Prinsens 2, Oslo 1. Tel: (02) 33-01-60.

Norsk Musikerforbund (Norwegian Musicians' Union), Youngstgt 11, Oslo 1. Tel: (02) 40-10-50.

Oen Norske Gruppen (IFPI Norge), Postboks 42, Korsvoll, Frysjaveien 33, Oslo 8. Tel: (02) 23-14-88. Telex: 16294.

Norwegian Music Information Centre (NMI), Tordenskioldsgate 6 B, N-Oslo 1. Tel: (02) 41-72-90. Contact: Lisbeth Risnes.

Ny Musik (Norwegian Section of the International Society for Contemporary Music), Tordenskioldsgate 6B, Oslo 1. Tel: (02) 41-96-75. Pres.: Yngve Slettholm; Mgr.: Trygve Vinje.

LICENSING ORGANIZATIONS, MUSIC

Norwegian Composers' Society, Kingenberggaten 5, Oslo 1. Tel: (010472) 42-56-78.

T O N O (Norsk Komponistforenings Internasjonale Musikkbyra), Kingenberggaten 5, Oslo 1. Tel: (02) 42-18-08.

PLATING, PROCESSING & PRESSING PLANTS

Ulf Corneliusen & Co., Fagerhoeveien 2, 1324 Lysaker. Tel: 53-34-72. (Pressing only)

Norsk Grammofonkompani A/S, Fagerhoeveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: O. Knudsen. (Pressing only)

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Telex: 18521. Pres.: Kees Ton; Sales Mgr.: Svein Aaby.

RECORD PROMOTION

Continental Consult AS, Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.

TAPE CUSTOM DUPLICATORS

Roger Arnhoff Studio A/S, St. Olavs gate 26, Oslo 1. Tel: (02) 11-06-35. Telex: 76686. Pres. & Gen. Mgr.: Roger Arnhoff. (PWK)

Audio: Cassette.
Video: 1" helical, 3/4" U-matic cassette, 1/2" Beta & VHS cassette.

Norsk Grammofonkompani A/S, Fagerhoeveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: O. Knudsen.

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Telex: 18521. Pres.: Kees Ton; Sales Mgr.: Svein Aaby.

• **supplies**

JACKETS & SLEEVES

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Telex: 18521. Pres.: Kees Ton; Sales Mgr.: Svein Aaby.

RAW MATERIALS

S E S A/S, Oesterdalsgt. 11, Oslo 6. Tel: (02) 60-68-40.
Product: Plastic materials.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert A/S, Postboks 2008, Thy Meyersgate 11, 9, Oslo 5. Tel: (02) 37-68-90. Telex: 18325. Mng. Dir.: A. Naper; Dept. Mgr.: G. Larsen.

Audio: Blank—compact cassette, open reel; raw—cassette, broadcast studio.
Video: Cassette, open reel.

B A S F Norge A/S, PO Box 46, Skoeyen; Drammensvein 114, Oslo 2. Tel: 44-18-08. Cable: COLOUR. Telex: 71284.

Audio: Blank—2", 1" & 1/2" open reel, cassette; raw—cassette.
Video: 1" reel, 3/4" U-matic cassette, 1/2" Beta, VHS & V-200 cassette.

• **accessories**

B A S F Norge A/S, PO Box 46, Skoeyen, Drammensvein 114; Oslo 2. Tel: (02) 44-18-08. Cable: COLOUR. Telex: 71284.

Product: Tape—leader & splicing tape.

Feiring Elektronikk A/S, Nils Hansens vei 3-7, Oslo 6. Tel: (02) 19-62-00. Telex: 16435. Mng. Dir.: Sigurd Feiring; Sales Mgr.: Kjell Smedsaas.

Product: Record—STANTON replacement styli.
Skandinavisk Elektronikk A/S, Ostre Akervei 99, Oslo 5. Tel: 15-00-90.
Product: Record—PICKERING replacement styli.

PAKISTAN

Population: 83,700,000.
Rate of exchange: \$1 (US) = 12.9 rupees.

Per capita income: \$270.
Holidays: March 23 (Pakistan Day), May 1 (May Day), August 14 (Independence Day), September 11, December 25 & religious holidays.

• **record & tape manufacturers / distributors / importers**

E M I (Pakistan) Ltd., C/28 Estate Ave. SITE, Karachi 28. Tel: 29-01-21. Cable: EMIITRON. Mng. Dir.: S. Mansoor Bokhari; Sales Gen. Mgr.: Ahmedullah Siddiqi; Finance Mgr. & Sec'y: Sabir Ahmed Khan.

Branch: Lahore, Shahdini Bldg., 9-A, The Mall. Tel: 52353.
Labels: (Owned) Capritol, Columbia, HMV, Parlophone, Stateside; (Licensed) Apple, Decca, Liberty, London, RCA (all UK).

• **supplies**

TAPE, BLANK LOADED & BULK RAW

B A S F Pakistan Ltd., Karachi 46-A, Block 6, PECHS. Tel: 430418. Cable: BADILIN. Telex: 2704. Sales Mgr.: F. Zueger.

Audio: Cassette, open reel.

PANAMA

Population: 1,900,000.
Rate of exchange: \$1 (US) = 1 balboa.

Per capita income: \$1,695.
Holidays: January 1, January 9 (Day of Mourning), Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), October 11 (Anniversary of the 1968 Revolution), November 3 (Founding of the Republic), November 4 (Day of the National Flag), November 28 (Independence from Spain), December 8 (Mother's Day), December 25.

• **record & tape manufacturers / distributors / importers**

Codisa, see Continental de Discos.
Continental de Discos SA, Aptdo. 456, Panama 9-A. Tel: 23-6280. Cable:

COODISA. Pres.: Alcides Almanza Jr.; Gen. Mgr.: Domingo Arauz; Sales Mgr.: Juan Pinzon.

Labels: (Owned) Codisa, Continental, Emily, Happy, Tipico; (Licensed foreign) Armada & Fernandez (USA), Artomax (Puerto Rico), Bronco (Puerto Rico), De-Lite (USA), Delta (Haiti), Fuentes (Colombia), Gema (Puerto Rico), Mary Lou (USA), Modiner (USA), Music Des Antilles (Haiti), Superstars (Haiti).

Distribuidora Panamena de Discos SA, Apdo. 9614, Edif. Amelia Local 1 Bajos, Calle F, El Cangrejo, Panama 4. Tel: 64-58-03. Cable: OISPADISA. Telex: 2050. Gen. Mgr.: Gabriel Munoz Zapata.

Emily, see Continental de Discos.
Happy, see Continental de Discos.

Istmenos (Discos) SA, Aptdo. 3340, Calle 45, No. 46, Panama 4. Tel: 23-8665.

Labels: (Owned) Latino, Taboga.
Latino, see Istmenos.

Libreria Rubyl SA, Aptdo. 18-B, Av. 3 de Noviembre, David. Tel: 75-4339. Pres.: Ruben O. Cabrera; Gen. Mgr.: Viola G. Cabrera. (Distributor/Importer)

Sono Mundi SA, Calle Eno Henry, Urbanizacion Industrial (Bethania), Frente al Club Las Molas. Tel: 60-1244. Telex: 2048. Mgr.: Osvaldo Moscoso; Gen. Mgr.: Carlos Godoy; Sales Mgr.: Reinaldo Silva.

Taboga, see Istmenos.
Tipico, see Continental de Discos.

• **music publisher**

Ed. Musical de Panama SA (BIEM), Aptdo. 3340, Calle 45, No. 46, Panama. Tel: 23-8665.

Sono Mundi SA, Calle Eno Henry, Urbanizacion Industrial (Bethania), Frente al Club Las Molas. Tel: 60-1244. Telex: 2048. Mgr.: Osvaldo Moscoso; Gen. Mgr.: Carlos Godoy.

• **services**

PLATING, PROCESSING & PRESSING PLANTS

Istmenos (Discos) SA, Aptdo. 3340, Calle 45, No. 46, Panama 4. Tel: 23-8665.

TAPE CUSTOM DUPLICATOR

Istmenos (Discos) SA, Aptdo. 3340, Calle 45, No. 46, Panama. Tel: 23-8665.

• **accessories**

Libreria Rubyl SA, Aptdo. 18-B, Av. 3 de Noviembre, David. Tel: 75-4339. Pres.: Ruben O. Cabrera; Gen. Mgr.: Viola G. Cabrera.

Product: Carrying & storage cases; Record—record care products, 45 rpm adaptors, replacement styli.

• **store fixtures**

Libreria Rubyl SA, Aptdo. 18-B, Av. 3 de Noviembre, David. Tel: 75-4339. Pres.: Ruben O. Cabrera; Gen. Mgr.: Viola G. Cabrera.

Product: Tape display racks.

PERU

Population: 17,293,083.
Rate of exchange: \$1 (US) = 1,445 sols.

Per capita income: \$1,065.
Holidays: January 1, April 3, 4, May 1 (Labor Day), June 24, July 28, 29 (Independence Anniversary), August 30 (St. Rose of Lima Day), October 9 (Day of National Dignity), November 1 (All Saints Day), December 8, 25.

• **record & tape manufacturers / distributors / importers**

Bambu, see IEMPSA.

Bang!, see RPM.

C B S Discos del Peru SA, Av. Arenales 815, Lima 1. Tel: 24-18-45, 24-19-44.

Mng. Dir.: Augusto Sarría Aguirre; Financial Dir.: Mario Vargas B.; A&R Dir.: Enrique Lynch.

Labels: (Owned) CBS, Epic, Portrait; (Licensed foreign) A&M, Boardwalk, Geffen, Jet, Top Tne Hits (all USA).

Corona, see Industrial Sono-Radio.

Oisa, see Galvano.

Epic, see CBS.

F T A (Fabricantes Tecnicos Asociados SA) (IFPI), PO Box 3662, Panamencana Hortel, Km. 13.5, Lima. Tel: 23-12-30, 31-42-85. Cable: FTALIMA. Telex: 20126. Mng. Dir.: Carlos Torres O.; Rec. Div. Mgr.: Osvaldo Vazquez.

Labels: (Owned) FTA; (Licensed) Ariola (Germany, Mexico, Spain), Anista (UK, USA), Baby (Italy), Bronze (UK), Chrysalis (USA), Ensign (UK), Farian (Germany), Island (UK), Kubaney (USA), Microfon (Argentina), PRT (UK), RCA (USA), Sonet (Sweden), Sonolux (Colombia), Studio 2 (Ecuador).

Fabricantes Tecnicos Asociados, see FTA.

Faro, see Galvano.

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel: 51-86-40. Cable: GALDISA. Telex: 20472. Pres.: Alberto Maravi; Gen. Mgr.: Rolando Ore Garvan.

Labels: (Owned) Disa, Faro, Infopesa, Midas, Pandora, Soutalino; (Licensed) Ariston (Italy), Baby (Italy), FM (Colombia), Caribe (Venezuela), Kubaney (USA), Microfon (Argentina), Yelvet (Venezuela).

I E M P S A (Industrias Electricas & Musicales Peruanas SA) (IFPI), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng. Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres; Mktg. Div. Mgr.: Ezequiel Soto H.; Mktg. Div. Mgr.: Jose Mygollon I.

Labels: (Owned) Bambu, IEMPSA. Lider; (Licensed) Borinquen (Puerto Rico), Butterfly (USA), Capritol (USA), Codiscos (Colombia), Combo (USA), EMI (UK), Fonodisco (Venezuela), Liberty/United Artists (USA), Lyra (Bolivia), Melody (Mexico), Musart (Mexico), Orfeon (Mexico), Secco (USA), TR (USA), TTH (USA), Top Hits (USA, Venezuela).

Industrial Sono Radio SA (IFPI), Av. Republica de Panama 1427, Balconillo, Lima. Tel: 72-33-54, 72-20-61. Cable: SONORADIO. Telex: 20385. Pres.: Jose A. Baerti; Dir.: Ricardo E. Proano; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Queirolo.

Labels: (Owned) Corona, Sono-Radio; (Licensed) Alhambra (Spain), Fania (USA), IFESA (Ecuador), Indica (Costa Rica).

Industrias Electricas & Musicales Peruanas SA, see IEMPSA.

Infopsea, see Galvano.
 Lider, see IEMPSA.
 M A G, see Sica Peruana.
 Midas, see Galvano.
 O H M, see El Virrey.
 Pandora, see Galvano.
 Pelco SA, Moquegua 157, Of. 213, Lima 1. Tel: 28-87-30. Contact: Philip Petrone.
 Portrait, see CBS.
 R P M Estudios S.R.L. Div. Fonografica, Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.
 Label: (Owmed) Bang!

Sica Peruana SA (IFPI), Jr. Oroya 224, Lima 1. Tel: 23-63-71, 23-75-59. Cable: SICAPERU. Telex: 25353. Pres. & Gen. Mgr.: Manuel Guerrero; Sales Mgr.: Carlos M. Guerrero.
 Labels: (Owmed) MAG; (licensed foreign) Baby (Italy), Carrere (France), Creole (UK), Magnet (UK), Marter (Spain), Towerbell (UK).
 Sono-Radio, see Industrial Sono-Radio.
 Soutaino, see Galvano.

El Virrey Industrias Musicales SA (IFPI), Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T.; A&R Mgr.: Wieland Kafka; Ass't Gen. Mgr.: Monica Brenner.
 Labels: (Owmed) DHM, Virrey, Zeta; (licensed) Ansonia (USA), Asylum (USA), Atlantic (USA), Barclay (France), Casablanca (USA), Charisma (UK), Columbia (Spain), DGG (Germany), Decca (UK), De-Lite (USA), Dinsyland (USA), Elektra (USA), Fantasy (USA), Fuentes (Colombia), Gamma (Mexico), Guajiro (USA), MCA (USA), Melodia (USSR), Mercury (USA), Motown (USA), Movieplay (Spain), Neon (USA), Palacio (Venezuela), Peerless (Mexico), Philips (worldwide), Polydor (worldwide), RSO (USA), Reprise (USA), Rocket (UK), SAR (USA), Solar (USA), Sonografica (Venezuela), Velvet (Venezuela), Vertigo (worldwide), Verve (worldwide), WEA (worldwide), Warner Bros. (USA), Zafiro (Spain).
 Zeta, see El Virrey.

• music publishers

Consortio de Eds. Musicales Peruanas SA, Av. Larco 743, Of. 402, Lima 18. Tel: 47-48-31, 45-14-82. Cable: COMEDISA. Pres.: Augusto Sarría Salas; Gen. Mgr.: Sergio Cava Goicochea. (Also see Continental)
 Continental (Ed.), Av. Larco 743, Of. 402, Miraflores, Lima. Tel: 47-48-31, 45-14-82. Mgr.: Sergio Cava Goicochea. (Also see Consortio)
 Edimusa (Ed. Musicales SA), Los Topacios 141, Lima. Tel: 72-33-54.
 Luz (Ed.) SA, see Consortio.
 Musicales (Ed.) SA, see Consortio.
 Diantay Music SA (Ed.), Guillermo Dansey 1910, Lima. Tel: 51-86-40.
 Cable: EDDMSA. Telex: 20472. Gen. Mgr.: Alberto Maravi.
 Pelco S.A., Moquegua 157, Of. 213, Lima 1. Tel: 28-87-30. Contact: Philip Petrone.
 R P M Estudios S.R.L. Div. Editorial, Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.

• services

LICENSING ORGANIZATIONS, MUSIC
 A P D A Y C (Asociación Peruana de Autores & Compositores), Jiron Ica 559, Lima. Tel: 32-9 265, 24-85-76. Telex: 329 265. Pres.: Alicia Maguina de Hayre; Sales Mgr.: Alfredo Verastegui Ochoa.
 Fonoperu (Sociedad de Recaudación de Derechos Fonomecánicos), Av. Emancipación 271. Of. 140, Lima. Tel: 28-16-17. Cable: FONOPERU. Mng. Dir.: Ruben A. Salaberry. (Mechanical rights only)

LICENSORS, RECORD & TAPE
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-21. Cable: SONDRADIO. Telex: 20385. Pres.: Jose A. Baertli; Dir.: Ricardo E. Proano; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Queirolo.
 R P M Estudios S.R.L. Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.

PLATING, PROCESSING & PRESSING PLANTS
 Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel: 51-86-40. Cable: GALDISA. Telex: 20472. Pres.: Alberto Maravi; Gen. Mgr.: Rolando Ore Garvan.

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng. Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres.
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-61. Cable: SONDRADIO. Telex: 20385. Pres.: Jose A. Baertli; Dir.: Ricardo Proano; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Queirolo.
 Sica Peruana SA, Jr. Oroya 224, Lima 1. Tel: 23-63-71, 23-75-59. Cable: SICAPERU. Telex: 25353. Pres. & Gen. Mgr.: Manuel Guerrero; Sales Mgr.: Carlos M. Guerrero.
 El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T.; A&R Mgr.: Wieland Kafka; Ass't Gen. Mgr.: Monica Brenner.

RECORD PROMOTION

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng. Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres.
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-61. Cable: SONDRADIO. Telex: 20385. Pres.: Jose A. Baertli; Dir.: Ricardo Proano S.; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Queirolo.
 R P M Estudios S.R.L. Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.

TAPE CUSTOM DUPLICATORS
 TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Audio: Cassette. (PKG)
 Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel: 51-86-

40. Cable: GALDISA. Telex: 20472. Pres.: Alberto Maravi; Gen. Mgr.: Rolando Ore Garvan.
 Audio: 8-tr.
 I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng. Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres. (PKG-audio only)
 Audio: Cassette.
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima. Tel: 72-33-54, 72-20-61. Cable: SONDRADIO. Telex: 20385. Pres.: Jose A. Baertli; Dir.: Ricardo E. Proano; Ass't Mgr.: Fernando E. Gonzalez Diaz; Sales Mgr.: Enrique Queirolo. (PKG)
 Audio: Cassette.
 R P M Estudios S.R.L. Manco Capac 495, Miraflores-Lima. Tel: 45-7912, 45-6868. Owner: Ricardo Palma Michelsen; Gen. Mgr.: Enrique Cano Alva.
 El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T.; Wieland Kafka; Ass't Gen. Mgr.: Monica Brenner.
 Audio: Cassette.

• supplies

CARTRIDGE & CASSETTE PARTS
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Audio: AGFA, ESLABEL
 EMPTY CARTRIDGES, CASSETTES & REELS
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Audio: AGFA, ESLABEL
 JACKETS & SLEEVES
 LABELS, DISK
 Note: For tape labels see Professional Tape Supplies & Accessories
 I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel: 32-40-05, 31-81-12. Cable: IEMPSA. Telex: 25570. Mng. Dir.: Augusto Sarría Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres
 Sica Peruana SA, Jr. Oroya 224, Lima 1. Tel: 23-63-71, 23-75-59. Cable: SICAPERU. Telex: 25353. Pres. & Gen. Mgr.: Manuel Guerrero; Sales Mgr.: Carlos M. Guerrero. (45, LP)
 El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T.; A&R Mgr.: Wieland Kafka; Ass't Gen. Mgr.: Monica Brenner. (45, LP)

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES
 El Virrey Industrias Musicales SA, Av. Republic de Panama 3551, San Isidro, Lima 27. Tel: 40-46-00. Cable: VIRREY. Telex: (354) 20276. Gen. Mgr.: Enrique Brenner T.; A&R Mgr.: Wieland Kafka; Ass't Gen. Mgr.: Monica Brenner.
 Audio: Cassette labels
 DISK & TAPE MANUFACTURING EQUIPMENT
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Brand name: ALPHA, TTS.
 TAPE, BLANK LOADED & BULK RAW
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Mng. Dir.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Audio: Blank 2", 1" & 1/2" open reel; cassette; raw—1", 1/2", 3/4" cassette. Video: Blank—2" & 1" open reel; 1/2" U-matic cassette; 1/2" Beta, VHS & V-2000 cassette.
 Brand name: AGFA
 TAPE DUPLICATING & PROCESSING EQUIPMENT
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Audio: LYREC, MCI.
 TAPE PACKAGING & LABELING EQUIPMENT
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Audio: ESLAB cassette labelers.

• accessories
 Estab Laboratorio Electronico SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Telex: 25385. Pres.: Heinz D. Schleusner; Sales Mgr.: Roland Hess R.
 Product: Tape—head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Mendoza; Bus. Affairs Mgr.: Emmie Domingo; Sales Mgr.: Delia Granado; Royalty Mgr.: Vicente Javier.
 Labels: (Owmed) A&W, A&W Horizon, Cerveza, Disco, Sagittarius; (licensed domestic) Mango, Villar; (licensed foreign) AVI (USA), Alfa (Japan), Ampro (USA), Bainbridge (USA), Buddah (USA), Cadet (USA), Cream/HI (USA), DJ (Canada), Emergency (USA), Everest (USA), GNP Crescendo (USA), George Greeley (USA), Headfirst (USA), Hispavoc (Spain), JVC/Victor (Japan), MPS (USA), Magatone (USA), Michele Audio (USA), Midson Int'l (USA), Monitor (USA), Moby Dick (USA), PAJ (USA), Prism (USA), Project 3 (USA), RFC/Quality (Canada), Rampage (UK), Ramwood (USA), Sonet (Sweden), Sweet City (USA), Sydney Thompson (UK), Trans-Canada (Canada), Trio/Kenwood (Japan), Turicaphon (Switzerland), Vanguard (USA), WIRL (Barbados), WMDT (USA).

Action, see Mareco.
 Admiral, see Empire.
 Allied Artists, see Entertainment Mgmt.
 Alpha Recs. Corp., 772 Aurora Blvd., Quezon City, Manila. Tel: 78-48-68, 78-52-53. Telex: 40582. Pres.: Buddy D. De Vera; Exec. VP & Int'l Dir.: Reynaldo D. De Vera; VP Dps.: Rey Cruz Jr.; Treas.: Erlinda F. De Vera; Dirs.: Roger D. De Vera, Noli D. Ortez; A&R: Engie Ocampo, Crescenciano Ramos, Rey Palac, Vehnee Saturno; Promo. Dir.: Nanette Felipe; Creative Dir.: Rudy Retanano; Sales Mgr.: Philip Sy; Office Mgr.: Czarina Puzario; Special Outlet Sales Mgr.: Melchor Balonzo; Luzon Sales Mgr.: Rene Torres; Visayan Sales Mgr.: Ben Balboa; Mindanao Sales Mgr.: Baste Balboa; Accounting Mgr.: Lucy Cueto; Auditor: Emilita Agustin; Music Consultant: Dante Trinidad. (Distributed by Alpha, Anshaw, Lucky, Lady Lynn).
 Labels: (Owmed) ARC, Alpha, Bicolandia, Cap, Cycle, Fame, Jonal, Kayumanggi, Kinaham, Mayon, Metro, Musika, Northern, VIP; (licensed) Arrow, International Artists, Solid Gold, Top Twenty (all UK); Countdown (Germany), Importe/12 (USA), Killroy (Netherlands), Plum (Germany), Prism (USA), Telstar (Netherlands).

American Artists, see Empire.
 April, see OctoArts.
 Arlo, see Entertainment Mgmt.
 Asco, see Video Vision.
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 Banaga & Buray, see Offspring.
 Bicolandia, see Alpha.
 Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: WIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Int'l A&R: Zaida Gomez; Domestic A&R: Felicitio Baufista. (Also see Vicor).
 Label: (Owmed) Blackgold.

Bobby, see VMI.
 Booms, see Offspring.
 Brother, see Offspring.
 Bullet, see Vicor.
 Canary, see OctoArts.
 Cannon, see Empire.
 Cap, see Alpha.
 Cerveza, see A&W.
 Chibang, see Offspring.
 Circle, see Empire.
 Context, see Entertainment Mgmt.
 Cotillion, see WEA.
 Crystal, see JEM.
 Cycle, see Alpha.
 Deep Blue, see Platinum.
 Dimension, see Video Vision.
 Disc Corp. of the Philippines, Maya Bldg., Suite 1, 678 E. De Los Santos Ave., Cubao, Quezon D.3001. Tel: 98-69-40, 96-81-91, 96-81-91, Cable DISCOPHIL Manila. Exec. VP & Gen. Mgr.: Danilo P. Olivares; Admin. Officer & Comptroller: Malov V. Chipeco.
 Labels: (Licensed foreign) Ariola (Germany), Buddah (USA), Casablanca (USA), Fantasy (USA), Hansa-Dasis (Germany), Interglobal Music (Canada), Janus-GRT (USA), Jupiter (Canada), Milestone (USA), Prestige (USA), Salsoul (USA), Springboard (USA).

Disco, see A&W.
 Dyna-Parlophone, see Dyna Prods.
 Dyna Prods. Inc. (IFPI), PO Box 4591, Manila. Tel: 23-67-35. Cable: DYPRO. Telex: 40361, 27264. Exec. VP: James G. Dy; Gen. Mgr.: Tan Hui Bin; Sales Mgr.: Vicente Ty.
 Labels: (Owmed) Dyna, Dyna-Parlophone, Himig, Jive, P&D; (licensed) A&M (USA), Barclay (France), Capitol (USA), Casablanca (Netherlands), DG (Germany), Decca (UK), EMI (UK), Hansa (Germany), Harvest (UK), Liberty (USA), MGM (Germany), Mercury (Netherlands), Music for Pleasure (UK), Parlophone (UK), Philips (Netherlands), Polydor (Germany), RSO (Germany), Regal (UK), Rocket (UK), United Artists (USA), Vertigo (Netherlands), Verve (Germany).
 Elektra, see WEA.
 Empire Entertainment Corp., PO Box 967, Dynasty Cinema Bldg., 827-831 Rizal Ave., Santa Cruz, Manila. Tel: 27-34-71. Cable: EMPINT. Telex: 40025. VP: Hubert S. Co; Gen. Mgr.: Tito Marquez; Sales Mgr.: Jove Aguilar.
 Labels: (Owmed) Admiral, American Artists, Cannon, Circle, Fantare, Masterpiece, Movietone, Quadrant, Soundtracks; (licensed) Arcade (USA), Avenue (USA), Design (USA), Encounter, Europa (Germany), Europa Exquisit (Germany), Forest, GSF, Golden Ear, Happy Time (USA), Hilltop (USA), Hit (Ireland), IJE (USA), Illusion (USA), Instant Learning Series (USA), Iris, Jazz Forum (USA), Kidstuff (USA), Killroy (USA), Mr. Pickwick (USA), Mode (France), Mondomusic (France), PIP (USA), Pacific, Parade (USA), Peter Pan (USA), Peter Rabbit (USA), Pickwick Int'l (USA), Play (USA), Playhour (USA), R&R (USA), Release (Ireland), Sesame Street (USA), Showcase (USA), Somerset (Germany), Sonic (Germany), Stereo Plus 3, Swing, Telstar (Belgium).

Encore, see Platinum.
 Entertainment Mgmt. & Mktg. Inc. (EMMI), Dynasty Cinema Bldg., Rizal Ave., Manila. Tel: 27-34-72. Cable: EMPINT. Pres.: Alexander S. Co; Gen. Mgr.: Evelyn Yu; Sales Mgr.: Jesus Quilanita.
 Labels: (Owmed) Allied Artists, Arlo, Context, Hit Sound, Quad, Ten Era, see JEM.
 Express, see VMI.
 Fame, see Alpha.
 Fanfare, see Empire.
 Fastbreak, see Offspring.
 Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 3545-20. Cable: FILRECO.
 The Flag, see Platinum.
 Grandeur, see Platinum.
 Grandson, see Platinum.
 Hidcor, see Home Inns.
 Himig, see Dyna Prods.

PHILIPPINES

Population: 48,000,000.
 Rate of exchange: \$1 (US) = 10.0 pesos.
 Per Capita Income: \$660.
 Holidays: January 1 (New Year's), Holy Thursday, Good Friday, April 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), July 4 (Philippine-American Friendship Day), December 1 (National Heroes Day), December 25 (Christmas), December 31 (Rizal Day).

• record & tape manufacturers / distributors / importers

A R C Rec. Sales (formerly Fortune Rec. Sales), JLB Bldg., 5th fl., Ronquillo, Quapo, Manila. Tel: 40-91-47. Chm. & Pres.: Buddy D. De Vera; Gen. Mgr.: Reynaldo D. De Vera; Sales Mgr.: Quintin Mendoza. (Distributor/Importer)
 A & W Recs. Int'l (IFPI), Vergel de Dios Bldg., 2nd fl., 530 Evangelista St., Quapo, Manila. Tel: 40-54-51, 40-26-94. Cable: AWREC. Telex: 27968. Pres.: Allan J. Villar; VP: Willie J. Villar; Prod'n Mgr.: Ronnie J. Villar; Prod'n: Ding Musngi; Finance Mgr.: Efrén Cagucia; Promos.: Reggie

Hit 100, see VMI.
 Hit Sound, see Entertainment Mgmt.
 Hyras, see JEM.
 Home Inds. Development Corp. (IFPI), PO Box 34, Quezon City. Tel: 50-86-61. Cable: HOMID. Telex: 7420409. Pres.: Alfredo M. Lustre, Gen. Mgr.: Antonio U. Lustre.
 Labels: (Owned) Hidcor; (licensed foreign) Ariola (USA), Hi/Cream (USA), Infinity (USA), MCA (USA), Magnet (UK), Parachute (USA), Prelude (USA).

Honey, see Mareco.
 Ilugua, see Offspring.
 J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3413. PT&T Telex: 4488. Bd. Chm. & Pres.: Wilfrido B. Cruz; VP: Margot M. Gallardo; Adv. & Promos. Mgr.: Edith M. Gallardo; PR Mgr.: Rose Y. Duma; Project Officer: Nilo Alerta.
 Labels: (Owned) Crystal, JEM; (licensed domestic) Era, Hyvas, Lampara; (licensed foreign) New Yorker (USA).

Jive, see Dyna Prods.
 Jonal, see Alpha.
 Jubell, see Platinum.
 Kayumanggi, see Alpha.
 Kinaham, see Alpha.
 Lampara, see JEM.
 Luzvimin, see Platinum.
 Mabuhay, see Mareco.
 Mango, see A&W & Mareco.
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO. Telex: 7337577.
 Labels: (Owned) Action, Honey, Mabuhay, Mango, Superstar, Villar.
 Masterpiece, see Empire.
 Mayon, see Alpha.
 Metro, see Alpha.
 MGMitten, see Video Vision.
 Mico Inds., Inc., PO Box 2364, Mico Tower Bldg., Sales & Ronquillo Sts., Santa Cruz, Manila. Tel: 49-57-80. Cable: MICOINDUST.
 Label: (Owned) Mico.

Movetone, see Empire.
 Musika, see Alpha.
 New York, see OctoArts.
 Nonesuch, see WEA.
 Northern, see Alpha.
 OctoArts Int'l Inc., Philamife Homes, 945 E. de los Santos Ave., Cor. N. Lawn, Quezon City. Tel: 96-81-43, 96-81-91. Cable: OCTOARTS. IT&T Telex: 40404. Pres. & Gen. Mgr.: Orlando R. Ilacad; VP Sales: Ramoncio R. Ilacad; VP Domestic A&R: Sunny R. Ilacad; Int'l Labels Mgr.: Ricky R. Ilacad; Finance Mgr.: Francis Justo; Purchasing Mgr.: Guy Ilacad, Creative Servs. Mgr.: Willy Monzon; Promos. Mgr.: Aster A. Amoyo, Visayas & Mindanao Branch Mgr.: Nonoy Cabagnot.
 Labels: (Owned) April, Canary, New York, OctoArts; (licensed foreign) Applause (USA), Ariola (Germany, UK), Ariola (USA), Carrere (France), Chrysalis (UK), Delphine (France), Destiny (USA), Fantasy (USA), First American (USA), Handshake (USA), Jive (UK), Montage (USA), Music World (New Zealand), Mute (UK), Prelude (USA), Salsoul (UK), Sugarhill (USA), Unidisc (Canada), Victor (Japan), Virgin (UK).

Offspring Recs. Int'l, PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Ops: John Nelson Tan; VP A&R: Pompei Lising; VP Dist'N: Yatil Salita; VP Disco Dept.: George Garcia; VP Electronics & Recg: Ernie Eveve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas; Promos. Mgr.: Chato Sugay.
 Labels: (Owned) Banaga & Buray, Booma, Brother, Chibang, Fastbreak, Ilugua, Offspring, Sams, Silitro, Siplat, Smile; (licensed foreign) Chotto Matte (Japan), Kunsiniia (India), Ponching (China), Salangapang (Uganda), Sulpocco (Italy).

P & D, see Dyna.
 P M P, see Platinum.
 Pearl, see Video Vision.
 Plaka Ilocano, see VMI.
 Plaka Pilipino, see Vicor.
 Platinum Recs. & Tapes, JLB Bldg., 2nd fl., Ronquillo St., Quiapo, Manila. Tel: 40-46-15, 48-97-14. Telex: 40230. Pres.: Eli L. Balboa; Gen. Mgr.: Sebastian L. Balboa; VP & Sales Mgr.: Al L. Balboa; Int'l Dir.: Menchu O. Salazar; A&R: Jun Dcampo, Bobby Fajardo; Special Outlets Sales Mgr.: Charlie Hista; Manila Ass't Sales Mgr.: Abel Valencia; Luzon Sales Mgr.: Nats Sison; Cebu Sales Mgr.: Cris Cresido; Davao Sales Mgr.: Hermie Amaramto; Creative Dirs.: Tommy Rufino, Alex Soriano; Promos. Dir.: Jo-grad de la Torre.
 Labels: (Owned) Deep Blue, Encore, The Flag, Grandeur, Groundsound, Jubell, Luzvimin, PMP, Sheiks Int'l; (licensed foreign) Countdown (Germany).

Praise Inc., 175 Santo Domingo, San Francisco Del Monte, Quezon City. Quad, see Entertainment Mgmt.
 Quadrant, see Empire.
 Reprise, see WEA.
 Sagittarius, see A&W.
 Sams, see Offspring.
 Saturday, see Video Vision.
 Sheiks Int'l, see Platinum.
 Silitro, see Offspring.
 Siplat, see Offspring.
 Smile, see Offspring.
 Soundtracks, see Empire.
 Suarez Recs., 60 Prosperidad St., Malabon. Tel: 22-41-94. Chief Exec: Simplicio U. Suarez.
 Sunshine, see Vicor.
 Superstar, see Mareco.
 Ten, see Entertainment Mgmt.
 Ugat, see Vicor.
 V A, see VMI.
 V I P, see Alpha.
 V M I Gold, see VMI Music.

V M I Music Corp., PO Box 4042, Manila; 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Bd. Chm.: Lim Han Eng; Pres. & Gen. Mgr.: Victor Que; VP Accounting: Annette Que; VP Labels: Liberato Quehichu; VP Finance: Conchita Chua; VP Legal: George Bangayan, Sales Mgr.: Ramon T. Lao; A&R: Kendrick Timothy; Adv. & Promo.: Constancia Mazon; Special Projects: Yulo Go; Davao Sales: Rosie Hao; Cebu Sales: John Dy; Luzon Sales: Jun Cu.
 Labels: (Owned) Bobby, Express, Hit 100, Plaka Ilocano, VA, VMI Gold; (licensed) Disco (Italy), MC Group (Germany), Vanguard (USA).
 Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Antonio M. Dcampo; Sr. VP Finance & Admin.: Quirino Munoz, VP Mktg. Ricardo R. del Rosario;

VP Sales: Alberto Monzon; VP Domestic A&R: Felicia Bautista; AVP Creative Research: George Canseco; AVP Personnel & Admin.: Ricardo Abado; Prod. Mgr. & Int'l A&R: Zaida Gomez, Comptroller: Claire Diop; Accounting Mgr.: Merly Villa; Plant Mgr.: Patricio Cabrera; Creative Dir.: Edwin Que.
 Labels: (Owned) Bullet, Plaka Pilipino, Sunshine, Ugat, Vicor; (licensed foreign) De-Lite, Philly World, RCA, Sam, Scott Bros. (all USA); Red Bus (UK).

Video Vision Inc., Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: (2) 27-34-73. Cable: DIMENSIOND. Pres.: Hubert S. Co; Gen. Mgr.: Cristina Gomez.
 Labels: (Owned) Asco, Dimension, MCMitten, Pearl, Saturday, Vivi.
 Villar, see Mareco & A&W.
 Vini, see Video Vision.
 W E A Recs., Manufacturers Bldg., Mezzanine fl., Plaza Santa Cruz, Manila 2805. Tel: 47-73-81. Cable: WEAREC. Telex: 40609. Pres.: James G. Dy; Gen. Mgr.: Ramon Chuayang.
 Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, Warner Bros.; (licensed) Big Tree, Brother, Curtom, Island, Little David, Mirage, Paradise, Swan Song, Warner Curb, Whitfield (all USA).
 Warner Bros., see WEA
 Wilear's Recs., 51 Aurora St., Mandaluyong, Rizal. Tel: 70-03-14. (Distributed by Vicor)

Wonderland Recs., 1835 F.B. Harrison, Pasay City. Tel: 59-05-31. Owner & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma; Sales Mgr.: Mike I. Cabahug.

• music publishers

B A M I (Bayanihan Music Philippines Inc.), Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Amado A. Amador.
 F A M I (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40-35-05. Cable: FAMI.
 J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3413. PT&T Telex: 4488. Bd. Chm. & Pres.: Wilfrido B. Cruz; Gen. Mgr. & Sales Mgr.: Margot M. Gallardo.
 Lustre Music Pub'g Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.
 Mareco Inc. (FAMI), 131 Del Monte Ave., Quezon City Tel: 35-45-26. Cable: VILMARECO.
 Metro Music Masters Inc., JLB Bldg., 5th fl., Ronquillo, Quiapo, Manila. Tel: 40-63-21. Pres.: Buddy O. De Vera.
 Sound Music Video, Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: 27-34-73.
 S. S. Suarez Music Co. (Filscap, Musika), 60 Prosperidad St., Malaban, Metro Manila. Tel: 22-41-94. Gen. Mgr.: Simplicio U. Suarez.
 Wonderland Recs. (Filscap), 1835 F.B. Harrison, Pasay City. Tel: 59-03-31. Pres. & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma; Sales Mgr.: Mike I. Cabahug.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Artists Guild of the Philippines, c/o College of the Holy Spirit, 16 E. Mendola St., Manila.
 Cultural Foundation of the Philippines, San Luis Terraces, Rm. 502, T.M. Kalaw St., Ermita, Manila. Tel: 57-13-11, 50-78-86.
 League of Filipino Composers, 1665 Tait Ave., Manila.
 Manila Symphony Society, Manila Metropolitan Theater, Liwasang Bonifacio, Manila. Tel: 40-80-41, 48-47-31. Pres.: Antonio Ozaeta.
 Music Promotion Foundation of the Philippines, Ysmael Bldg., 1845 Tait Ave., Manila. Cable: MUSIPROM.
 National Band Ass'n of the Philippines, 70 Boston St., Cubao, Quezon City. Tel: 70-34-94.
 National Music Council of the Philippines, c/o Cultural Center of the Philippines, Roxas Blvd., Manila 2801. Tel: 832-3683/1125. Cable: CULTURE-CEN. Telex: 40094. Pres.: Lucrecia R. Kasilag.
 R I A P (Record Int. Assns of the Philippines), c/o Manuel P. Villar, r. Calvo Bldg., Escolta, Manila. Tel: 47-11-83, 40-10-81.

CATALOG SERVICES
 Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati. Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACKEAST. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danece Samonte; Gen. Mgr.: Jacinto Negrini Garon; Sales Mgr.: Ernie Eveve; Floor Ops. Mgr.: Dagul Tabayande. (Tape only)

LICENSING ORGANIZATIONS, MUSIC
 B A M I (Bayanihan Music Philippines Inc.), PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Amado A. Amador.
 F A M I (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40-35-05. Cable: FAMI. (Represents SESAC mechanical rights)
 Filscap (Filipino Society of Composers, Authors & Publishers), Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila. Tel: 49-27-88. Pres.: Felipe P. de Leon; Exec. Dir. & Corp. Sec'y: Simplicio U. Suarez. (Performing rights only)
 Musika Inc., Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila. Tel: 49-27-88. Pres.: Esteban B. Bautista; Gen. Mgr. & Corp. Sec'y: Simplicio U. Suarez. (Mechanical rights only)
 Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar. (Mechanical rights rep.)

PLATING, PROCESSING & PRESSING PLANTS
 Atlas Rec'g Co., 35 F. Josef St., Concepcion, Marikina, Metro Manila. Tel: 697-2056. Gen. Mgr.: Roger O. De Vera; Plant Mgr.: Noli O. Ortez. (Pressing only)
 Dyna Prods. Inc., PO Box 4591, Manila. Tel: 23-67-35. Cable: DYPRO. Telex: 40361, 27264. Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr.: Vicente Y.
 Pressing capacity: 45-10,000 units/hr.; LP-7,000 units/hr.
 Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO.
 Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Tel: 7420409.
 J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3413. PT&T Telex: 4488. Bd. Chm. & Pres.: Wilfrido B. Cruz.
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel: 35-45-26. Cable: VILMARECO.
 V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao. (Pressing only)
 W E A Recs., Manufacturers Bldg., Mezzanine fl., Plaza Santa Cruz, Manila

2805. Tel: 47-73-81. Cable: WEAREC. Telex: 40609. Pres.: James G. Dy; Gen. Mgr.: Ramon Chuayang. (Pressing only)

RECORD PROMOTION
 Dimads, c/o Sound Int'l, PO Box 967, Manila.
 Entertainment Mgmt. & Mktg. Inc., c/o Red, White & Blue Cinemas, Aurora Blvd., Cubao, Quezon City. Tel: 78-52-31.
 Fil-Am Music Inc., Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40-35-05. Cable: FAMI.
 J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3413. PT&T Telex: 4488. Bd. Chm. & Pres.: Wilfrido B. Cruz.
 Offspring Recs., PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.
 Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar.
 Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati, Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACKEAST. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danece Samonte; Gen. Mgr.: Jacinto Negrini Garon; Sales Mgr.: Ernie Eveve; Floor Ops. Mgr.: Dagul Tabayande.
 V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao.
 Vicor Entertainment Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING
 The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.
 Dyna Prods. Inc., PO Box 4591, Manila. Tel: 23-67-35. Cable: DYPRO. Telex: 40361, 27264. Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr.: Vicente Y.
 Audio: 8-tr., cassette.
 Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-13-87, 89-14-51. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe.
 Audio: Cassette, open reel.
 Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-40-20. Cable: FILRECO.
 Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.
 Audio: Cassette.
 J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3413. PT&T Telex: 4488. Bd. Chm. & Pres.: Wilfrido B. Cruz.
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.
 OctoArts Int'l Inc., Philamife Homes, 945 E. de los Santos Ave., Corner N. Lawn, Quezon City. Tel: 96-81-43, 96-81-91. Cable: OCTOARTS. IT&T Telex: 40404, 14862 (Capwre). Pres. & Gen. Mgr.: Orlando R. Ilacad.
 Audio: Cassette.
 Offspring Recs., PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Electronics & Recg: Ernie Eveve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.
 Video: ¼" cassette, ½" Beta & VHS cassette. (PKG-video only)
 V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao (PKG)
 Audio: Cassette, open reel.

EMPTY CARTRIDGES, CASSETTES & REELS
 Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe. (Distributor/Importer)
 Audio: FIDELIPAC reel, broadcast cartridge.
 Video: FIDELIPAC open reel.
 3 M Philippines Inc., 3M House, E. de los Santos Ave., Guadalupe, Manila. Tel: 86-70-61. Cable: TRIMINCO. Telex: 45179. Mng. Dir.: Ronald G. Harber; Area Sales & Mktg. Planning Mgr.: Renato P. Batucan, Jr.
 Audio & Video: SCOTCH Cassette, open reel.

ENVELOPES & MAILERS
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.
 V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

JACKETS & SLEEVES
LABELS, DISK
 Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.
 J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 921-3413. PT&T Telex: 4488. Bd. Chm. & Pres.: Wilfrido B. Cruz.
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.
 V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao.
POLYETHYLENE BAGS
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.
 V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

OISK & TAPE MANUFACTURING EQUIPMENT
 Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
 Chief product: NEUMANN Disk-cutting equipment.

TAPE, BLANK LOADED & BULK RAW
 Dimads, c/o Sound Int'l, PO Box 967, Manila. (Blank only)
 Video: ¼" Beta & VHS cassette.
 Brand names: VCA, VVI.
 Empire Electronics Corp., Sarmiento Bldg. I, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)

miento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)

Audio: Blank—3M cassette, open reel; Raw—open reel.
Video: Blank—1" open reel, 1/2" EIAJ open reel.
Offspring Recs., PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas. (Blank only)
Audio: SOUNDTRACK Cassette

Video: WIDE PL 1/4" Beta & VHS cassette.
Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati. Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACKEAST. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Hegrini Garon; Sales Mgr.: Ernie Ereve; Floor Dpns. Mgr.: Dagul Tabayande.
Video: FUJI, JVC, PANASONIC, RCA, SONY, TDK, TOSHIBA 1/2" & 1/4" cassette.

3 M Philippines Inc., 3M House, E. de los Santos Ave., Guadalupe, Manila. Tel: 86-70-61. Cable: TRIMINCO. Tel: 45179. Mng. Dir.: Ronald G. Harber. Area Sales & Mktg. Planning Mgr.: Ronald P. Batucan Jr.
Audio: Blank—SCOTCH cassette; raw—2", 1", 1/2"
Video: Blank—SCOTCH 1" open reel, 1/2" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge.
V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao. (Blank only)
Audio: Cassette.

TAPE DUPLICATING EQUIPMENT

Empire Electronics Corp., Sarmiento Bldg. 1, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe; (Distributor/Importer)
Audio: PENTAGON High-speed duplicators.

TAPE PACKAGING & LABELING EQUIPMENT

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

• accessories

Empire Electronics Corp., Sarmiento Bldg. 1, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; Gen. Mgr.: Leonida S. Rabe; (Distributor/Importer)
Product: Record—replacement styli; tape—head cleaners, demagnetizers.

Offspring Recs., PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Electronics & Rec'g: Ernie Ereve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas.
Product: Record—record care prods.; tape—head cleaners, bulk erasers, demagnetizers.

3 M Philippines Inc., 3M House, E. de los Santos Ave., Guadalupe, Manila. Tel: 86-70-61. Cable: TRIMINCO. Mng. Dir.: Ronald G. Harber; Area Sales & Mktg. Planning Mgr.: Renato P. Batucan Jr.
Product: Record—record cleaners; tape—head cleaners, leader & splicing tape & equip. (Audio & video)

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.
Product: Record—record care prods., replacement styli, leader & splicing tape.

• store fixtures

Empire Electronics Corp., Sarmiento Bldg. 1, 9th fl., Ayala Ave., Makati 3116, Manila. Tel: 89-14-51, 89-13-87. Telex: 66083. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe. (Distributor/Importer)
Product: Tape display racks.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.
Product: Record & tape display racks, divider cards.

• merchandising aids

Offspring Recs., PO Box AC 468, Cubao, Quezon City. Tel: (632) 87-47-34, 86-67-57. Cable: SPRINGPROD. Bd. Chm. & Pres.: Dan Samonte; VP Electronics & Rec'g: Ernie Ereve; Gen. Mgr.: Robert Barivan; Sales Mgr.: Babes Posadas
Products: Posters, T-shirts, buttons & badges.

POLAND

Population: 36,429,000.
Rate of exchange: \$1 (US) = 86 zlotys.
Per capita income: \$2,000.
Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), June (Corpus Christi), July 22 (Polish National Day), November 1 (All Saints Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold LP—130,000 units.
Records sold domestically including imports: LP's 1982—7,579,689 units; 1981—5,258,380 units. EP's 1982—3,003,180 units. Singles 1982—90,207 units.
Records imported from USA: 1981—none.
Records exported to USA (factory value, FOB): 1982—13,918 units, \$23,932; 1981—38,000 units, \$47,000.
Records imported from countries other than USA (factory value, CIF): 1982—1,411,770 units, \$2,274,000; 1981—1,200,000 units, \$2,540,000.
Records exported to countries other than USA (factory value, FOB): 1982—700,000 units, \$972,000; 1981—1,250,000 units, \$2,750,000.
Average retail price per record: LP's—\$6.00; EP's—\$3.00; singles—\$2.00.
Record club sales: None.
Discounting: Never.

Type of distribution: The dominant system is manufacturer-to-wholesaler-to-retailer, with the sole wholesaler, Skladnica Ksiegarska (Books Warehouse), also dealing in books. Records, which are sold primarily in bookstores, are treated mainly as a fringe activity by these retailers. More and more stores, however, are being supplied directly by pressing plants.
Type of promotion: Many newspapers and magazines print reviews of newly

released records. Disk jockeys help promote new records on radio and occasionally on television. In discotheques, disk jockeys play about 90% Anglo-American records (unavailable for sale in the market) and also Polish new wave rock.

TAPE:

Market: Audio—Cassettes are manufactured by Polskie Nagrania. Wifon, Tompress and several new privately owned companies. There still are problems securing sufficient supplies of imported tape and boxes. There is no market for 8-track. Video—There is no video market.
Pre-recorded tape sold domestically including imports: Cassette 1982—939,155 units; 1981—1,704,294 units.

Average retail price per pre-recorded audio tape: Cassette—\$6.00.

CONSUMER ELECTRONICS

Percentage of home with: Radios (76%); television sets (40%); phonographs (35%).

RADIO STATIONS:

All government: no. of AM 30, no. of FM 37.
Comments: Music, all of which is pre-recorded, accounts for 60% of all programming. More than one-half of this percentage is made up of pop and jazz.

TELEVISION STATIONS:

No. of channels: 2 government, 90% color (SECAM).
Comments: Programming comprises newsreels, political programs, sports, variety shows, and movies.

IMPORT/EXPORT REGULATIONS:

Until 1982, all companies were state-owned. There now are several new private enterprises that have been funded mainly with foreign capital. Contacts with record companies can be made through Ars Polona.

MARKET ANALYSIS

This year, the record market has undergone a radical change, predominantly due to an explosion of new wave rock by very young artists with a devoted audience. About one hundred professional groups have sprung up, with more arriving, and have gained entry into radio and television. Among the better known are Bank, Republika, Lombard/Pawn Shop, Kombi, Oddzial Zamknity/Closed Ward, Lady Pank, Maanam, Kasa Chorych/Health Service, Budka Suflera/Prompter's Box, Kapitlan Nemo, and Rezerwa/Reservation. Through the pop charts run by the radio, tv and various newspapers, these groups have achieved immense popularity, surpassing everything else recorded by Polish pop artists over the past twenty years. There has developed, therefore, a completely new market for the phonographic industry, which, as in the past, cannot keep up with the demand for basic raw materials and presses, mainly due to mismanagement.

This has been grasped by the Polish authorities, which until now had been protecting the monopoly of the country's leading disc company—Polskie Nagrania, even though two other companies—Tompress and Wifon—were allowed to enter the market a couple of years ago. Newly admitted to the business have been foreign companies that are pressing and releasing disks in Poland, chiefly offering Polish recordings, notably by these young groups. There are also companies providing services to these foreign firms in the pressing area. This has been made possible by the importation of high-output presses. Possessing foreign currency resources, these companies do not face raw material shortages and are therefore in a position to satisfy demand. Their successful business operations can be ascribed also to the vigor and resourcefulness of their young executives, well versed in the intricacies and needs of the Polish market. They quickly respond to changing requirements, releasing LP's with current chart favorites, thus assuring sales of up to one-half million units within a few days.

As of a sudden, therefore, a phonographic boom has developed on the Polish market, with still plenty of room for new arrivals. The demand, unsatisfied for so many years, is of a kind which western manufacturers could only envision. Against this background the Polskie Nagrania company is still failing to keep up with the trend by frequently releasing disks for which demand has already waned. But this is no longer worrying Polish fans who are able to buy their desired disks from other sources. Apart from the demand for Polish artists, still sought after are foreign disks available chiefly outside the normal chain shops and also, to a growing extent, in private shops acquiring such disks through private channels, quite often from persons corresponding with foreign manufacturers and illegally receiving sample copies designed for disk jockeys. Typically, these are swindlers selling "disk jockey," "record producer" or "publisher" copies to the shops.

The young fans in Poland are very knowledgeable of current trends abroad since in all its four channels the Polish Radio (tv included) features the latest western recordings, often before they are officially released in the market in the West. Disks with British artists are played here a fortnight before their release on the UK market! Recordings by such artists as Men at Work, Toto, Christopher Cross, Duran Duran, Stray Cats, Phil Collins, Michael Jackson and Irene Cara are very well known in Poland and various music journals and daily newspapers carry biographies of the most popular performers. Roman Waschko

• record & tape manufacturers / distributors / importers

Ars Polona, Foreign Trade Ent., Krakowskie Przedmiescie 7, 00-068 Warsaw. Tel: 18-69-31, 17-50-50. Cable: ARSPOLDNA. Telex: 613498. Music Div. Dir.: Wladyslaw Duda; Music Dept. Mgr.: Janina Rudnicka.
Labels: Muza, Pronit, Tompress, Veriton, Wifon.
Muza, see PP Polskie Nagrania.
P P Polskie Nagrania, Długa 5, Warsaw 00-263. Tel: 31-16-17. Cable: POLNAG. Telex: 817831. Gen. Mgr.: Tadeusz Kretkiewicz.
Labels: (Owned) Muza.
Dionizy Piatkowski, ul. W. Komarowa 8, 62-051 Poznan-Wiry. Int'l Dir.: Dionizy Piatkowski; Gen. Mgr.: James Bronson Jr.; Sales Mgr.: Theresa Youko Doane.
Tompress-KAW (Krajowa Agencja Wydawnicza), Wlczka 46, 00-679 Warsaw. Tel: 20-26-63. Telex: 813487. Mng. Dir.: Alexandra Kepa.
Wifon Recs. & Tapes, Wronicza 17, 00-950 Warsaw. Tel: 47-86-80. Telex: 818023. Mng. Dir.: Eugeniusz Matejko.

• music publishers

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-83-96. Telex: 812470. Gen. Mgr.: Wladyslaw Jakubowski; Prof. Mgr.: Biana Skorzewska.
Synkopa PWM, Senatorska 13/15, 00-075 Warsaw. Tel: 26-97-80. Cable: PE-WUENWAR. Dir.: Jerzy Jasienski; Prof. Mgr.: Krzysztof Chromciewicz.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Polish Musicians, Krucza 24/26, 00-526 Warsaw. Tel: 21-86-47, 29-34-94. Pres.: Stefan Sutkowski; Gen. Mgr.: Jadwiga Brzostowiczka; Gen. Sec'y: Edward Dulski.
Jeunesses Musicales of Poland, Chief Council, Castle of Ostrogski, Dholnik 1, 00-368 Warsaw. Tel: 27-95-93, 27-54-71. Cable: POLMUSICA. Pres.: Jaroslaw Stopowski; Sec'y Gen.: Marek Bytkowski.
Polish Music Council, National Committee of the International Music Council, Rynek Starego Miasta 27, 00-272 Warsaw. Tel: 31-06-07.
Polskie Stowarzyszenie Jazzowe (Polish Jazz Society), Mazowiecka 11, 00-950 Warsaw 1. Tel: 27-79-04, 27-21-09. Cable: POLJAZZ. Telex: 812275. Pres.: Tomasz Tluczkiwicz.
Towarzystwo im. Fryderyka Chopina (Frederic Chopin Society), ul. Okolnik 1, Zamek Ostrogski, 00-368 Warsaw. Tel: 27-54-71. Dir. Gen.: Bogumil Palasz.
Union of Polish Composers (Zwiazek Kompozytorow Polskich), Rynek Starego Miasta 27, 00-272 Warsaw. Tel: 31-16-34, 31-17-41.
Warszawskie Towarzystwo Muzyczne im. Stanistawa Moniuszki (Warsaw Music Society), Morskie Dko 2, Warsaw.
Henryk Wieniawski Music Society, Swietoslawska 7, 61-840 Poznan. Tel: 526-42, 589-91. Gen. Mgr.: Edmund Grabkowski.
Z A K R (Zwiazek Polskich Autorow i Kompozytorow Utworow Rozrywkowych—Ass'n of Polish Authors & Composers of Pop Music), ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-60-61 x 44. Gen. Sec'y: Jacek Korczakowski; VP's: Piotr Figiel, Mateusz Swiechicki.

LICENSING ORGANIZATIONS, MUSIC

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-83-96. Telex: 812470. Gen. Mgr.: Wladyslaw Jakubowski; Prof. Mgr.: Biana Skorzewska. (Performing rights only)
Z A I K S (Society of Authors), ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-60-61. Telex: 812470. Pres.: Karol Makczynski. (Mechanical & performing rights)

RECORD PROMOTION

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-83-96. Telex: 812470. Gen. Mgr.: Wladyslaw Jakubowski; Prof. Mgr.: Biana Skorzewska.
Dionizy Piatkowski, ul. W. Komarowa 8, 62-051 Poznan-Wiry. Int'l Dir.: Dionizy Piatkowski; Gen. Mgr.: James Bronson Jr.; Sales Mgr.: Theresa Youko Doane.

TAPE CUSTOM DUPLICATORS

Wifon Recs. & Tapes, Wronicza 17, 00-950 Warsaw. Tel: 47-86-80. Telex: 817023. Mng. Dir.: Eugeniusz Matejko.
Audio: Cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

P H Z Transactor SA, PO Box 276, ul. Stawki 2, 00-950 Warsaw 1. Tel: 39-53-76, 39-61-54, 39-69-12, 39-70-17. Telex: 813288, 812359.
Brand name: BASF.

PORTUGAL

Population: 10,000,000.
Rate of exchange: \$1 (US) = 98 escudos.
Per capita income: \$2,200.
Holidays: January 1, April 25 (Freedom Day), May 1 (Workers' Day), June 10 (Community Day), October 10 (Republic Day), December 1 (Independence Day), December 25, various religious days and Carnival.

RECORDS:

Record sales certification awards: Silver single—30,000 units; gold single—50,000 units. Silver LP—15,000 units; gold LP—30,000 units.
Records sold domestically including imports (retail value): LP's 1982—6,000,000 units; 1981—5,500,000 units, \$29,071,000. Singles 1982—4,000,000 units; 1981—4,500,000 units, \$7,714,000.
Average retail price per record: LP's—\$4.84; singles—\$1.30.
Discounting: Rare in main shops, frequent in popular shops.
Type of distribution: Manufacturer-to-retailer predominates.
Type of promotion: Radio is the top promotion vehicle but the impact of television promotion is made through programs like "Fiesta E Fiesta," "Viva Musica" and "Superestrelas." Music magazines and many newspapers aid in the coverage.

TAPE:

Audio—Cassettes predominate; 8-track and open reel are out of use. About 80% of the market is attributed to piracy. Legal sales of cassettes declined slightly in 1982.
Video—A vast black market is a barrier for legal investments. In addition, video disks duplicate cassettes in large quantities.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1982—2,500,000 units; 1981—1,800,000 units, \$9,514,000.
Average retail price per tape: Cassette—\$4.84.

RADIO STATIONS:

No. of commercial 3 (1 AM, 2 FM); no. of government 6 (4 AM, 2 FM).
Comment: One channel (Number Two) plays classical music and debates on the arts; the others play a variety of programs, including pop/rock music—50% Portuguese and 50% foreign languages according to the quota law approved by Parliament.

TELEVISION STATIONS:

No. of government channels: 2; 70% color (PAL).
Comment: Television programming consists of news, political and social debates, arts, national and international pop series, sports, many music shows and a weekly one-hour program focusing on the record industry.

IMPORT/EXPORT REGULATIONS:

On imports there is a 30% Brussels regulation duty, plus 60%, an advance deposit, without interest, is required, and no financing is available.

MARKET ANALYSIS:

In 1982, the record and tape industry was hit only slightly compared with other nations. The reason may be found in a well organized promotion by record companies that was fully supported by radio and tv. The main trend in record sales again was electronic pop music, headed by Duran Duran, Human League, Yazoo and Classic Nouveaux. Portuguese artists also were very successful, having picked up many gold disks in varied musical styles.

1982 also was a good year for international appearances, mainly in Brazil, where Portuguese best newcomer Eugenia Melo Castro (PolyGram)

plus the top Valentim-EMI group Trovante made tv and radio appearances with much success. The concert circuit in Portugal was dominated by Brazilian artists.

Fernando Tenente

• record & tape manufacturers / distributors / importers

Alfama, see Telectra.
 Algarve, see Radio Triunfo.
 Alvorada Int'l, see Radio Triunfo.
 Aquila, see Radio Triunfo.
 Archv, see PolyGram.
 Banda, see Moveplay.
 Better (Discos) Lda., Rua Constitucão 74, Porto Tel: 498041
 Branch: Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel: 559062
 Labels: (Owned) Better, Olympo, SaeF.
 Bonzoa, see Joquei.
 C.B.S. (Portugal) Musica & Discos Lda., Rua Julio Quintina 11, Lisbon. Tel: 379041. Telex: 43520. Mng. Dir.: Carlos Pinto; Promo: Carlos Nunes; Mktg.: Jose Novais
 Valentim de Carvalho Ci. Sarl., Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Cable: TIMP. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos, Rec. Dept. Gen. Mgr.: Francisco Vasconcelos, Financial Dir.: Dr. Antonio dos Santos; Classical & Jazz Dept.: Paulo Gil; Sales Mgr.: Pedro Moreira, Local A&R: Mario Martins, Nuno Rodrigues; Promo.: David Ferreira
 Labels: (Owned) VC; (licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Apple (UK), Ardeck (UK), Argo (UK), Blue Note (USA), CFP (UK), CRAMPS (Italy), Capitol (USA), Columbia (UK), Decca (UK), Deram (UK), EMI (UK), EMI-America (USA), HMV (UK), Harvest (UK), Liberty (USA), London (USA), MAM (UK), Odeon (Brazil, Spain), L'Oiseau Lyre (France), MFP (UK), Parlophone (UK), Pathe (France), Purple (UK), RAK (UK), Regal (UK), R-FI (Italy), Rolling Stones (UK), Stateside (UK), Sunset (USA), Telefunken (Germany), Threshold (UK), United Artists (USA)
 Castro, Paz & Ca. Lda., Rua Julio Dinis 945, Porto. Tel: 65932
 Labels: (Owned) Clave
 Clave, see Castro, Paz.
 D. G. see PolyGram.
 Dargil (Sociedade Comercial Dargil) Lda., Av. 5 de Outubro 35B, 1000 Lisbon. Tel: 574914. Cable: DARGIL. Telex: 18416. Chief Exec.: Jose Correa Mendes; Gen. Mgr.: Detlev Mastbaum; Sales Mgr.: Paulo Reis
 Labels: (Licensed foreign) ECM (Germany), ENJA (Germany), Everest (USA), Folkways (USA), Gillette (USA), Joker (Italy), MPS (Germany), Rounder (USA), SteepleChase (Denmark), Up (Italy)
 Diapasoa, see Sasseti
 Disco Falado, see Sasseti.
 Edisco (Empresa Editora & Distribuidora de Disco Lda.), Rua Dr. Alves da Veiga 175, 4000 Oporto. Tel: 560455, 564201. Gen. Mgrs.: Laurindo Oliveira, Armando Cerqueira, Maria Fernanda Correia, Joaquim Gonçalves
 Domestic & Int'l A&R: Armando Cerqueira
 Labels: (Owned) Edisco, Rapsodia; (licensed) Le Chant du Monde (France), Font-Cetra (Italy)
 Estudio, see Mundusom.
 Fenix, see Radio Triunfo & Arnaldo Trindade.
 Flash, see Telectra.
 Fontana, see PolyGram
 Gaivoia, see Rossil.
 Gira Industrias de Som Lda. (IFPI), Av. Melo Falcão 36 S/L Esq., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos; Sales Mgr.: Antonio Fernando
 Labels: (Owned) Gira; (licensed foreign) Prism (USA), Red Bus (UK), WMDT (USA)
 Gladio, see Telectra.
 Guia da Musica, see Sasseti
 Harmonia, see Radio Triunfo.
 Heliodor, see PolyGram.
 Imavox Som & Imagem Sarl. (IFPI), Av. Conselheiro Fernando de Sousa 19, 4th fl., 1000 Lisbon. Tel: 656025/6. Telex: 13050. Pres. Joao David Nunes; Gen. Mgr.: Carlos Mota; Sales Mgrs.: Pedro de Sousa, F. Donato
 Labels: (Owned) Imavox; (licensed) Disc' AZ (France), BBC (UK), Bellaphon (Germany), Can't Stop (USA), Carabine (France), DJM (UK), De Lite (USA), Delphine (France), Destiny (USA), Motown (USA), Page One (UK), Trema (France), Young Memories (France)
 Joquei (Disco) Lda., Parque Residencial Miraflores, Lote 101-6B, Alges, Lisbon. Tel: 217719
 Label: (Owned) Bonzoa
 Jorsom-Audio Visual Lda., Rua Tristão Vaz 24-B, 1400 Lisbon. Tel: 613068, 616185. Pres.: Jorge Costa Pinto. Gen. Mgr.: Maria de Fatima (Distributor/Importer/Exporter)
 L I S, see Rossil
 M G M, see PolyGram
 M H G R Edicoes Musicais Lda., Rua Saravia de Carvalho 207, Porta 9, 1300 Lisbon. Tel: 2436424. Telex: 12400. Chm.: Mary Harrison-Goudie; Gen. Mgr.: Rui de Castro
 Labels: (Owned) MHG, Mira, Warm; (licensed foreign) Battle of the Bands, Cherry Red, Groove, Manic, Pop Aural, Rascal, Record Shack, Rewind, Rok, Rondelet, Scratch, Songwriters' Workshop, Steinar, Towerbell (all UK)
 Melodia, see Radio Triunfo.
 Mercury, see PolyGram
 Mira, see MHGR.
 Moveplay Portuguesa Discografica Sarl. (IFPI), Rua Gregorio Lopes, Lote 1524, Loja-A, Encosta do Restelo, 1400 Lisbon. Tel: 615496. Pres. & Gen. Mgr.: Joao Maia, Sales Mgr.: Carlos Bolintina; Account Mgr.: Fernando Santos
 Labels: (Owned) Banda, Moveplay, PSST; (licensed) Barclay (France), Ca. Fonografica Espanola (Spain), Chiswick (UK), DJM (UK), Dicap (Chile), Egg (France), Prefude (USA), Riviera (France), Zahro (Spain)
 Mundusom Sociedade Ind'l do Som Sarl.—Discos Estudio, Rua Rodrigo da Fonseca 204 r/c, Lisbon 1. Tel: 688173
 Labels: (Owned) Estudio, Trevo
 Olympo, see Better
 Onda, see Vadeca
 Orfeu, see Radio Triunfo & Arnaldo Trindade
 Ors, Editora de Discos & Fitas Gravadas Lda., Rua do Cabo 30, 1200 Lisbon. Tel: 602411. Mgr.: Jose Carlos Moura Sobral
 P S S T, see Moveplay.
 Philips, see PolyGram.
 Pintainho, see Rossil.
 Polydor, see PolyGram.
 PolyGram Discos Sarl. (IFPI), Rua Prof. Reinaldo dos Santos 12, 1500 Lisbon. Tel: 787101. Cable: POLYGRAM. Telex: 14074. Mng. Dir. Rodrigo Marin; A&R Mgr.: Toze Brito; Mktg. Mgr.: Daniel Gouveia

Labels: (Owned) Archv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Verigo; (licensed) Ariola, Chrysalis (UK), Island (UK), MCA (UK)
 R P E, see Radio Producoes.
 R T, see Radio Triunfo.
 Radio Producoes Europa Lda. (IFPI), Rua Dom Fua Roupinho 50-A, 1900 Lisbon. Tel: 826503. Chief Exec.: Dias Coelho; Gen. Mgr.: Fernando Maia; Sales Mgr.: Martins dos Santos; Promo. Mgr.: Francisco Brando Ferreira
 Labels: (Owned) RPE; (licensed foreign) Logo/Transatlantic (UK)
 Radio Triunfo Lda. (IFPI), Travessa Central do Seixo, 4465 S. Mamede de Infesta. Tel: 950152, 956094. Cable: RATRIL. Telex: 23127. Co-Pres.: Arnaldo Trindade, Jose Seratim; Deputy Gen. Mgr.: Arnaldo Trindade Jr.; Sales Mgr.: Fernando Pereira, Financial Controller: Jose Simoes; Technical Projects: Lupo Nogueira
 Branch: 1400 Lisbon, R. Gregorio Lopez, Lote 1524, Loja A Sales & Mktg.: Carlos Lacerda; A&R: Bernardo de Brito e Cunha; Promo.: Fernando Matias
 Labels: (Owned) Algarve, Alvorada Int'l, Aquila, Fenix, Harmonia, Melodia, Orfeu, RT, Sereia, Sintra; (licensed foreign) Asylum (USA), Atlantic (USA), Baby (Italy), Beverly (Brazil), Big Tree (USA), Cartaz (Brazil), Charter (Brazil), Clave (Spain), Copacabana (Spain), Cotillion (USA), Corgon (USA), Dark Horse (USA), Disc'Rec (USA), Durium (Italy), Elektra (USA), Eurovox (Belgium), Fantasy (USA), Gamma (Mexico), Harmony (USA), Hesperos (Spain), Little David (USA), Melodia (USSR), Midi (USA), Milestone (USA), Nemperor (USA), Nonesuch (USA), Odyssey (USA), PRT (UK), Pacific (USA), Portrait (USA), Prestige (USA), Reprise (USA), Som (Brazil), Swan Song (USA), Vanguard (USA), Vogue (France), Warner Bros. (USA)
 Rapsodia, see Edisco
 Roda, see Vadeca
 Roda Int'l, see Vadeca.
 Rossil (Edicoes) Lda. (IFPI), Av. Joao Crisostomo 39, 1st fl., 1000 Lisbon. Tel: 40043, 40053. Telex: 15836. Mng. Dirs.: Jose Antonio Crespo, Carlos Faria; Int'l Mgr.: Jean Jacques Salembier; Promo. Mgr.: Policarpo de Freitas; Sales Mgr.: Pava Gomes
 Labels: (Owned) Gaivoia, LIS, Pintainho, Rossil; (licensed foreign) Actv (Switzerland), Avatar (UK), Bearville (USA), Creole (UK), Graf (USA), Legion (UK), Pinnacle (UK), Srocco (France), Sonet (UK), Splash (UK), West End (USA)
 SaeF, see Better
 Sasseti—Sociedade Portuguesa de Musica & Som Sarl., Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon. Tel: 656094. Telex: 13384. Gen. Mgr.: A. Marques de Almeida; Music Dir.: Fernando Carvalheira; A&R: Jorge Zagalo
 Labels: (Owned) Diapasoa, Disco Falado, Guida da Musica, Sasseti, Zip-Zip; (licensed foreign) Amadeo (Austria), Le Chant du Monde (France), ESP (USA), Everest (USA), Harmonia Mundi (France), Melodia (USSR), Muza (Poland), Supraphon (Czechoslovakia), Wergo (Germany)
 Sereia, see Radio Triunfo
 Sintra, see Radio Triunfo
 Telectra—Empresa Technica de Equipamentos Electronicos Sarl. (IFPI), Apdo. 2531, Rua Rodrigo da Fonseca 103, 1000 Lisbon. Tel: 686072. Telex: 12598. Pres.: Fernando Serrano; Gen. Mgr.: Jose Varatojo da Silva; A&R L. Cunha
 Labels: (Owned) Alfama, Flash, Gladio, Telectra; (licensed) RCA group (USA)
 Trevo, see Mundusom.
 Arnaldo Trindade & Ca. Lda. (IFPI), Rua de Santa Catarina 117, Porto. Tel: (02) 381341. Cable: RADILECTRA. Telex: 22266. Pres.: Arnaldo Trindade; Gen. Mgr.: Fernando Pereira; Co-ord.: Arnaldo Trindade Jr.
 Promo. branch: Lisbon, Av. Columbano Bordoal Prineiro, 71-7 Esq. Tel: 766406. Telex: 13644. Mgr.: Rui Mota Alves
 Labels: (Owned) Fenix, Orfeu, (licensed) Cream (USA), Durium (Italy), PRT (UK), Vogue (France)
 V C, see Valentim de Carvalho.
 V D C, see Vadeca
 V D C Int'l, see Vadeca.
 V M, see Vadeca
 Vadeca J.C. Donas Lda. (IFPI), Rua 31 de Janeiro 210, 4000 Porto. Tel: 20471. Telex: 23437. Pres. & Gen. Mgr.: Francisco Vasconcelos; Financial Dir.: Alcino Barreto, Local A&R: Carlos Cunha; Promo.: Fernando Rocha
 Branch: 1500 Lisbon, Rua Prof. Reinaldo dos Santos Lote 2. Tel: 789333, 786718, 788476. Telex: 14027. Int'l A&R: Idilio Viana; Promo.: Lizete Grijo, Frederico Santos
 Labels: (Owned) Onda, Roda, Roda Int'l, VDC, VDC Int'l, VM; (licensed foreign) CID (Brazil), Carosello (Italy), Dureco (Netherlands), Miller (Germany)
 Vertigo, see PolyGram.
 Warm, see MHGR.
 Zip-Zip, see Sasseti.

• music publishers

Better (Ed.), Rua Constitucão 74, Porto. Tel: 498041. Dir.: A. Figueiredo.
 Branch: Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel: 559062
 Valentim de Carvalho Ci. Sarl., Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos, Publ'g Mgr.: Henrique Amoroso
 Castrator Music, see Rui De Castro G. Cardoso.
 Rui De Castro G. Cardoso, Rua Saravia de Carvalho 207, Porta 9, 1300 Lisbon. Tel: 243-6424. Telex: 12400. Owner: Rui de Castro.
 Costa Pinto (Ed. Musicais) Lda. (SPA), Rua Ega de Queoz 20, 3rd fl., Lisbon. Tel: 562850. Pres.: Jorge Costa Pinto; Gen. Mgr.: Maria de Fatima Edisom (Edicao & Producao de Som Lda.), Rua Antonio Enes 16-2A, 1000 Lisbon. Tel: 548890, 530219. Telex: 18888. Gen. Mgr.: Carlos Jorge
 Muscat (Ed. Musicais Arnaldo Trindade & Ca. Lda.) (SPA), Av. Columbano Bordoal, 71-7 Esq., 1000 Lisbon. Tel: (01) 763387. Telex: 13644. Pres.: Arnaldo M. Trindade; Gen. Mgr.: Fernando Albuquerque
 Sasseti—Sociedade Portuguesa de Musica & Som Sarl., Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon. Tel: 656094. Telex: 13384. Gen. Mgr.: A. Marques de Almeida
 Telectra (Eds. Musicais), Rua Rodrigo da Fonseca 103, 1000 Lisbon. Tel: 686072. Telex: 12598. Pres.: Fernando Serrano; Gen. Mgr.: Jose Varatojo da Silva
 Triunfo (Ed. Musicais), Travessa Central do Seixo, 4465 S. Mamede de Infesta. Tel: 950152, 956094. Cable: RATRIL. Telex: 23127. Co-Pres.: Arnaldo Trindade, Jose Seratim; Mgr.: Fernando de Albuquerque.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Circulo de Cultura Musical, Rossio 45, Lisbon 4.
 Grupo Portugues de Produtores de Fonogramas & Videogramas (GPPVF), c/o PolyGram Discos Sarl., Rua Prof. Reinaldo dos Santos 12, Loppes C/D, 1500 Lisbon. Tel: 789381. Telex: 12214, 16494.

International Music Council, Nat'l Committee, Instituto de Alta Cultura, Prace do Principe Real 14, Lisbon.
LICENSING ORGANIZATIONS, MUSIC
 S P A (Sociedade Portuguesa de Autores), Av. Duque de Loule 31, 1098 Lisbon. Code: Tel: 578320, 578370. Cable: AUTORES. Pres.: Dr. Luiz Francisco Rebelo. (Mechanical & performing rights)
LICENSOR, RECORD, TAPE & VIDEO
 M H G R Edicoes Musicais Lda., Rua Saravia de Carvalho 207, Porta 9, 1300 Lisbon. Tel: 243-6424. Telex: 12400. Chm.: Mary Harrison-Goudie; Gen. Mgr.: Rui de Castro.
PLATING, PROCESSING & PRESSING PLANTS
 Valentim de Carvalho Ci. Sarl., Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Sales Mgr.: Pedro Moreira
 Fono-Companhia Ind'l de Discos Lda., Rua Angelina Vidal 23, 1100 Lisbon. Tel: 842076, 843631. Chief Exec.: Jose Manuel Monteiro Fortunato; Gen. Mgr.: Joao Palhais Milherras
 Radio Triunfo Lda., (Pressing) Lugar do Seixo, 4465 S. Mamede de Infesta. Tel: 950152, 956094; (Plating & Processing) Rua Campo do Lindo 208, 4200 Porto. Tel: 485876. Co-Pres.: Arnaldo Trindade, Jose Serafim.
RECORD PROMOTION
 Gira Industrias de Som Lda., Av. Melo Falcão 36 S/L Esq., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos; Sales Mgr.: Antonio Fernando.
TAPE CUSTOM DUPLICATORS
 Valentim de Carvalho Ci. Sarl., Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graça B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Sales Mgr.: Pedro Moreira
 Gira Industrias de Som Lda., Av. Melo Falcão 36 S/L Esq., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos; Sales Mgr.: Antonio Fernando.
 Audio: Cassette.
 M H G R Edicoes Musicais Lda., Rua Saravia de Carvalho 207, Porta 9, 1300 Lisbon. Tel: 243-6424. Telex: 12400. Chm.: Mary Harrison-Goudie; Gen. Mgr.: Rui de Castro.
 Audio: Cassette.
 Radio Producoes Europa Lda., Rua Dom Fua Roupinho 50-A, 1900 Lisbon. Tel: 826503. Chief Exec.: Dias Coelho; Gen. Mgr.: Jose Manuel Nunesforles; Gen. Exec.: Fernando Maia Rodrigues Gonçalves
 Audio: Cassette, open reel.
 Radio Triunfo Lda., Rua Anselmo Braancamp 297, 4000 Porto. Tel: 567964.
 Audio: 8-tr. & cassette.
• supplies
TAPE, BLANK LOADED & BULK RAW
 Agfa-Gevaert Ind'l Lda., Av. 25 de Abril 9, 2795 Lunda a Velha. Tel: 2190031. Cable: AGFAGEVA. Telex: 12630. Mng. Dir.: J. Kindt, Gen. Mgr.: B. Worthmann.
 Audio: Blank-compact-cassette, open reel; raw-cassette, broadcast, studio.
 Video: Cassette, open reel.
 Amperele Electronica Ind'l Lda., Apdo. 4008, Av. Fontes Pereira de Melo 47, 4th fl., 1000 Lisbon. Tel: 532227, 532698. Cable: AMPEREL. Telex: 18588. Gen. Mgr.: A.C. Romão; Sales Mgr.: A. Dias. (Blank only)
 Audio: AMPEX 2", 1", 1/2" open reel, cassette.
 Video: AMPEX 2", 1" open reel, 1/2" Beta & VHS cassette.
 B A S F Portuguesa Lda., Apdo. 1438, Rua de Santa Barbara 46, 5th fl., Lisbon 1. Tel: 562511. Cable: BASF. Telex: 12219. Sales Mgr.: Peter Brosse. (Blank only)
 Audio Cassette, open reel.
 Video: 1" cartridge, 1/2" EIAJ cartridge.
 Euroaudio Lda., Apdo. 72, Sitio do Pedregao, 2501 Caidas Da Rainha, Tel: (062) 23041. Telex: 16289.
 Audio: Blank-1/2" reel, 8-tr., cassette; raw-2" reel.
 Video: Blank-1/2" VHS cassette.
 Radio Triunfo Lda., Rua Anselmo Braancamp 297, 4000 Porto. Tel: 567964. (Blank only)
 Audio: 8-tr. cassette.
• accessories
 Amperele Electronica Ind'l Lda., Apdo. 4008, Av. Fontes Pereira de Melo 47, 4th fl., 1000 Lisbon. Tel: 532227, 532698. Cable: AMPEREL. Telex: 18588. Gen. Mgr.: A.C. Romão; Sales Mgr.: A. Dias.
 Product: Tape-Head cleaners, bulk erasers, demagnetizers, leader & splicing tape.
 Joquei (Disco) Lda., Parque Residencial Miraflores, Lote 101-6B, Alges, Lisbon. Tel: 217719
 Product: Record-record care prodcs., replacement styli; Tape-head cleaners, demagnetizers.

PUERTO RICO

Note: For Puerto Rican listings, please refer to the United States section.

ROMANIA

Population: 22,150,000
 Rate of exchange: \$1 (USD) = 497 lei
 Per capita income: \$1,200
 Holidays: January 1 & 2, May 1 & 2 (Labor Day & Youth Day), August 23 (Liberation Day)
RECORDS:
 Record sales certification awards: None.
 Type of distribution: There are over 3000 stores in which records are sold, including the cooperative system, bookstores, and specialized stores. Every three months Electrecord representatives have contact talks and meetings with business representatives, the latter ones having previously decided how many copies are to be published of each record. These meetings are without mediators
 Type of promotion: Radio and television are the most important means. Television is dominated by MOR music. "Saptamina," "Scentia Tinere

tulu," "Trbuna," "Orizont" and "Cronica" magazines have permanent musical columns dedicated to records and charts as does "Contemporanul."

Average retail price per record: Domestic LPs—\$4.00-\$5.60; EPs & singles—\$1.40-\$2.40. Import LPs \$8.80 (from Socialist countries), \$15 (from Indian companies); EPs & singles—\$3.00-\$3.40.

Jobs: 40.

TAPE:

Comment: 8-track is not yet used officially. Cassette & open reel tapes are very popular, especially for the former since the introduction of Romanian cassette players. Blank open reel tape is imported from West Germany and East Germany; blank cassette tape is imported from West Germany, East Germany, Hungary, Switzerland, Israel, and Greece.

CONSUMER ELECTRONICS:

Number of homes with: Radios—3,300,000; television sets—3,700,000 (all b/w); phonographs—980,000; color television sets & videotape recorders—(400 to 500).

RADIO STATIONS:

No. stations: 83.

Comment: 40% of programming is MOR and rock, 35% classical, and 25% folklore.

TELEVISION STATIONS:

No. of stations: 294 (39 principal).

Comment: Romania does not yet produce programs in color but the establishment of a color recording station should change this.

IMPORT/EXPORT REGULATIONS:

Record importing and exporting is done by ILEXIM, which imports from Socialist and Indian companies only. Regarding Western music, Electrecord releases records under license.

• record & tape manufacturers / distributors / importers

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu; Artistic Mgr.: Vasile Sirt; Music Dept. Chief: Daniela Caraman Fotea.

Labels: (Owned) Electrecord; (Licensed) B&J (UK), CBS (France), CBS-Sugar (Italy), Delta (Germany), International Shows (France), Juan Valori (Spain), Metronome (Germany), Montana (Germany), PIPS (Switzerland), Philips (UK), Stop (Italy), Studio 33 (Netherlands), Symphony Tone Prod'ns (Switzerland), Transworld (Switzerland), Trilogy (USA).

I L E X I M, Str. 13 Decembrie nr. 3, 70116 Bucharest 1. Tel: 13.98.75, 15.76.72. Musical Sec'y: Adrian Stefanescu. (Importer/Exporter)

• music publishers

Editura Muzicala (The Musical Publ'g House), Str. Poiana Narciselor 6, 70718 Bucharest 1. Tel: 16.40.99. Gen. Mgr.: Titus Moiseescu.

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu; Prof. Mgr.: Vasile Sirt.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A R I A (Romanian Agency for Artists' Mgmt.), Str. 16 Inechita Vacarescu, 70528 Bucharest. Tel: (90) 13.70.08. Telex: 10139. Mgr.: Ion Butoi Stanescu; Ass't Mgr.: Nicolae Costin; Musicologist: Eugen Princop.

A T M (Association of Artists from Theatrical & Musical Institutions), Blvd. Schitu Magureanu 1, 70626 Bucharest 6. Tel: 13.41.72/44.99. VP: Dina Cocea; Sec'y: Ana Toboșaru.

Composers' Union (Ununea Compozitorilor), Str. 2 Constantin Esarcu, Bucharest. Tel: (90) 16.37.47. Pres.: Nicolae Calinoiu; VP's: Zeno Vancea, Romeo Ghircioasiu; Sec'y's: Dr. Vasile Tomescu, Theodor Grigoriu, Laurentiu Profeta, Wilhelm Berger.

Socialist Culture & Education Council (Consiliul Culturii si Educatiei Socialiste), Casa Scintei, Piata Scintei 1, 71341 Bucharest 1. Tel: 17.60.10/20. Music Mgr.: G. Trif.

LICENSOR, RECORD & TAPE

PLATING, PRESSING & PROCESSING PLANT

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu.

TAPE CUSTOM DUPLICATOR

TAPE PACKAGING & LABELING

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu. Audio: Cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

JACKETS & SLEEVES

LABELS, DISK

POLYETHYLENE BAGS

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Electrecord, Str. Emil Bodnarus 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Chief Exec. & Gen. Mgr.: Grigore Petreanu. (C-D cassettes; LP jackets & sleeves; 45, LP & cassette labels)

• supplies

TAPE, BLANK LOADED & BULK RAW

Reprezentanta tehnica-comerciala, Str. Giuseppe Garibaldi 14, Bucharest 1. Tel: 79.62.10/35. Telex: 11695. Brand name: BASF.

SINGAPORE

Population: 2,457,000.

Rate of exchange: 1 (US) = 2.09 Singapore dollars

Per capita income: \$4,530

Holidays: New Year's Day, Chinese New Year, Good Friday, May 1 (Labor Day), August 9 (National Day), November 11 (Deepavali), December 25.

• record & tape manufacturers / distributors / importers

Angel, see EMI.

Atlas Sound (Pte) Ltd., UIC Bldg., B/1.3, 5 Shenton Way, Singapore 1. Tel: 220-4484/7064. Telex: 20734.

Billboard 1983-1984 International Buyer's Guide

Baal Recs. Pte. Ltd., 847 World Trade Centre, Singapore 0409. Tel: 278-7174. Cable: BAALPROD.

Borneo Co. Pte. Ltd., PO Box 898, Inchcape House, 450/452 Alexandra Rd., Singapore 0511. Tel: 62-5111. Cable: BORNEO. (Importer)

C B S Singapore Pte. Ltd., 214-A Bright Centre, Telok Kurau Rd., Singapore 1542. Tel: 440-8855. Telex: 39007. Mng. Dir.: Terrence Phung; Sales Mgr.: Peter Lau.

Labels: (Owned) CBS, CBS Masterworks, Columbia, Epic, Portrait; (Licensed foreign) Blue Sky, Boardwalk, Boulevard, Caribou, Geffer, IRS, Jet, Kat Family, Kershner, Monument, W&Mereo, Philadelphia Int'l, T-Neck, TSOP, Tabu, Unlimited Gold (all USA); CBS/Sony (Japan), Epic/Sony (Japan).

Capitol, see EMI.

Chiang Huat Co. Pte. Ltd., 195/199 Outram Park, Singapore 0316. Tel: 220-3444, 222-2973. Cable: CHIPMUNKS. Telex: 26785. Chm.: Prielak Chang; Gen. Mgr.: T.T. Quek; Sales Mgr.: Koh Koh Thye.

Labels: (Owned) Echo, Elastic.

Cogent, see Unisong.

Columbia, see CBS.

Cosdel (Singapore) Pte. Ltd. (IFPI), Box 538, Crawford PO, Singapore 9119; Units 1C-5C, Block 11, 3rd fl., Kallang Bahru, Kallang Ind'l Estate, Singapore 1233. Tel: 258-9944. Cable: COSDEL. Telex: RS 38704. Chm.: Kenneth L. Cole; Mng. Dir.: S.P. Sim; Sales Mgr.: Willie Lim. (Distributor/Importer)

Labels: (Licensed) Cream-Hi (USA), Durium (Italy), Festival (Australia), Lion's Gate, RCA group (USA).

Crest Music Centre, 14 Scotts Rd., No. 05-60, Far East Plaza, Singapore. Tel: 235-3657. Cable: ALBYCOMMENT. Telex: 33368. (Distributor/Importer/Exporter)

D G, see PolyGram.

Double-Up, see EMI.

E M I (Singapore) Pte. Ltd. (IFPI), 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Cable: EMITRON. Telex: RS 25652. Mng. Dir.: Wee Tiong Wah; Financial Dir.: Joseph Khoo; Sales Mgr.: Sahul Hamid.

Labels: (Owned) Angel, Capitol, Double-Up, EMI, EMI America, Encore, HMV, Harvest, Liberty, MFP (Music for Pleasure), One-Up, Parlophone, Pathe, Regal, Regal Zonophone, Talsman, United Artists, Waverley; (Licensed foreign) Disneyland (USA), RAK (UK)

Eagle, see Teo Kwan.

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sun Quek; Gen. Mgr.: See Gik Quek; Sales Mgr.: S.F. Quek. (Importer)

Echo, see Chang Huat.

Elastic, see Chang Huat.

Encore, see EMI.

Epic, see CBS.

Fontana, see PolyGram.

H M V, see EMI.

Harvest, see EMI.

Hup Hup Sdn. Bhd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 65-1187/1333. Cable: HUPHDNIC. Mng. Dir.: Ng Lan Chin; Dir.: Ms. Ng Ay Yin, Ms. Ng Ay Na. (Distributor)

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. Local branches: Singapore 0617, G3 Capitol Shopping Centre, N. Bridge Rd. Tel: 338-5659—Singapore 0617, B/7-B Colombo Court, N. Bridge Rd. Tel: 338-4013, 336-2171. (Importer)

Liberty, see EMI.

Life Rec. Inds. (Pte.) Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 265-1333/1187. Cable: LIFERECORD. Telex: 33581. Wholesale Dept.: 232 Serangoon Rd. Tel: 293-0129/3404.

M F P, see EMI.

Mercury, see PolyGram.

Music for Pleasure, see EMI.

One-Up, see EMI.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see PolyGram.

Polydor, see PolyGram.

PolyGram Recs. Pte. Ltd. (IFPI), 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHDNRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

Labels: (Owned) DG, Fontana, Mercury, Philips, Polydor, RSO; (Licensed foreign) A&M, CTI (USA), Capricorn (USA), Charisma (UK), MGM, Metronome, Monument, Pablo (Germany), Rocket, Vertigo, Verve.

Portrait, see CBS.

R S O, see PolyGram.

Regal, see EMI.

Regal Zonophone, see EMI.

Singapore Audio, 225 Plaza Singapura, 2nd fl., Orchard Rd., Singapore 9. Talsman, see EMI.

Teo Kwan Electric Recs. Co., 17 Dhoby Ghaut, Singapore 9. Tel: 360-402, 328-265. Cable: KWANGLECT. Label: (Owned) Eagle.

Tony, see Tony Wong.

Unisong Pte. Ltd., Shaw Towers, No. 125, Beach Rd., Singapore 7. Tel: 293-4379. Gen. Mgr.: Kuek Soi Tee; Sales Mgr.: Tay Chor Huan.

Labels: (Owned) Cogent, Unisong.

United Artists, see EMI.

W E A Recs. Pte. Ltd., 315 Outram Rd., No. 14-05, Singapore 0316. Tel: 223-1688. Cable: WEARECORD. Telex: 25958. Financial Controller: Yip Yuen Han; Gen. Mgr.: Jimmy Wee; Sales Mgr.: Johnny Sng.

Labels: (Licensed) Asylum, Atco, Atlantic, Big Tree, Cotillion, Dark Horse, Elektra/Asylum, Island, Planet, RFC, Reprise, Scotti Bros., Sire, Swan Song, Warner Bros., Whitefield.

Waverley, see EMI.

Tony Wong Co. (Pte.) Ltd. (IFPI), 30 Kallang Pl., No. 07-16, Singapore 1233. Tel: (65) 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong; Gen. Mgr.: Chow Yue Teng; Sales Mgr.: Wong Tech Keng.

Labels: (Owned) Tony.

• music publishers

E M I Music Publ'g (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Cable: EMITRON. Telex: RS 25652. Mng. Dir.: Wee Tiong Wah; Financial Dir.: Joseph Khoo; Prof. Mgr.: Adeline Fong. Intersong Far East Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

W E A Music Pte. Ltd., 315 Outram Rd., No. 14-05, Singapore 0316. Tel: 223-1688. Cable: WEARECORD. Telex: 25958. Financial Controller: Yip Yuen Han; Gen. Mgr.: Jimmy Wee.

Tony Wong Co. (Pte.) Ltd., 30 Kallang Pl., No. 07-16, Singapore 1233. Tel:

(65) 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

• services

PLATING, PROCESSING & PRESSING PLANTS

E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Mng. Dir.: Wee Tiong Wah.

Hardie Trading (Servs.) Pty. Ltd., 100 Hillview Ave., Singapore 2366. Tel: 469-4822. Cable: HARDIETRAD. Telex: RS 23751. Mgr.: M.G. Buscombe.

Life Rec. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Lan Chin.

PolyGram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. (Pressing only)

Unique Art Record Ind'l Ents. Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-5166/4230. Cable: CASSETCO. Telex: RS 35131. Pres.: Keng Hui Chuan; Sales Mgr.: S.T. Tsai.

RECORD PROMOTION

Gabco Pte. Ltd., 22 Jalan Hitam Manis, Singapore 1027. Tel: 633-005. Cable: GABBY. Telex: RS 25070. Chm.: Philip C.M. Seow; Gen. Mgr.: Jacqueline Fong; Sales Mgr.: Cindy Chang.

Rediffusion (Singapore) Pte. Ltd., 182 Clemenceau Ave., Singapore 0923. Tel: 336-2211. Cable: REDIFFUSE. Telex: RS 24114. Pres.: Jack Snowden.

TAPE CUSTOM DUPLICATORS

E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 2262. Tel: 265-9422. Mng. Dir.: Wee Tiong Wah.

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sun Quek; Gen. Mgr.: See Gik Quek; Sales Mgr.: S.F. Quek. Audio: Cassette.

Video: 2" quad, 1" helical, 1/4" Beta & VHS cassette.

Life Recs. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Lan Chin. Audio: Cassette.

Dtari Nampo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.

Audio: cassette.

PolyGram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 22. Tel: 268-1255. Cable: PHDNRECORD. Telex: 24829. Mng. Dir.: Joe Chen.

Rediffusion (Singapore) Pte. Ltd., 182 Clemenceau Ave., Singapore 0923. Tel: 336-2211. Cable: REDIFFUSE. Telex: 24114. Pres.: Jack Snowden. Audio: Cassette, open reel.

Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASSETCO. Telex: 35131. Pres.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira. (PKG) Audio: 8-tr., cassette, open reel.

Tony Wong Co. (Pte.) Ltd., 30 Kallang Pl., No. 07-16, Singapore 1233. Tel: (65) 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong. (PKG) Audio: 8-tr., cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Audio: All plastic parts.

Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASSETCO. Telex: RS 35131. Pres.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira.

Audio: Cassette parts.

Tony Wong Co. (Pte.) Ltd., 30 Kallang Pl., No. 07-16, Singapore 1233. Tel: (65) 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

Audio: All 8-tr. & cassette parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer)

Dtari Nampo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.

Audio: 8-tr. & cassette.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Brand name: UNI-EL MAR.

Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASSETCO. Telex: 35131. Pres.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira.

Audio: Cassette.

Tony Wong Co. (Pte.) Ltd., 30 Kallang Pl., No. 07-16, Singapore 1233. Tel: (65) 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

Audio: TONY 8-tr., cassette.

JACKETS & SLEEVES

LABELS, DISK

Craft Print Pte. Ltd., PSA Multi Storey Complex, Unit 513, Block 3, 5th fl., Pasir Panjang Rd., Singapore 0511. Tel: 275-1816. Cable: CRAFTPRINT. Telex: 26862. Dir.: Dora Ong; Gen. Mgr.: Charrie Chan.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

RAW MATERIALS

Tony Wong Co. (Pte.) Ltd., 30 Kallang Pl., No. 07-16, Singapore 1233. Tel: 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong. Product: Coatings.

DISK & TAPE MANUFACTURING EQUIPMENT

Hardie Trading (Servs.) Pty. Ltd., 100 Hillview Ave., Singapore 2366. Tel: 469-4822. Cable: HARDIETRAD. Telex: RS 23751. Mgr.: M.G. Buscombe. (Importer) Product: Transco master recording blanks.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.:

Samuel Chong.
Brand name: FINEBITL.

TAPE, BLANK LOAEO & BULK RAW

Agfa, see East Asiatic.
Ammol, see Unimagnetic.
Amplex, see Eastland.

B A S F, see Jensen & Jessen.

East Asiatic Co. Pte. Ltd., Agfa-Gevaert Dept., Finlayson House, 1st fl., Raffles Quay, Singapore 1. Tel: 981201. Telex: 21234. Agfa-Gevaert Dept. Dir.: Andrew Heng Seng Par.
Audio: Blank—AGFA compact-cassette, open reel; raw—cassette, broadcast, studio.

Video: AGFA cassette, open reel.

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S.F. Quek.
Audio: Raw—AMPEX cassette, open reel.

Intermagetics Singapore Pte. Ltd., Woodlands Factory Bldg., Block 15, No. 10, Rd. 9, Marsiling Ind'l Estate, Singapore 25. Contact: Mr. Lian.
Jensen & Jessen (Singapore) Ltd., PO Box 2444, Supreme House, 10th fl., Penang Rd., Singapore 9. Tel: 32-8361. Cable: JEBIJSSEN. Telex: 21487. Dir.: A. Pons.
Audio & Video: BASF cassette, open reel.

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer) (Blank only)
Audio & Video: Cassette.

Otari Nanpo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.
Audio: 8-tr. & cassette.

Tony, see Tony Wong.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.

Audio: 8-tr., cassette.

Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASSETCO. Telex: 35131. Pres.: S.T. Tsai; Sales Mgr.: Thomas D. Pereira. (Blank Only)
Audio: AMCOL cassette.

Tony Wong Co. (Pte.) Ltd., 30 Kallang Pl., No. 07-16, Singapore 1233. Tel: (65) 293-7988. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.
Audio: TONY 8-tr., cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S. F. Quek.
Audio: AMPEX, PENTAGON duplicators.

Otari Singapore Pte. Ltd., Woh-hup Complex Unit 5350, Beach Rd., Singapore. Tel: 294-5370. Contact: Hajime Yamamoto.
Audio: Tape loaders (8-tr., cassette, reel)

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.
Audio: ED-PIC, KING duplicators, winders.

• accessories

Eastland Trading (S) Pte. Ltd., 283A Selegie Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Mng. Dir.: Tee Sin Quek; Gen. Mgr.: See Gi Quek; Sales Mgr.: S.F. Quek.
Product: Record—recorder car prods., replacement styli; Tape—head cleaners, bulk erasers, demagnetizers, leader & splicing tape (all audio & video).

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117; Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer)
Product: Record—carrying & storage cases, record care prods., replacement styli.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.
Product: Record—record care prods.; Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

• store fixtures

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.
Product: Tape display racks.

SOUTH AFRICA, REPUBLIC OF

Population: 23,771,970.

Rate of exchange: \$1 (US) = 1.08 rand.

Per capita income: \$1,316.

Holidays: January 1, April 6 (Founders Day), April 9 (Good Friday), April 12 (Family Day), May 20 (Ascension Day), May 31 (Republic Day), October 10 (Kruger Day), December 16 (Day of the Vow), December 25 (Christmas), December 26 (Day of Goodwill).

RECORDS:

Record sales certification awards: Gold single—25,000 units, platinum single—100,000 units. Gold LP—20,000 units, platinum LP—50,000 units.

Records sold domestically including imports (retail value): LPs 1981—4,225,255 units, \$44,365,186. Singles 1981—5,901,654 units, \$12,393,474.

Average retail price per record: LPs—\$7.98; singles—\$1.57.

Record club sales: None.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer. Rack jobbing through national chain stores accounts for a large percentage of sales.

Type of promotion: Radio is the main promotional medium. National charts are compiled weekly by Springbok Radio. Television features two weekly programs, "Pop Shop" and "Easy Beat," both with film clips of international and local artists. International artists on tour are interviewed on television. Some newspapers regularly publish supplements on all facets of the entertainment industry. A number of local pop magazines are published.

Jetsetters: 500.

TAPE:

Market: Cassettes have completely superseded 8-track. Cassette player/recorders and radio cassette player/recorders for portable and auto use, along with the more technically elaborate music centers, are widely available in the marketplace. There seems to be an increase in popularity in cassette players of the Sony Walkman type.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1981—3,176,321 units, \$33,351,371.

Average retail price per tape: Cassette—\$7.89.

CONSUMER ELECTRONICS:

Number of homes with: AM/FM radios—2,500,000 (55%); television sets 1,500,000 (33%), 1,300,000 color, 200,000 b&w; phonographs—2,000,000 (44%); audio tape recorders—1,000,000 (22%).

RADIO STATIONS:

No. of independent channels 3, SABC channels 16.
Comment: Pop, MOR, classical and indigenous African records are used for a very substantial part of SABC's radio programs, particularly on Radio 5 (a 24-hour pop music station) and the regional music stations—Radio Highveld, Port Natal and Radio Good Hope—and on the programs for African people in seven tribal languages. The independent Capitol Radio, based in Transkei, and Channel 702 in Bophutatswana are also record music stations.

TELEVISION STATIONS:

No. of channels: 2 commercial (SABC), 100% color (PAL).
Comment: 1982 saw the start of a second channel—the joint Channel TV4—which serves the Nguni/Sotho language groups. Additional channels for other African language groups such as Zulu, Xhosa, and Tsonga are planned for the future. TV2/3 telecasts thirty hours per week, while TV1 telecasts fifty hours per week. The latter features programs in English and Afrikaans. Both channels present news and entertainment shows, documentaries, drama, opera, ballet, the arts, orchestral concerts, and religious and children's programs.

IMPORT/EXPORT REGULATIONS:

Import permits are required for records. Custom duty is 10% of FOB and 30% excise duty. Import permits are not required for pre-recorded tapes. Custom duty is 20% on FOB and 30% excise duty plus a surcharge of 10% of FOB. Usual shipping documents are required. Export credit insurance and forward exchange cover are available.

Bill Brooks

• record & tape manufacturers / distributors / importers

Africa, see B&S & WEA.

Akulalwa, see CCP.

Angel, see EMI Music South Africa.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

Auckland Park, see Gallo.

B & S Int'l, see B & S Music.

B & S Music Pty. Ltd., 16 Edward St., Regents Park, Johannesburg. Tel: 26-5010. Mng. Dir. & Sales Mgr.: Ernest Schroder. Gen. Mgr.: Thokoza Mema.

Labels: (Owned) Africa, B&S Int'l, Platinum, Promise, Rejoice, Thokoza.

Beat City, see WEA.

Betel, 385 Voortrekkers Rd., Pretoria 0084. Contact: Robbie Engelbrecht.

Black Cat, see CCP.

Black Hi Lights, see Gallo.

Black Music, see CCP.

Blue Note, see EMI Music South Africa.

Brigadiers, see EMI Music South Africa.

Brotherhood Recs. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 424841.

Mng. Dir.: Graham Beggs; Gen. Mgr.: Jenni Harris

Buffalo, see David Gresham & RPM.

Bullet, see CCP.

Butterfly, see Gramophone.

C B S, see Gramophone.

C B S Rec. Co. (Pty.) Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (011) 613-2011. Cable: SOUNDBOX. Telex: 4-21190. Mng. Dir.: K. Haycock; Gen. Mgr.: Simon Buthelezi; Sales Mgr.: Doug Hill.

Labels: (Owned) Akulalwa, Black Cat, Black Music, Bullet, CCP, Goli, Gull, Hi Trax, Hot Stuff, Intuthuko, Jamloti, Kaya-Lami, Lake Victoria, Mabob City, Nkanyazi, Reggae, Ring, Shona Langa, Spes Bona, Umsakazo, Yashingoma, Zimbabwe; (Licensed) De-Lite (USA), Greensleeves (UK), Salsoul (USA).

Capitol, see EMI Music South Africa.

Church, see Teal.

City Special, see Teal.

Columbia, see EMI Music South Africa.

Contempo, see EMI Music South Africa.

Cool Blue, see EMI Music South Africa.

Cotillion, see WEA.

Country Music, see Gallo.

D G P, see RPM.

D G P Int'l, see David Gresham.

Double-Up, see EMI Music South Africa.

Drum Rock, see RPM.

Duba Duba, see RPM.

Dynamite, see Music for Pleasure.

E M I Music South Africa (Pty.) Ltd. (IFPI), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 4-21190. Mng. Dir.: C. R. Kelly; A&R Dir.: Roddy King; Mktg. Dir.: R. le Comber. Sales Dir.: Doug Hill.

Labels: (Owned) Angel, Blue Note, Brigadiers, Capitol, Columbia, Contempo, Cool Blue, Double-Up, EMI, EMI America, EMI Int'l, HMV, Harvest, Odeon, Parlophone, Regal-Zonophone, Safari, Starline, Stateside, Swinger, United/Liberty, Zodiac; (Licensed foreign) BBC (UK), Carrere (France), Chiswick (UK), Original (Australia), Powderworks (Australia), Purple (UK), RAK (UK), Radial Choice (UK), Stiff (UK).

Elektra, see WEA.

Embassy, see Gramophone.

Emdubane, see Gramophone.

Epic, see Gramophone.

Ezomdabu, see Gallo.

Flame, see Music for Pleasure.

Freeway, see Music Incorporated.

Friends, 16 Clamart Rd., Richmond, Johannesburg 2029. Tel: (11) 786-7364, 726-8095. Telex: 960-420-967.

G R C, see Gramophone.

Gallo Recs. (Pty.) Ltd., PO Box 6216, 130 Kerk St., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLDTON. Telex: 83053. Mng. Dir.: Peter Gallo; Gen. Mgr.: Fred Bagnato; A&R & Mktg. Mgr.: Ivor Harburg.

Labels: (Owned) Black Hi Lights, Ezomdabu, Gallo, Motella, Soul Jazz, Spades; (Licensed domestic) Auckland Park, Country Music; The Sun; (Licensed foreign) Applause (USA), Arcade (UK), Baby (Italy), Becket (USA), Bronze (UK), CITI (USA), Capasetic (UK), Chrysalis (UK), Delphine (France), Disney (USA), Handshake (USA), Hansa (Germany), Hispavox (Spain), MCA (USA), Ronco (UK), Sam (USA), Telefunken (Germany).
Go Go, see Teal.
Goli, see CCP.

Good as Gold, see Revellie.

Gramophone Rec. Co. (Pty.) Ltd. (GRC) (IFPI), PO Box 2445, 132 Kerk St., Johannesburg 2001. Tel: (11) 37-2827. Cable: AFRICORD. Telex: 8-0153. Mng. Dir.: Percy Golembi; Gen. Mgr. & Sales Mgr.: John De Beer; A&R Mgr.: Fred Pearson.

Labels: (Owned) Butterfly, CBS, Embassy, Emdubane, Epic, GRC, HMV, Harmony, Imbongi, Intuthuko, Jive Marabi, Masterpiece, Portrait, Soul Train; (Licensed) Caribou, GTO, Jet, Kirshner, Monument, Ode, Philadelphia Int'l, Prelude, T.K. T-Neck, Tappan Zee (all USA).

David Gresham Prod'n., PO Box 85126, Emmarentia 2029. Tel: (011) 646-6010. Cable: DAVEGRESH. Telex: 4-28202. Mng. Dir.: David Gresham; A&R Dir.: Dennis East; Dir.: Alan Goldswain; Prod'n: Julian Laxton; Mktg. Dir.: Charles Kuehn.

Labels: (Owned) Buffalo, DGP Int'l, Mpumelelo, NTU, Nitty Gritty; (Licensed foreign) Flying (UK), LARC (USA), Montage (USA), Philly World (USA), Red Bus (UK), Ritz (UK), Visual & Audio Leisure (UK).

Gull, see CCP.

H M V, see EMI Music South Africa.

H V N, see Gramophone.

Harmony, see Gramophone.

Harvest, see EMI Music South Africa.

Hi Trax, see CCP.

Highway Soul, see WEA.

Hit Special, see Teal.

Horse, see CCP.

Hot Music, see Music Incorporated.

Hot Stuff, see CCP.

Imbongi, see Gramophone.

Ingagasi, see Teal.

Intuthuko, see CCP & Gramophone.

Invisible Church Investments, Box 13, Botha's Hill 3660, Durbin 4001. Tel: (031) 75-2370. Mng. Dir.: Robin J. Philips.

Ipi Tombi, see Teal.

Jamloti, see CCP.

Jive Marabi, see Gramophone.

Jo'Burg Recs. & Music Pub'g (Pty.) Ltd., PO Box 93005, Yeoville, Johannesburg 2143. Tel: (011) 728-3424. Mng. Dir.: Stan Cohen.

Labels: (Owned) Jo'Burg, King, R&T, Sounds of Soul, Soweto.

Kaya-Lami, see CCP.

King, see Jo'Burg.

Lake Victoria, see CCP.

Mabob City, see CCP.

Magic of Music, see Teal.

Mariner Music (Pty.) Ltd., Box 28530, Sunnyside, Pretoria 0132. Tel: (012) 44-1558. Cable: MUSIPUB. Telex: 8-0153. Pres. & Gen. Mgr.: Robert Schroeder. Sales Mgr.: Roy Bulkin.

Label: (Owned) Rob Roy.

Masterpiece, see Gramophone.

Mellow Mood, see Music for Pleasure.

Minc, see Music Incorporated.

Motella, see Gallo.

Mpumelelo, see David Gresham.

Music for Pleasure (Pty.) Ltd., PO Box 83448, South Hills 2136. Tel: 613-6791. Telex: 4-28169. Mng. Dir.: N.J. Bignaut; Mktg. Dir.: S.J. Du Plooy.

Labels: (Owned) Dynamite, Flame, Mellow Mood, Skyline; (Licensed foreign) Classics for Pleasure, Music for Pleasure, Music Way, Sounds Super (all UK).

Music Incorporated (Pty.) Ltd., PO Box 39950, Bramley, Johannesburg 2018. Tel: (011) 37-9446. Telex: 8-96202. Mng. Dir.: Hilton Rosenthal.

Labels: (Owned) Freeway, Hot Music, Minc, Sound Rays; (Licensed foreign) Musicworks (Canada), WMOAT (USA), Wizard (Australia).

Music Machine, see Teal.

N T U, see David Gresham.

Nitty Gritty, see David Gresham & RPM.

Nkanyazi, see CCP.

Nonesuch, see WEA.

Odeon, see EMI Music South Africa.

One Way, see Revellie.

Parlophone, see EMI Music South Africa.

Pastik, see Teal.

Southern Music Publishing Co. (South Africa) Pty. Ltd.
Johannesburg,
Republic of South Africa

Platinum, see B&S.
 Plum, see Teal.
 Portrait, see Gramophone.
 Pride, see WEA.
 Promise, see B&S.
 R P M Rec. Co. (Pty.) Ltd. (IFPI), RPM House, PO Box 2807, Zone: 2000; 62 Goud St., Johannesburg 2001. Tel: (11) 29-2583. Cable: PHONOSOUND. Telex: 8-0859. Chm.: Ivor Schlosberg; Sales Dir.: Vic Schaefer; Mktg. Dir.: Paul Zamek.
 Labels: (Owned) Drum Rock, Duba Duba, RPM, Shumba; (licensed domestic) Buffalo, DGP, Nitty Gritty; (licensed foreign) Aim (UK, USA), Ariola (worldwide), Arista (UK, USA), DJM (UK), Island (UK), Magnet (UK), Motown (USA).
 R & T, see Jo'Burg.
 Regal-Zonophone, see EMI Music South Africa.
 Reggae, see CCP.
 Rejoice, see B&S.
 Reprise, see WEA.
 Rev, see Reveille.
 Reveille Recs. (Pty.) Ltd., PO Box 261141, Johannesburg 2023. Tel: (011) 23-5276/1866. Mng. Dir.: Audrey Smith.
 Labels: (Owned) Good as Gold, One Way, Rev, Reveille.
 Revelation Recs (Pty.) Ltd., PO Box 32414, Braamfontein, Johannesburg 2017. Tel: (011) 726-4250. Mng. Dir.: Gavin Market; Gen. Mgr.: Molly Barron; Sales Mgr.: Cindy Bailey.
 Labels: (Owned) Revelation; (licensed domestic) CFAN, KCP, Songweaver; (licensed foreign) Benson, Bread & Honey, GreenTree, Heartwarming, Home Sweet Home, Hope Song, Impact, David Ingles, Lamb & Lion, Malaco, Milk 'n' Honey, Len Minn, New Dawn, NewPax, Onyx Int'l, Paragon, Refugee, Rooftop, Singpiration, Star Song.
 Ring, see CCP.
 Rob Roy, see Mariner.
 Safari, see EMI Music South Africa.
 Shona Langa, see CCP.
 Shumba, see RPM.
 Sire, see WEA.
 Skyline, see Music for Pleasure.
 Soul Jazz, see Gallo.
 Soul Soul, see Teal.
 Soul Train, see Gramophone.
 Sound Rays, see Music Incorporated.
 Sounds of Soul, see Jo'Burg.
 Soweto, see Jo'Burg.
 Spades, see Gallo.
 Spear, see WEA.
 Spes Bona, see CCP.
 Springboard Rec. Co. (Pty.) Ltd., PO Box 3619, Zone: 2000; 62 End St., Johannesburg 2001. Tel: (011) 235-641. Mng. Dir.: A.A. Haffjee.
 Labels: (Licensed foreign) Muse, The Sound of Brooklyn, Storyville (all USA).
 Starline, see EMI Music South Africa.
 Stateside, see EMI Music South Africa.
 The Sun, see Gallo.
 Sunshine Recs. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 4-24841. Mng. Dir.: Grahame Beggs; Gen. Mgr.: Jenni Harris.
 Swinger, see EMI Music South Africa.
 Symphonia Studios Pty. Ltd., PO Box 656, Bedford View 2008. Tel: 53-4225. Telex: 8-3260. Mng. Dir.: H.M. Zaczek.
 Label: (Licensed foreign) Sheffield (USA).
 Teal Rec. Co. Ltd. (IFPI), PO Box 4105, 130 Kerk St., Johannesburg 2000. Tel: (011) 28-2400. Cable: TEALREC. Telex: 8-0132. Chm.: A.G.J. McGrath; Pres.: P.A. Gallo; VP: A. Marshall; PRO: Mrs. A.J. Friedman; Prod'n Mgr.: Mrs. C. Halgryn.
 Labels: (Owned) Church, City Special, Go, Go, Hit Special, Magic of Music, Music Machine, Plastik, Plum, Soul Soul; (licensed domestic) Iggasi, Ipi Tombi; (licensed foreign) Attic (USA), Awendo Rakedo (Kenya), Boardwalk (USA), Durium (Italy), Fantasy (USA), Golden Hour (UK), Koth Kiyombi (Kenya), Kung Fu (Kenya), Malaco (USA), Milestone (USA), PRT (UK), Prestige (USA), RCA (USA), Stax (USA), Sugar Hill (USA), Vogue (France), Zimbabwe (Zimbabwe).
 Thokoza, see B&S.
 Trutone Music (IFPI), PO Box 9299, Zone: 2000; New Kirk Bldg., 132 Kerk St., 5th fl., Johannesburg 2001. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Geoff Furniss; Sales Mgr.: Lawrence Koonin; A&R Mgr.: Cheryl Van Blerk; Classical Mgr.: Bernie Snyman; Local Exec. Prod'r: Emil Zoghby.
 Labels: (Owned) Trutone; (licensed domestic) Accata, Archiv (Germany), CRD, Decca (USA), Casablanca (USA), Charisma (UK), DG (Germany), Decca, EGM (Germany), EG (UK), Fono, Fontana (Netherlands), Harmonia Mundi, Heads, Heiendor (Germany), Inner City (USA), Karussell (Germany), K-tel, MGM (USA), MPS (Germany), Mercury (USA), Metro-nome, Orfeo, Pablo (USA), Philips (Netherlands), Pickwick, Polydor (Germany), Privilege (Germany), RSO (UK), Ricordi, Rocket (UK), Schwann, Spoken Arts (USA), Teledc, Turnabout (UK), Vanguard, Vertigo (UK), Verve (USA, Japan).
 The Turntable (Pty.) Ltd. (IFPI), PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)
 Umsakazo, see CCP.
 United/Liberty, see EMI Music South Africa.
 W E A Recs. (Pty.) Ltd., 20 Ridge Rd., Johannesburg. Tel: (011) 643-3141. Cable: WEARECORSA. Telex: 4-24139. Mng. Dir.: Derek Hannan; Financial Dir.: Mike Oldfield.
 Labels: (Owned) Africa, Asylum, Atco, Atlantic, Beat City, Cotillion, Elektra, Highway Soul, Nonesuch, Prdc, Reprise, Sire, Spear, WEA Int'l, Warner Bros.; (licensed foreign) Beggar's Banquet (UK), Big Time (Australia), Dark Horse (USA), Far Out (USA), Logo (UK), Luapula (Zambia), Moby Dick (USA), Oyeoyo Ringo (Kenya), Riva (UK), Shungu (Zimbabwe), Swan Song (USA).
 Warner Bros., see WEA.
 Word of Life Whse., PO Box 698, Florida 1710. Tel: (011) 672-1192. Chief Exec.: R.B. Beeson; Gen. Mgr.: Miss C. Christopherson.
 Yashingoma, see CCP.
 Zimbabwe, see CCP.
 Zodiac, see EMI Music South Africa.

• **music publishers**

Acutt-Rose SA (Pty.) Ltd., c/o Gallo Music, PO Box 6216, 130 Kerk St., Johannesburg 2000. Contacts: Peter Gallo, John Edmond.
 Angela Music Publ'g Co. (Pty.) Ltd., 4 Goudvis Rd., Melrose N., Johannesburg 2196. Tel: (11) 788-6094. Telex: 4-25063. Mng. Dir.: Terry Dempsey; Gen. Mgr.: Carrie Dempsey.

B & S Music Publ'rs Pty. Ltd., 16 Edward St., Regents Park, Johannesburg. Tel: (11) 26-5010. Mng. Dir. & Gen. Mgr.: Ernest Schroder; Prof. Mgr.: Thokoza Memela.
 Blue Chip Music, see Clan.
 Breakaway Music Co. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 4-24841. Mng. Dir.: Grahame Beggs; Gen. Mgr.: Jenni Harris.
 Cherry Lane Music Co. (Pty.) Ltd., PO Box 379, 239 Afeskor Bldg., 32 Third Ave., Wynberg Sandton, Bergville 2012. Gen. Mgr.: Anton Alberts.
 City Limits Music, see Minc.
 Clan Music Publ'g Co. (Pty.) Ltd., PO Box 2807, Zone: 2000; 62 Goud St., Johannesburg 2001. Tel: (11) 29-2583. Cable: PHONOSOUND. Telex: 8-0859. Chm.: Ivor Schlosberg; Gen. Mgr.: Beverly Bryer; Prof. Mgr.: Gill Ruler.
 Contagious Music, see Clan.
 E M I-Brigadiers Music (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: ABEEMUSIC. Telex: 8-7409. Mng. Dirs.: A. Venter, Clive Kelly; Dir. & Gen. Mgr.: R. Kallenbach; Prof. Mgr.: Vic Ellis.
 E M I Music Publ'g (South Africa) (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: ABEEMUSIC. Telex: 8-7409. Chm.: Clive Kelly; Mng. Dir.: R. Kallenbach; Prof. Mgr.: Vic Ellis.
 Essex Music Group (Pty.) Ltd., PO Box 6857, Johannesburg. Tel: (11) 728-7365. Cable: SEXMUS. Mng. Dirs.: Kevin J. O'Hara, David Platz, Howard Richmond.
 Gallo Music (Music Publ'g Co. of Africa Pty. Ltd.) (SAMRO), PO Box 6216, 130 Kerk St., Johannesburg 2000. Tel: (11) 28-2400. Cable: MUSIPUB. Telex: 83053. Pres.: Peter Gallo; Exec. VP: John Edmond.
 Goldrush Music, see Angela.
 Intersong (Pty.) Ltd., PO Box 10678, 130 Kerk St., Johannesburg 2000. Tel: (11) 37-6480. Cable: BELINDSONG. Telex: 8-0153. Dir. & Gen. Mgr.: A.M. Heatlie.
 Jo'Burg Recs. & Music Publ'g (Pty.) Ltd. (SAMRO), PO Box 93005, Yeoville, Johannesburg 2143. Tel: (011) 41-6070. Mng. Dir.: Stan Cohen.
 Jonathan Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Chm.: Barry Kimberley; Mng. Dir.: Kevin O'Hara; Dir.: Vicky Benticch-Kimberley.
 Jordan Music (Southern Africa) (SAMRO), PO Box 32414, Braamfontein, Johannesburg. Tel: (011) 726-4250. Mng. Dir.: Gavin Market; Gen. Mgr.: Molly Barron; Prof. Mgr.: Patrick Tomlinson.
 Juluka Music, see Minc.
 Laetrec Music Ltd., PO Box 6216, Zone: 2000; Gallo Centre, 2nd fl., 130 Kerk St., Johannesburg 2001. Tel: (11) 28-2400. Cable: MUSIPUB. Telex: 83053. Mng. Dir.: Peter Gallo; Gen. Mgr.: John Edmond.
 Little Monster Music (Pty.) Ltd. (SAMRO), PO Box 85126, Emmarentia 2029. Tel: (011) 646-6010. Cable: DAVEGRESH. Telex: 4-28202. Joint Mng. Dirs.: David Gresham, Dennis East; Dirs.: A. Goldwain, J. Laxton; Gen. Mgr.: Dennis East; Prof. Mgr.: Pat Challis.
 M C A Music (Africa) (Pty.) Ltd., PO Box 6216, Johannesburg 2000. Tel: (11) 28-2400. Cable: LEEDSMUSIK. Telex: 8-3053. Dir.: Peter Gallo; Gen. Mgr.: Ivor Haerburger.
 Minc Music, PO Box 39950, Bramley, Johannesburg 2018. Tel: (011) 37-9446. Telex: 8-9602. Mng. Dir.: Hilton Rosenthal.
 Ivan Mogull Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Dirs.: Ivan Mogull, Kevin J. O'Hara.
 Musicpeople Publ'rs (Pty.) Ltd., PO Box 1510, Johannesburg 2000. Tel: 29-8041. Telex: 8-7391. Mng. Dir.: Ian Furr; Gen. Mgr.: Dorothy Roberts.
 David Platz Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Dirs.: David & Paul Platz, Kevin O'Hara.
 Plymouth Music (Pty.) Ltd. (SAMRO), PO Box 11254, Zone: 2000; 32 Steele St., Steeledale, Johannesburg 2001. Tel: (011) 613-2011. Cable: ABEEMUSIC. Telex: 8-7409. Dir.: B. Papert; Gen. Mgr.: R. Kallenbach; Prof. Mgr.: Vic Ellis.
 Reveille Music (Pty.) Ltd., PO Box 261141, Johannesburg 2023. Tel: (011) 23-5276/1866. Mng. Dir.: Audrey Smith; Gen. Mgr.: Leslie Madinga; Prof. Mgr.: Laura Bernstein.
 Robroy Music, Box 28530, Sunnyside, Pretoria 0132. Tel: (012) 44-1558. Cable: MUSIPUB. Telex: 8-0153. Dir. & Gen. Mgr.: Robert Schroeder; Prof. Mgr.: Roy Bulkin.
SOUTHERN MUSIC PUBL'G CO. (SA) (PTY.) LTD., PO Box 10274, Johannesburg 2000. Tel: 648-5404. Cable: SOUTHMUSIC. Dir.: Glyn Taylor. (SEE ADVERTISEMENT)
 Tradelius & Co., PO Box 3159, Durban 4000. Tel: (031) 69137. Cable: AC-CORDIO. Telex: 620389. Mng. Dir.: H. Tradelius; Int'l Div. Dir.: E. Rasch.
 W E A Music, see Warner Bros.
 Warner Bros. Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg 2000. Tel: (11) 728-7365. Cable: SEXMUS. Dirs.: Kevin J. O'Hara, Derek Hannan, Chuck Kaye, Leonard Golove.
 Yachamo Music (Pty.) Ltd. (SAMRO), PO Box 85126, Emmarentia 2029. Tel: (011) 646-6010. Cable: DAVEGRESH. Telex: 4-28202. Chm. & Mng. Dir.: David Gresham; Dir.: Allan Goldswain.

• **sheet jobber / supplier**

Tradelius & Co., PO Box 3159, Durban 4000. Tel: (031) 69137. Cable: AC-CORDIO. Telex: 620389. Mng. Dir.: H. Tradelius; Int'l Div. Dir.: E. Rasch.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Association of the Southern African Photographic Ind. (ASAPI), PO Box 5411, Johannesburg. Tel: (11) 613-2011. Sec'y: W. Brooks.
 N D R M (National Org. for Reproduction Rights in Music in Southern Africa Ltd.), PO Box 4378, Zone: 2000; 1017 Bosman Bldg., 99 Eloff St., Johannesburg 2001. Tel: (011) 29-0627. Chm.: George Hardie; Sec'y: Kathleen Webb.
 Southern African Record & Tape Dist. Ass'n, PO Box 8213, Johannesburg 2000. Tel: (11) 613-2011. Telex: 8-7409. Chm.: C.R. Kelly; Sec'y: W. Brooks.

LICENSING ORGANIZATIONS, MUSIC

D A L R O (Dramatic, Artistic & Literary Rights Org. Pty. Ltd.), PO Box 9292, Johannesburg 2000; SAMRO House, DeBeer & Juta Sts., Braamfontein 2001. Tel: 725-2580. Cable: LITTERA. Mng. Dir.: Gideon Roos. (Performing, recording & reprographic rights for literary, dramatic & artistic works)
 S A M R O (Southern African Music Rights Org. Pty. Ltd.), PO Box 9292, Johannesburg 2000; SAMRO House, De Beer & Juta Sts., Braamfontein 2001. Tel: 725-2580. Cable: ACISUM. Telex: 424653. Exec. Pres.: Gideon Roos. (Performing rights only)
 S A R R A L (South African Rec'g Rights Ass'n Ltd.), PO Box 4378, Johannes-

burg 2000. Tel: (11) 29-0627. Cable: MECRIGHTS. Telex: 83687. Mng. Dir.: G.R. Hardie. (Mechanical rights only).
PLATING, PROCESSING & PRESSING PLANTS
 E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 8-7406. Mng. Dir.: C.R. Kelly; A&R Dir.: Roddy Quinn; Mktg. Dir.: R. le Comber; Sales Dir.: Doug Hill.
 Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Telex: 83053. Dir.: Peter Gallo. (Pressing only).
RECORD PROMOTION
 The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke.
TAPE CUSTOM DUPLICATORS
 E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 8-7406. Mng. Dir.: C.R. Kelly; A&R Dir.: Roddy Quinn; Mktg. Dir.: R. le Comber; Sales Dir.: Doug Hill.
 Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Telex: 83053. Dir.: Peter Gallo.
 Audio: 8-tr., cassette.
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
 Audio: Cassette.
 Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Geoff Furniss.
 Audio: Cassette.

• **supplies**
CARTRIDGE & CASSETTE PARTS
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
 Audio: Cassette pulleys, hubs, cushion foils.
 Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Geoff Furniss.
 Audio: Cassette boxes, lids & halves.
EMPTY CARTRIDGES, CASSETTES & REELS
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
 Audio: Cassette.
 Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-9727. Mng. Dir.: Geoff Furniss.
 Audio: Cassette.

JACKETS & SLEEVES
LABELS, DISK
 Interpak (Pty.) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Telex: 80245. Rec. Pac Mgr.: J.N. Berz; Works Mgr.: D. Kalwert. (45, LP)
 The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer-Labels)
POLYETHYLENE BAGS & SHRINKWRAP
RAW MATERIALS
DISK & TAPE MANUFACTURING EQUIPMENT
 The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)
PROFESSIONAL TAPE SUPPLIES & ACCESSORIES
 Interpak (Pty.) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Telex: 80245. Rec. Pac Mgr.: J.N. Berz; Works Mgr.: D. Kalwert. (Distributor/Importer)
 Audio: Cassette labels.
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
 Audio: Cassette labels, boxes, inlays.
TAPE, BLANK LOADED & BULK RAW
 Agfa-Photo (Pty.) Ltd., PO Box 143, Isando, Transvaal 1600. Tel: (011) 36-2811. Telex: 8-7936, 8-8558, 8-6406. Sales Mgr.: D.G. Howarth.
 Audio: Blank-SUPERFERRO, STEREOCHROM, SUPERCHROM, METAL 2", 1", 1/2" & 3/4" reel; cassette; raw AGFA-2", 1", 1/2", 3/4", 1/4" cassette.
 Video: Blank-AGFA VIDEO 4" U-matic, 1/2" Beta, VHS & V-2000 cassette.
 B A S F South Africa (Pty.) Ltd., 68 Fifth St., Johannesburg 2001. Tel: (011) 673-5311. Cable: SABASF. Telex: 425714. Pres.: R.D. Rauschenbach; Sales Mgr.: G. Mueller.
 Audio: Blank-2", 1", 1/2" open reel, cassette; Raw-1/4" cassette.
 Video: 1" open reel, 1/4" U-matic cassette, 1/2" Beta & VHS cassette, 1/4" V-2000 cassette.
 Intermagnetics Transkei Pty. Ltd., PO Box 959, Vulliedale Heights, Umtata 5100, Transkei. Tel: (0471) 2417. Pres.: Frank G. Goodchick; Sales Mgr.: Richard C. Tarr.
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
 Audio: Blank-FUN TIME INT'L, TRISTAR cassette; raw-1/4" cassette.

• **accessories**
 Agfa-Photo (Pty.) Ltd., PO Box 143, Isando, Transvaal 1600. Tel: (011) 36-2811. Telex: 8-7936, 8-8558, 8-6406. Sales Mgr.: D.G. Howarth.
 Product: Tape-head cleaners (audio & video), leader tape & splicing tape.
 B A S F South Africa (Pty.) Ltd., 68 Fifth St., Johannesburg 2001. Tel: (011) 673-5311. Cable: SABASF. Telex: 425714. Pres.: R.D. Rauschenbach; Sales Mgr.: G. Mueller.
 Product: Leader & splicing tape, calibration tapes.
 Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
 Product: Tape-head cleaners (audio).
 Symphonia Studios Pty. Ltd., PO Box 656, Bedford View 2008. Tel: 53-4225. Telex: 8-3260. Mng. Dir.: H.M. Zaczek.
 Product: Record-record care prods., turntable mats.
 The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer).

Product: Record-carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors, replacement styli; tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

• store fixtures

The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke.

Product: Record & tape browser boxes, display racks, divider cards, security systems.

SPAIN

Population: 38,500,000

Rate of exchange: \$1 (US) = 137.5 pesetas.

Per capita income: \$4,200.

Holidays: January 1 (Circumcision of the Lord), January 6 (Epiphany), March 19 (San Jose), April 16 (Maundy Thursday), April 17 (Good Friday), May 1 (Labor Day), June 18 (Corpus Christi), July 25 (St. James Day), August 15 (Assumption), October 12 (Our Lady of Pilar; Columbus Day), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25 (Christmas), other Christian holidays.

• record & tape manufacturers / distributors / importers

Alba, see Ediga.

Afrod, Tres Senoras 1-5, Barcelona 24.

Alhambra, see Columbia.

Aligator, see Dial.

Als 4 Vents, see Apolo & Ediga.

Amalgama, see EMI-Odeon.

Apolo Recs., Mascaro 23, Barcelona 32. Tel: (91) 236-6169. Chief Exec.:

Angel Fabregues Mora.

Labels: Als 4 Vents, Drops, Tandem, Tauro.

Archiv, see Polydor.

Aries-Canary Recs., San Vicente Ferrer 73, Santa Cruz de Tenerife, Canary Islands. Tel: (922) 27-65-63. Gen. Mgr.: Jose Luis Gutierrez Solano; Int'l Mgr.: Jose Manuel Garcia Santos.

Arloa, see Ariola-Eurodisc.

Ariola-Eurodisc SA (IFPI), Calle Aragon 204, 4th fl., Barcelona 11. Tel: (93) 254-9805. Cable: HISPARIOLA. Telex: 52771. VP Ramon Segura Martinez; Gen. Mgr.: Jose Maria Camara Sanchez. Branch: Madrid 10, General Martinez Compos 9, 1st fl. Tel: (91) 447-4026. Telex: 23537.

Labels: (Owned) Ariola, Arista, Eurodisc, MR, Vergara; (Licensed foreign) Bronze (UK), Island (UK), Handshake (USA), Jive (UK), Mercana (USA), Microfon (Argentina), Polo (UK), Radialchoice (UK), Supraphon (Czechoslovakia), Virgin (UK).

Arista, see Ariola-Eurodisc.

Ark, see EMI-Odeon.

Arle & Ciencia, Ygentea 2, San Sebastian.

Audiomundo, see Portadores.

Audio SA, La Granada 14, Barcelona 6.

Audio & Video SA (IFPI), Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Pres: Fidel Perez Hernandez; Gen. Mgr.: Bartolome Espadale.

Labels: (Owned) Audio, Azar, Boa, Fase, Iris, Jack, Magnetic, Off, Spot.

Auvi Ed. de Audio/Visuales SA (IFPI), Doctor Carulla 31-33, Barcelona 17. Tel: (93) 212-7967. Telex: 51539. Gen. Mgr.: Alfonso R. Serra; Sales Mgr.: Jaime Roma.

Labels: (Owned) Auvi, Az, Gala, Liceo, Neuronium; Topi; (Licensed) Affinity (UK), Charly (UK), Deesse (France), Posh Boy (USA), Sun (USA).

Az, see Auvi.

Azar, see Audio & Video.

B & F Ents., Jose Martinez Velasco 8, Madrid 30. Tel: (91) 273-2467. Mng. Dir.: Mr. Platon; Export Div. Mgr.: Miguel Fernandez. (Importer/Exporter)

Pablo Lopez Balada, Portugalete 5, Barcelona. Tel: (93) 243-2579. Chief Exec.: Pablo Lopez Balada; Sales Mgr.: Mr. Rouras.

Label: Palobal.

Barclay, see Polydor.

Barnafon, see Zafiro.

Bass-Drums, Pintor Mir 9, Bajos, Barcelona 31. Tel: (93) 357-4250/0646. Pres. & Prod'r: Ramon Farran.

Label: (Owned) Drums.

Belpais SA, Apdo. 13, San Carlos, Ibiza. Tel: (971) 33-03-45. Dir.: Erik Schoenland.

Belter SA (Discos) (IFPI), Calle Gomis 1, Barcelona 23. Tel: (93) 211-5500.

Cable: BELTERDISC. Telex: 51259. Chief Exec.: Francisco Roses.

Branch: Madrid, Salut 17. Tel: (91) 231-61-69. Cable: BELDISC. Telex: 42065.

Labels: (Owned) Belter, Impacto, Ocre, Olivo, Olympos, Sauce Int'l; (Licensed) Black & Blue (France), Midsong (USA), Motown (USA), Musart (Mexico), Prelude (USA), Salsoul (USA).

Bilbao Trading SA Import-Export, Marques del Puerto 9, Bilbao 8. Tel: (94) 415-5255. Cable: VELLIDOMUSIK. Telex: 31351. Gen. Mgr.: Ramon A. Rodamilans; Sales Mgr.: Jose A. del Campo. (Distributor/Importer/Exporter)

Bluesmen, see Compania Fonografica.

Boa, see Audio & Video.

Bocaccio, see Compania Fonografica Espanola.

C A M Espana SA, Arturo Soria 157, Madrid 33. Tel: (91) 413-2837/29450.

Cable: EDIMUSICAM. Telex: 23955.

Branch: Barcelona 23, Padua 30, 1st & 2nd fls. Tel: 211-2936. Telex: 54483. Admin. Mgr.: Giuseppe Lulli; Prod'n Mgr.: Fabrizio Damiani.

CBS SA (Discos), Paseo de la Castellana 93, Madrid 16. Tel: (91) 455-3845.

Cable: COLRECORD. Telex: 22890. Mng. Dir.: Stig von Bahr.

Branch: Barcelona 21, Diagonal 584 Principal.

Labels: (Owned) CBS, Epic, (Licensed) A&M (USA), Baby (Italy), CGD (Italy) Carrere (France), Geffen (USA), Trema (France).

C F E, see Compania Fonografica.

Calra, see Ediga.

Calra D'Or, see Maller.

Camden, see RCA.

Canceled Tape, see Zafiro.

Capitol, see EMI-Odeon.

Caravan, see Dial.

Cardisc SA, Pje Garrofers 19-21, Bajos 4a, Barcelona 26. Tel: (93) 347-3766/3933. Gen. Mgr.: Carlos Gimenez Pertinez; Sales Mgr.: Luis Garcia Porras.

Carnaby, see Columbia.

Casablanca, see Fonogram.

Caudal, see Zafiro.

Chapa, see Zafiro.

Chinchelec, see Movieplay.

Cinematras, see RCA.

Circulo de Lectores (Club de Discos) SA, Valencia 344, Barcelona 9. Tel: (93) 258-76-00. Cable: CILEC. Dir.: Juan Maymo.

Labels: (Owned) Orlador, Pergola.

Clave, see Hispavox.

Clavel, see Portadores.

Cofoasa (Columbia Fonogram Asociadas SA) (IFPI), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.

Columbia SA (Discos) (IFPI), Apdo. 2299, Av. de los Madroños 27, Parque Conde de Orgaz, Madrid 33. Tel: (91) 200-8040. Cable: DISCOLUMBIA.

Telex: 44316. Pres: Aurora Inurieta; Mng. Dir.: Enrique Inurieta; Antonio

Martinez; Financial Mgr.: Antonio Fernandez-Peinado; Export/Import Mgr.: Ramon Fernandez; Int'l Promo. & Repertoire: Vicente de Juan;

Nat'l A&R: Juan Luis Santigosa.

Branches: Barcelona 37, Gerona 176. Tel: (93) 257-9007. Mgr.: Rafael Olive; Sales Mgr.: Manuel Cespedes; Promo.: Romy Felix.

Labels: (Owned) Alhambra, Carnaby, Columbia, Iberia; (Licensed foreign) Atlas (Italy), Creole (UK), Durium (Italy), Pablo (USA), Ricordi (Italy), Splash (UK), Teldec (Germany), UMIP (France).

Compania Fonografica Espanola (IFPI), Augusto Figueroa 39, Madrid 4. Tel: (91) 222-7474. Cable: MILDISC. Telex: 22690. Gen. Mgr.: Carlos Perez Abaro; Int'l Mgr.: Jorge Arnaz.

Labels: (Owned) Bluesmen, Bocaccio, CFE, Explosion, Guimbarde, Jazz-Stop, Poplandia; (Licensed foreign) Arfok (France), Cote D'Azur (France), Durcoo (Netherlands), Flying Fish (USA), Folk Freak (Germany), Fresh (UK), Gold (Switzerland), Hexagone (France), High Peak (UK), Kerlubes (France), Logo (UK), MPS (Germany), Madau Dischi (Italy), Paris Album (France), Philo (USA), Plant Life (UK), Red Bullet (Netherlands), Rounder (USA), Rubber (UK), Sasseti (Portugal), Sonet (UK), Spottite (UK), Temple (UK), Timeless (Netherlands), Topic (UK), Toshiba (Japan), Transatlantic (UK), Valentim de Carvalho (Portugal), Ventadorn (France).

R. Cuxart (Eds.), Montecasino 2, Barcelona 6. Tel: (93) 201-5899. Chief Exec.: Raimon Cuxart.

Labels: (Owned) Eda, Stereo 4a Dimension; (Licensed) 12.

D G G, see Polydor.

D I S C A N, Canalejas 61-1 Izqd., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis.

Decca, see Fonogram.

Dial Discos SA, Po. De La Castellana 247, Madrid 16. Tel: (91) 733-5243.

Cable: DIALDISCOS. Gen. Mgr.: Laurentino Ramos; Sales Mgr.: Carlos Fernandez; Int'l Mgr.: Mahuel Cerrutti.

Labels: (Owned) Aligator, Caravan, Diamante, Diapason, Doblon, Golden Eye, Linoeiro, Nevada, Timple, Warm Shoes; (Licensed) BBC (UK), Everest (USA), Folkways (USA), Guitarra (Mexico), Musidisc (Argentina), Opus (Czechoslovakia), Orion (USA), San Juan group (USA), Stash (USA), Vee Jay Int'l (USA).

Diamante, see Dial.

Diapason, see Dial.

Discobal SA, C. Felipe de Paz, 4, Barcelona 28. Tel: (93) 339-2776. Gen. Mgr.: Jose Manuel Gonzales. (Tape Manufacturer/Distributor)

Labels: Discobal, Sira, Sueve.

Discophon SA (IFPI), Calle Valencia 288, Barcelona 7. Tel: (93) 215-1324.

Owner: Antoni Serra Gomez.

Labels: (Licensed) ALA (USA), Bulldog (UK), Crescendo (USA), Everest (USA), PVK (UK), Palacio de la Musica (Venezuela), Phonoco (UK), Vaya-Fama (USA).

Doblon, see Dial.

Drops, see Apolo.

Drums, see Bass-Drums.

E M I-Odeon SA (IFPI), Via Augusta 2 bis, 4th fl., Barcelona 6. Tel: (93) 217-0500. Cable: GRAMOFONO. Telex: 52497. Pres.: Luis Sagi-Vela; Gen. Mgr.: Pierre Maget; Deputy Mgr.: Alberto Cardona; EMI-Odeon Div. Opts. Mgr.: Rafael Gil; Sales Mgr.: Julio Esclusa.

Branch: Madrid 13, Plaza de Ramales 2. Tel: (91) 242-5207.

Labels: (Owned) Amalgama, Ark, Capitol, EMI, EMI America, Harvest, Liberty-United Artists, Odeon, Pathe, Reflejo, Regal, Toshiba-EMI, La Voz de Su Amor; (Licensed) Deutsche Harmonia Mundi (Germany), Discos Top-Hits (Venezuela), La Discoteca (Venezuela), MPL Communications (UK), Pink Floyd (UK), Promotone (Netherlands), Purple (UK), RAK (UK), Valentim de Carvalho (Portugal).

Eda, see R. Cuxart.

Ediga (Ed. General SA) (IFPI), Gran Via de les Cortals Catalanes 654, Barcelona 10. Tel: (93) 302-2516. Gen. Mgr.: Manuel Sancho.

Labels: (Owned) Alba, Als 4 Vents, Cabra, Ediga, Oliba, Parda, Pebrats,

Xistral, Zeleste; (Licensed) Acanta (Germany), Balkanton (Bulgaria),

Bearsville (USA), Big Beat (France), Le Chant du Monde (France), Cherry

Red (UK), DRG (USA), ECM (Germany), Factory (UK), First American

(USA), Folkways (USA), Fuentes (Colombia), Greensleeves (UK), Harmonia

Mundi (France), Japo (Germany), L&R (Germany), Pantan (Czechoslovakia), SM (France), Sono Cairo (Egypt), SteepleChase (Denmark),

Watt (Germany).

Epic (div. of Discos CBS SA) (IFPI), Po. de la Castellana 93, Madrid 16. Tel: (91) 455-3845/4026. Cable: COLRECORD. Telex: 22890. Mng. Dir.: Stig von Bahr; Sr. Dir.: Ramon Crespo; Sales Mgr.: Roberto Navarro.

Labels: (Owned) Epic; (Licensed) A&M (USA), Ariston (Italy), Boardwalk (USA), CGD (Italy), Caribou (USA), Carrere (France), Cleveland Int'l (USA), Dreyfus (France), Full Moon (USA), GTO (UK), Geffen (USA), Jet (UK), Kirshner (USA), Nemperor (USA), Orfeon (Mexico), Philadelphia Int'l (USA), Starfite (USA), Sweet City (USA), TK (USA), T-Neck (USA), Trema (France).

Espectra, see Sintonia.

Eufonic, La Fuente 16, Abrera (Barcelona).

Eurodisc, see Ariola-Eurodisc.

Experience, see Fono 2.

Explosion, see Compania Fonografica Espanola.

Fase, see Audio & Video.

Ferysa, Ordonez 1, Madrid 29. Tel: (91) 215-6848. Dir.: Fernando Rodriguez Polo; Gen. Mgr.: Juan Jose Canamague; Sales Mgr.: Jose Luis Mateos.

Labels: (Licensed foreign) Ars Nova (Italy), Bis (Sweden), Cetra (Italy), Claves (Switzerland), Everest (USA), Foyer (Italy), Harmonia Mundi (France), Melodram (Italy), Moss (USA), Movimento Musica (Italy), Nimbus (UK), Unicorn (UK).

Fonal, see Maller.

Fono 2 Recs., Apdo. 54122, Valdesangil 34-3-B/C, Madrid 35. Tel: (91) 216-4652. Chief Exec.: Jose Luis Alvarez Sanchez; Sales Mgr.: Angelines Bustos.

Labels: (Owned) Experience, Fono 2, JLA; (Licensed) Stereo Tape (Germany).

Fonogram SA (IFPI), Av. de America & Hernandez de Tejada s/n, Madrid 27. Tel: (91) 267-4200. Telex: 22849. Div. Mgr.: Jose Pascual; Gen. Mgr.: Mariano de Zuniga; Pop Mktg.: Patrick Noel Burke; Sales Mgr.: Frascisco Hernandez.

Branch: Barcelona 37, Calle Bruch 136. Tel: (93) 207-4512. Mgr.: Luis Lopez.

Labels: (Owned) Casablanca, Decca, Fontana, Mercury, Philips, Vertigo; (Licensed) CNR (Netherlands), Charisma (UK), De-Lite (USA).

Fontana, see Fonogram.

Gades, see Izquierdo.

Gala, see RCA & Auvi.

Gaviota, see Hispavox.

Golden Eye, see Dial.

Gong, see Movieplay.

Graficas Foco SA (IFPI), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Ventura Pobre Prieto.

Guimbarde, see Compania Fonografica Espanola.

Harvest, see EMI-Odeon.

Hispavox SA (IFPI), Torrelaguna 64, Madrid 17. Tel: (91) 415-2304. Cable: VDXSA. Telex: 22931, 46859. Pres.: Jose Luis Gil; Mng. Dir.: Saul Tagarro; Int'l Dir.: Luis Calvo.

Branch: Barcelona 13, Calle Marina 291. Tel: (93) 235-2390. Telex: 52599.

Labels: (Owned) Clave, Gaviota, Hispavox, Ondina; (Licensed) ATC (Argentina), Arion (France), CTI (USA), Chant du Monde (France), Delphine (France), Disneyland (USA), Erato (France), Fantasy (USA), Fonit-Cetra (Italy), Gamma (Mexico), Hungaroton (Hungary), Kultura (Hungary), Milestone (USA), Prestige (USA), Scotti Bros. (USA), Stax (USA), Vanguard (USA), Vox (USA).

Iberia, see Columbia.

Iberica del Sonido, Principe 12, Madrid.

Impacto, see Belter.

Imperial Int'l SA, Velazquez 101, Madrid 6. Tel: (91) 411-2613. Telex: 43448. Gen. Mgr.: Alain Milhaud; Sales Mgr.: Angel Lopez Sanchez.

Labels: (Owned) K-Tel, 333.

Indalo, see RCA.

Inis, see Audio & Video.

Izquierdo Producciones Discograficas, Avda. Carrero Blanco 10, Chiclana de la Frontera, Cadiz. Tel: (956) 40-09-95. Chief Exec.: Rafael Izquierdo.

Labels: Gades, PID.

J L A, see Fono 2.

Jack, see Audio & Video.

Jazz Quartica, 39-3a Sostres, Barcelona 24.

Jazz-Stop, see Compania Fonografica Espanola.

K-tel, see Imperial.

Kardantza, see Movieplay.

Liberty-United Artists, see EMI-Odeon.

Liceo, see Auvi.

Linoeiro, see Dial.

Lineatras, see RCA.

Lord Pop, Ferrer del Rio 33, Madrid 28.

M R, see Ariola-Eurodisc.

Magnetic, see Audio & Video.

Maller SA, Vicente Juan Rosello 22, Palma de Mallorca. Tel: (971) 284-166.

Dir. Gen.: Miguel Alier Martin.

Labels: (Owned) Cala D'Or, Fonal, Maller.

Marler SA (IFPI), Paseo de la Virgen del Puerto 7, Madrid 5. Tel: (91) 265-7800. Chief Exec.: Antonio Martinez; Gen. Mgr.: Emilio Fernandez; Sales Mgr.: Vicente Jimenez.

Labels: (Owned) Marler, Succes, Trama, Turquesa, Valor; (Licensed) Everest (USA), Record Serv. (Italy), Roulette (USA), Sweet City (USA), Turicaphon (Switzerland), Vox (USA).

Mercurio Discos, Jaime Hermedia 9 Bis, Madrid 17. Tel: (91) 204-6993. Dir.: Gen.: Cruz Gonzalez Sanz.

Mercury, see Fonogram.

Metodos Vientes SA, Muntaner 479, Barcelona 21.

Mirio, see RCA.

Montilla, see Zafiro.

Movieplay SA (IFPI), Fernando El Santo 17, 2nd fl., Madrid 4. Tel: (91) 419-7013. (91) 419-7266. Telex: 43861. Gen. Mgr.: Juan Santabaya; Asst'l Gen. Mgr.: Julio Fernandez-Cueto; Sales Mgr.: Jorge Campos; A&R Mgr.: Gustavo Ramado; Promo. & Pub. Mgr.: Juan-Jose Gutierrez; Int'l Mgr.: Juan C. Fuentes.

Branch: Barcelona 6, Tuset 34. Tel: (93) 218-8000. Mgr.: Manuel Ibanez.

Labels: (Owned) Chinchelec, Gong, Kardantza, Movieplay, Serano, Xeira, Yupi; (Licensed) Alshire (USA), Areito (Cuba), Avatar (UK), Barclay (France), Chiswick (UK), Condor/Dicap (France), Egg (France), Everest (USA), Graduate (UK), Ice (UK), Intercord (Germany), Nueva Trova (Cuba), Drefoon (Mexico), Red Bus (UK), Red Shadow (UK), Rondelet (UK), Safari (UK), Stage Coach (UK).

Southern Music Espanola, S.A.
Barcelona, Spain

Musica & Comunicacion (Musicom) SA, Consejo de Ciento 403 bajos, Barcelona 9. Tel: (93) 225-6522, 246-3801. Mng. Dir.: Arturo Diaz Mateu. (Impor-ter).

Neurounum, see Auvii.

Nevada, see Dial.

Ocre, see Belter.

Odeon, see EMI-Deon.

Diff, see Audio & Video.

Diiba, see Edigsa.

Divro, see Belter.

Olympo, see Belter.

Ondina, see Hispavox.

Orlado, see Circulo de Lectores.

P D S, see Portadores de Sonido.

P I D, see Izquierdo.

Palobal, see Pablo Lopez Balada.

Pan & Musica, Apartado de Correos 2441, Barcelona.

Pardal, see Edigsa.

Pathe, see EMI-Deon.

Pax (IFPI), Enrique Jardiel Poncela 4, Madrid 16. Tel: (91) 250-5310. Cable: DISCOPAX. Telex: 45051. Dir.: Jose M. Burgos Gonzalez; Gen. Mgr.: Catalina Jaume.

Pebrots, see Edigsa.

Percasa, Via Carpelana 71, Madrid 19.

Pergola, see Circulo de Lectores.

Phlips, see Fonogram.

Phonorecord, Cuesta de Santo Domingo, Madrid 11. Tel: (91) 241-0509/0580. Dr.: Maximo Baratas.

Polydor SA (IFPI), Agastia s/n, corner of Av. de America, Madrid 27. Tel: (91) 267-4200. Telex: 22849. Chief Exec.: Carlos Borrillo; Gen. Mgr.: Mariano de Zuniga; Sales Mgr.: Julio Herrero.

Branch: Barcelona 9, Bruch 136. Tel: (93) 207-0739. Contact: Ramon Marin.

Labels: (Owned) Archiv, Barclay, DGG, Polydor; (licensed) Dreamland (USA), EG (UK), RSO (UK).

Poplandia, see Compania Fonografica Espanola.

Portadores de Sonido SA, Hortalaza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebanz Mansilla.

Labels: (Owned) Audiomundo, Clavel, PDS; (licensed) Beatt (UK), Magnet (Switzerland).

Puput, see Zafiro.

Puzzle, see Zafiro.

RCA SA, Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Gen. Mgr.: Alberto Gaites; A&R & Int'l Liaison: Ernesto Duarte.

Labels: (Owned) Camden, Cinematras, Gala, Indalo, Lineatras, Miro, RCA, Red Seal, Victor, Victrola, Vik; (licensed) A&W, CAM, Cheapskate, Chrystals, Ensign, Grunt, Inphason, Millennium, Numero Uno, Reader's Digest, Som Livre, 20th Century-Fox, Two Tone, Why-Fi.

Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3009/3106. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez; Sales Mgr.: Andres Ruiz Tarazona; Sales Ass't: Mercedes Tarazona Matilla. (Distributor/Importer)

Red Seal, see RCA.

Reflejo, see EMI-Deon.

Regal, see EMI-Deon.

Sauce Int'l, see Belter.

Serano, see Movieplay.

Serdisco, see Zafiro.

Seven 7, Fuente del Coll 15, Barcelona 23. Tel: (93) 219-4566. Mgr.: Manuel Gomez.

Singleton Prod'n, Via Augusta 59, Desp. 804, Barcelona 6. Tel: (93) 237-7060/3163. Telex: 97700. Gen. Mgr.: William H. Singleton; Admin. & Finance: Madlen E. Singleton; Sales Mgr. & Serv.: Ronald F. Burke.

Label: (Owned) Vampire.

Sintonia SA (IFPI), Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Gen. Mgr.: Bartolome Espadale.

Labels: (Owned) Espectra, Sintonia.

Sira, see Discobal.

Spot, see Audio & Video.

Stereo 4a Dimension, see R. Cuxart.

Succes, see Marler.

Sueve, see Discobal.

Tandem, see Apolo.

Tauro, see Apolo.

333, see Imperial.

Temple, see Dial.

Tipi, see Auvii.

Toshiba-EMI, see EMI-Deon.

Trama, see Marler.

Triton (Eds.) (IFPI), Lepanto 392, Barcelona 25. Tel: (93) 235-6325. Chief Exec.: Miquel Carbonell; Gen. Mgr.: Narcis Vidal; Sales Mgr.: Albert Ver-net.

Turquesa, see Marler.

12, R. Cuxart.

Valor, see Marler.

Vampire, see Singleton.

Vergara, see Ariola-Eurodisc.

Verigo, see Fonogram.

Victor, see RCA.

Victoria (AS Musical Discos), Larrard 34, Barcelona 24. Tel: 214-7302. Dir. Gen.: Juan Aules Sabartes.

Victoria (Discos) SA, D'Donnell 9, Madrid 9. Tel: (91) 435-4084/5130. Cable: VICTORIADISCOS. Telex: 49054. Gen. Mgr.: Gerhard Haltermann; A&R Mgr.: Jose Manuel Gonzalez-Cuevas; Promo.: Luis Iglesias.

Labels: (Owned) Victoria; (licensed foreign) Statik (UK), Stiff (UK).

Victrola, see RCA.

Vik, see RCA.

La Voz de Su Amo, see EMI-Deon.

Wah-Wah Producciones Discograficas, Salvente, A. Madrid 30. Tel: (91) 274-3208. Telex: 43241. Pres.: Ricardo Manzanares. (Importer/Exporter)

Warm Shoes, see Dial.

Xera, see Movieplay.

Xistral, see Edigsa.

Yupi, see Movieplay.

Zafiro Group (IFPI), Paseo de la Castellana 141, Madrid 16. Tel: (91) 459-3004. Cable: ZAFIRO. Telex: 22690. Pres. & Mng. Dir.: Esteban Garcia Morencos; Gen. Mgr.: Antonio Ortega; Sales Mgr.: Jose Luis Ortiz; Int'l Mgr.: Edgar Pladellourens.

Labels: (Owned) Barnafon, Canceled Tape, Caudal, Chapa, Montilla, Puput, Puzze, Serdisco, Zafiro; (licensed foreign) Can't Stop (USA), Mezkh-niga (USSR), PRT (UK), PWM (Poland), Slovart (Czechoslovakia), Sugar Hill (USA).

Zeleste, see Edigsa.

Zzelesta SA, Pedro Muguruza 8, 5th fl., Madrid 16. Tel: (91) 250-37.11. Gen. Mgr.: Rafael Martos.

• music publishers

Acropol (SGAE), Av. Jose Antonio 68, Madrid 13. Tel: (91) 248-3180.

Adagio Eds. Musicales (SGAE), see Quiroga.

Alfer (Ed.), Carmen 27, Madrid 13. Tel: (91) 221-97.71.

April Music (SGAE), Av. Paseo de la Castellana 93, Madrid 16. Tel: (91) 455-3845. Cable: COLRECORD. Telex: (831) 22890. Gen. Mgr.: Carlos Risueno.

Arabella Eds. Musicales SA, Calle Aragon 204, 4th fl., Barcelona 11. Tel: (93) 254-9805. Cable: HISPARDIA. Telex: 52771H. Gen. Mgrs.: Jose M. Camara, Ramon J. Segura.

Arpa Eds. Musicales (SGAE), see Quiroga.

Autores Asociados SA (SGAE), see Quiroga.

Belter SL (Eds. Musicales) (SGAE), Recoletos 11-2C, Madrid 1. Tel: (91) 231-61-69. Cable: BELDISC. Telex: 42065. Chief Exec.: Francisco Roses.

Bocaccio Eds. Musicales (SGAE), Recoletos 11-2C, Madrid 1. Tel: (91) 276-9230. Telex: 48621. Chief Exec.: Alain Mihaud.

Boom Eds. Musicales (SGAE), see Quiroga.

C A M Espana SA, Arturo Soria 157, Madrid 33. Tel: (91) 413-2837/2945. Cable: EDMUSICAM. Telex: 23955.

Branch: Barcelona 23, Padua 30, 1st & 2nd fls. Tel: 211-2936. Telex: 54483. Admin. Mgr.: Giuseppe Luffi; Prod'n Mgr.: Fabrizio Damiani.

C F E Music, Augusto Figueroa 39, Madrid 4. Tel: (91) 222-7474. Cable: MILDISC. Chief Exec.: Carlos Perez Alvaro; Gen. Mgr.: Alida Genta.

Cadenacia (Eds.) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34. Tel: (91) 729-1544. Pres.: Carmen Macicior Jadraque; Gen. Mgr.: Federico Moreno-Torroja Jr.

Calypso (Eds. Musicales) (SGAE), see Quiroga.

Canciones del Mundo SA, Magallanes 15, Madrid 3. Tel: (91) 448-2350. Gen. Mgr.: Luis Regatero.

Branch: Barcelona 37, Bruch 136-138. Tel: (93) 207-4202.

Carcelle SA (SGAE), Ronda San Pablo 11, Barcelona 15. Tel: (93) 242-5410. Chappell Iberica SA, Magallanes 25, Madrid 15. Tel: (91) 448-23.50. Gen. Mgr.: Luis Regatero.

Clan Eds. Musicales (SGAE), see Quiroga.

Clave (Eds. Musicales) (SGAE), see Quiroga.

Clipper's (Grupo Ed.) (SGAE), Valencia 335, Barcelona 9. Tel: (93) 207-3913. Chief Exec.: Julio Guiu Clara; Dir.: Julio Guiu Arbeloa, Francisco Yunesa Gimenez.

Coda Eds. Musicales (SGAE), see Quiroga.

Daimon Eds., Manuel Tamayo, Provensa 284, Barcelona 8. Tel: (93) 215-0358. Cable: EDIDAIMON. Telex: 97648.

Francis Day (Eds.), see EGO.

Dial Discos Ed. Musicales SA, Po. De La Castellana 247, Madrid 16. Tel: (91) 733-5243. Cable: DIALDISCO MADRID. Gen. Mgr.: Laurentino Ramos; Int'l Mgr.: Nahuel Cerrutti.

Discorama Eds. Musicales, Av. Gran Via 62, Madrid 13. Tel: (91) 248-0404. Mng. Dir.: Alida Genta Fierro; Gen. Mgr.: Gerd Muller.

ED A, Montecassino 2, Barcelona 6. Tel: (93) 201-5899. Chief Exec.: Raimon Cuxart.

EG D Musical SA, Edif. Windsor, 6th fl., No. 4a, Diagonal 474, Barcelona 6. Tel: (93) 237-7844. Cable: EGDMMUSICAL. Telex: 52497. Mng. Dir.: Pierre Maget; Gen. Mgr.: Avelino Esparza.

EM E C (Ed. de Musica Espanola Contemporanea) (SGAE), see Quiroga.

EM M A (Ed. Musical de Autores Asociados) SA (SGAE), see Quiroga.

Essex Espanola SA (Eds.) (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-8489. Telex: 54040. Gen. Mgr.: Jose Carreras Moysi.

Branch: Madrid 16, Encina 36. Tel: (91) 221-3650.

Farran Musica, Pintor Mir 9, Bajos, Barcelona 31. Tel: (93) 357-4520/0646. Pres.: Ramon Farran; Gen. Mgr.: Antonio Serra.

Fontana SA (Eds. Musicales), Magallanes 25, Madrid 15. Tel: (91) 448-23.50. Cable: EDIFON. Gen. Mgr.: Luis Regatero.

Hispania (Eds.), Av. Jose Antonio 31, Madrid 13. Tel: (91) 231-2633, 222-6092. Dir.: Julian Suarez Ruiz; Mgr.: Julian-Marino Suarez Gomez.

Hispavox SA (Eds. Musicales), Torrelaguna 64, Madrid 27. Tel: (91) 413-38-07. Cable: EDIVOX. Telex: 22931, 46859. Mng. Dir.: Jose Luis Gil, Ass't. Gen. Mgr.: Carmen Lopez.

HR, see Clipper's.

Kamma Music, see RCA.

Manor (Ed.), Berlin 95-97, Entlo A, Barcelona. Tel: (93) 250-3907. Dir.: Alberto Ros Blasco; Gen. Mgr.: Manolo Catalan Gil.

Marler SA (Eds. Musicales), Paseo de la Virgen del Puerto 7, Madrid 5. Tel: (91) 265-78.00. Chief Exec.: Antonio Martinez; Gen. Mgr.: Emilio Fernandez.

Mecenas, see RCA.

Mendaur (Eds. Musicales) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34. Tel: (91) 729-1544. Pres.: Carmen Macicior Jadraque; Gen. Mgr.: Federico Moreno-Torroja Jr.

Montserrat (Eds. Musicales), see Bocaccio.

Musical Emporium, Rambla Canalejas 129, Barcelona 2.

Musica Moderna (Ed.) (SGAE), Marques de Cubas 6, Madrid 14. Tel: (91) 221-5593. Ed. & Gen. Mgr.: Antonio Carmona.

Music Distribucion SA, Tallers 9, Pral. A, Barcelona 1. Tel: (93) 302-2744/2592. Cable: LEDNARD. Gen. Mgr.: Gabriel Lara Cano.

Notas Magicas SA (Grupo Ed.) (SGAE), Calle Requeros 8, Madrid 4. Tel: (91) 419-1406/8591. Cable: EDIMAGICAS. Pres.: Enrique Inurieta; Gen. Mgr.: Enrique Gara.

Nuesch Publ'g Co. (SUISA), Via Augusta 59, Desp. 805, Barcelona 6. Tel: (93) 228-3800. Telex: 54015. Chief Exec. & Gen. Mgr.: Madlen E. Singleton.

Odeon (Eds.) Gramofono, see EGO.

Paulinas (Eds.), Protafio Gomez 15, Madrid 27. Tel: (91) 742-0511/5113.

Pax (Ed. Musicales), Enrique Jardiel Poncela 4, Madrid 16. Tel: (91) 250-5310. Cable: DISCOPAX. Telex: 45051. Dir.: Jose M. Burgos Gonzalez.

Peer-Southern Drg., see Southern Music.

Platz Music Espanola SA, see Southern Music.

Pente-Music SA (SGAE), Fernando El Santo 17, 2nd fl., Madrid 4. Tel: (91) 419-7013. Gen. Mgr.: Juan Santibaya; Mgr.: Valentin Rodriguez.

Quiroga Eds. (SGAE), Alcalá 70, Madrid 9. Tel: (91) 276-3950/66. Cable: QUIROGAMUSIC. Telex: 42710. Fonote: 42-00057. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos P. Cancio; Prof. Mgr.: Manuel Lopez-Quiroga Jr.

Branch: Barcelona 2, Canuda 45. Tel: (93) 318-6049. Gen. Mgr.: Jose Cruells Solbes.

R C A Espanola SA (Eds. Musicales), Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Telex: 22460. Pres.: Alberto Gaites; Dir.: Antonio Martinez.

Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3009/3106. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez.

Ritmo & Melodia (Ed.) (SGAE), see Quiroga.

Segra Eds., Valencia 288, Barcelona. Tel: (93) 215-1324. Owner: Antoni Serra Gomez; Gen. Mgr.: A. Graus Queralt.

Sintonia SA Eds. Musicales, Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Gen. Mgr.: Bartolome Espadale; Prof. Mgr.: Jose de la Vega.

SOUTHERN MUSIC ESPANOLA SA (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Telex: 54040. Chief Exec.: Jose Carreras Moysi.

Branches: Madrid 4, Hortalaza 18. Tel: (91) 231-0661 - Valencia 5, Arzobispo Melo 3. Tel: (960) 33.19.35. (SEE ADVERTISEMENT)

Taliskan-Ronald SA, see EGO.

Taska Eds., see Quiroga.

Traca Eds. Musicales, see Quiroga.

Union Musical Espanola SA (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: (91) 429-4877.

Victoria Eds. Musicales SA, D'Donnell 9, Madrid 9. Tel: (91) 435-5084/5130. Cable: VICTORIADISCOS. Telex: 49054. Gen. Mgr.: Gerhard Haltermann; Prof. Mgr.: Jose Manuel Gonzalez-Cuevas.

World Music Espanola (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Gen. Mgr.: Jose Carreras Moysi.

Branch: Madrid 4, Hortalaza 18. Tel: (91) 231-0661.

Zzelesta (Eds. Musicales) (SGAE), see Quiroga.

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A E D E M (Asociacion Espanola de Editores de Musica), Carrera de San Jeronimo 29, Madrid 14. Tel: (91) 265-7800. Pres.: D. Luis Regatero; Sales Mgr.: Antonio Martinez.

A N A I P (Asociacion Espanola de Industriales de Plasticos), Raimundo Fernandez Villaverde 45, Madrid 3. Tel: (91) 234-7697. Telex: 47619. Pres.: Ramon M. Aczur; Gen. Mgr.: Jose M. Cavanillas.

A N E R S (Asociacion Nacional de Empresas de Registro de Sonido), Cincas 25, Madrid 2. Tel: (91) 409-1301/1434. Exec. Sec'y.: Jose Luis Uguet de Resayre.

A P Y M E F (Asociacion de la Pequena & Mediana Empresa Fonografica), Mascaro 23, Barcelona 32. Tel: (93) 236-1856. Pres.: Raimon Cuxart Guardia; Gen. Mgr.: Angel Fabregues Morla.

Asociacion de la Pequena & Mediana Empresa Fonografica, see APYMEF.

Asociacion Espanola de Editores de Musica, see AEDEM.

Asociacion Fonografica Espanola, Avda. del Brasil 17, 8th fl., Madrid 20. Tel: (91) 455-6395.

Direccion General de Musica & Teatro Ministerio de Cultura, Po. de la Castellana 109, Madrid.

International Music Council, Nat'l Committee, Martin de los Heros 56, Madrid 8. Tel: 241-5841.

International Society for Contemporary Music, Nat'l Section, Martin de los Heros 56, Madrid 8. Tel: 241-5841.

Juventudes Musicales de Barcelona (Jeunesses Musicales), Pau Claris 139, 4th fl., Barcelona 9. Tel: (93) 215-3657.

Organizaciones Artisticas Centano, Rosellon 366, Barcelona 25. Tel: (93) 258-08.68. Pres.: Luis Centano; Sales Mgr.: Marga Centano.

CATALOG SERVICES

Forma Grafica SA, Tomas Bretan 51, Naves 4 & 6, Madrid 7. Tel: (91) 227-91.15, 239-88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Costada, Madrid. Tel: (91) 671-2200. Telex: 42797.

LICENSING ORGANIZATION, MUSIC

S G A E (Sociedad General de Autores de Espana), Fernando VI 4, Madrid 4. Tel: (91) 419-21.00. Cable: SOGETORES. Telex: 46469. Pres.: Juan Jose Alonso Millan.

PLATING, PROCESSING & PRESSING PLANTS

C B S (Discos) SA, Paseo de la Castellana 93, Madrid 16. Tel: (91) 455-3845. Cable: COLRECORD. Telex: 22890. Mng. Dir.: Stig von Bahr; Sales Mgr.: Roberto Navarro.

Pressing capacity: 45-3 million units/year. LP-5 million units/year.

Cofasa (Columbia Fonogram Asociadas SA), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.

Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VDX. Mng. Dir.: Jose Luis Gil.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Costada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Sonopresse, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Cable: VDX. Telex: 22931. Gen. Mgr.: Luis Vidal Zapater. (Plating & processing only).

Sintonia SA, Abdon Terradas 3-5, Madrid 15. Tel: (91) 449-2350. Gen. Mgr.: Bartolome Espadale.
 Audio: 8-tr., cassette, open reel.
 Sonitec SA, Gomis 42, Barcelona 23. Tel: (93) 212-6295. Chief Exec.: Goiretti Palau.
 Audio: Cassette, open reel.

• **supplies**

CARTRIDGE & CASSETTE PARTS

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
 Person Iberica SA, Torrente de Vidaleit 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.
 Jose-Maria Sala Elementos Audiovisuales, Ronda San Antonio 21, Barcelona. Tel: (93) 243-6207. Mgr.: Jose-Maria Sala.

EMPTY CARTRIDGES, CASSETTES & REELS

Audio Magnetics, see Portadores.
 Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
 Person Iberica SA, Torrente de Vidaleit 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.
 Audio: Cassette.
 Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebarez Mansilla.
 Audio: AUDIO MAGNETICS 8-tr. & cassette.

ENVELOPES & MAILERS

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

JACKETS & SLEEVES

Artigrafia, Tucan 12, Madrid 19. Tel: (91) 228-92-09. (Jackets only)
 Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227-91.15, 239-88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.
 Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
 Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415-23-04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose Luis Gil.
 Hostench SA (Talleres Graficos), Corcega 231-233, Barcelona 36. Tel: (93) 230-55.37. Cable: FERHOSVILA (Jackets only)
 Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
 Martin (Graficas), Anafil 5, Madrid 19. (Jackets only)
 Ofset ALG, San Raimundo 31, Madrid 20. (Jackets only)
 Seleccion SA, Julian Tamarillo 53, Madrid. Tel: (91) 204-21.64. (Jackets only)

LABELS, DISK

POLYETHYLENE BAGS

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227-91.15, 239-88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.
 Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton. (Labels only)
 Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415-23-04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.
 Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797. (Labels only)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert SA, Paseo de Gracia 111, Barcelona 8. Tel: (93) 227-3002. Telex: 52644. Mng. Dir.: E. Carton.
 Audio: AGFA blank-compact-cassette, open reel; raw-cassette, broadcast, studio.
 Video: AGFA cassette, open reel.
 B A S F Espanola, Paseo de Gracia 99, Barcelona 8. Tel: (93) 215-1354. Audio-Video Prods. Mgr.: Jorge Miguel; Sales Mgr.: Carlos Wuest. (Blank only)
 Can, see DISCAN.
 D I S C A N, Canalejas 61-1-Izqd., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis.
 Audio: CAN cassette.
 Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
 Audio: 8-tr., cassette.
 Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebarez Mansilla. (Blank only)
 Audio: 8-tr., cassette.
 Scotch, see 3M.
 3 M Espana SA, Josefa Varcancel 31, Madrid 27. Tel: (91) 742-00-12. Telex: 27499. Mng. Dir.: Antonio Gastaldo; Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonio Vergara; Mktg. Mgr.: Manuel Martin de Barbado.
 Audio: SCOTCH blank-8-tr., cassette, open reel; raw-cassette.
 Video: SCOTCH blank-2", 1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette.

• **accessories**

Audio SA, La Granada 34, Barcelona 6. Tel: (93) 217-1554. Telex: 54293. Gen. Mgr.: Carlos Pueyo; Sales Mgr.: Antonio Colome.
 Product: Record-PICKERING replacement styli.
 Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
 Product: Carrying & storage cases; Record-45 rpm adaptors; Tape-leader tape.
 Mabel, Calle Ripollés 84, Barcelona 13. Tel: (93) 235-4000.
 Product: Record-STANTON replacement styli.
 Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebarez Mansilla.
 Product: Tape-head cleaners.
 3 M Espana SA, Josefa Varcancel 31, Madrid 27. Tel: (91) 742-00-12. Telex: 27499. Mng. Dir.: Antonio Gastaldo; Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonino Vergara; Mktg. Mgr.: Manuel Martin de Barbado.
 Product: Tape-head cleaners, demagnetizers, leader & splicing tape.

SUDAN

Population: 18,700,000.
 Rate of exchange: \$1 (US) = 0.77 Sudan pound.
 Per capita income: \$408.
 Holidays: January 1 (Independence Day), March 3 (Unity Day), May 25 (Revolution Day), October 12 (Republican Day), December 25, and various Mohammedan religious holidays.

• **record & tape manufacturer / importer / distributor**

Munspone Rec'g Co., PO Box 2380, Khartoum. Tel: 73355, 81388, 73990. Label: (Owned) Munspone.

• **accessories & store fixtures**

Munspone Rec'g Co., PO Box 2380, Khartoum. Tel: 73355, 81388, 73990. Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, needles, browser boxes, display racks, divider cards.

SURINAM

Population: 400,000.
 Rate of exchange: \$1 (US) = 1.77 guilders.
 Per capita income: \$2357.
 Holidays: January 1, Good Friday, May 1 (Labor Day), July 1 (Day of Freedom), November 25 (Independence Day), December 25, 26.

• **record & tape manufacturers / distributors / importers**

Didi Recs., PO Box 183, 2420 Paramaribo; Malebatrumstr. 4, 2438 Paramaribo. Tel: 76398. Labels: (Owned) Didi, Old Gold.

SWEDEN

Population: 8,200,000.
 Rate of exchange: \$1 (US) = 7.25 krona.
 Holidays: January 1, Epiphany, Good Friday, Easter Monday, May 1, Ascension Day, Whit Monday, Mid-Summer Day, All Saints' Day, December 25, 26.

RECORDS

Record sales certification awards: Gold single-25,000 units, platinum single-50,000 units. Gold LP-50,000 units, platinum LP-100,000 units.
 Records sold domestically: LP's 1982-13,900,000 units, \$90,540,000; 1981-14,740,000 units, \$114,900,000. Singles 1982-2,813,000 units, \$6,650,000; 1981-2,250,000 units, \$6,100,000.
 Average retail price per record: LP's-\$6.75; singles-\$2.40.
 Record club sales: 15% of total.
 Discounting: Frequent.
 Type of distribution: Manufacturer-to-retailer system predominates. Rack jobbing comprises about 15% of the market. Direct importing is still frequent but is not as prevalent as in previous years, mainly due to the more than 20% devaluation of the Swedish currency in 1982.
 Type of promotion: Government-controlled and non-commercial radio and tv are the prime media for the promotion of artists and records. Swedish tv has now fully accepted promotion videos for their own artistic values, and all pop shows regularly show videos. The major daily evening newspapers are important for advertisements and reviews as are bimonthly rock magazines like Schlager. Discos are also significant.
 Jukeboxes: 1,000.

TAPE:

Market: Audio-Although up a few percentage points in units, pre-recorded cassettes share of the total cassette market is still very low (3.3 million units versus 15 million units). Video-About 13% of Swedish households have video equipment, with VHS having about 80% of the market. In 1982, a levy on blank audio and video tape became effective and it had a negative effect on blank tape sales.
 Pre-recorded tape sold domestically: Cassette 1982-3,320,000 units, \$17,830,000; 1981-3,250,000 units, \$25,200,000.
 Average retail price per tape: Cassette-\$6.75.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (97%); television sets (95%), color (90%), b&w (50%); phonographs (65%); audio tape recorders (65%); video tape recorders (13%).

RADIO STATIONS

No. of commercial 3 (FM); no. of government 1 (AM).

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AFRICA ALGERIA: Radiodiffusion Television Algerienne, Algiers. BENIN: SATEL, Cotonou. EGYPT: Sono-Cairo, Alexandria. GHANA: Ambassador Records, Ltd., Kumasi. KENYA: Kenya Records & Tape, Nairobi. NIGERIA: Olumo Records Co., Ltd., Lagos. Phonodisk, Lagos. Tabansi Agencies, Lagos. Wilfilms, Ltd., Enugu. SOUTH AFRICA: Teal Records Co., Ltd., Johannesburg. Gallo Records, Johannesburg. EMI Pty, Johannesburg. TANZANIA: Tanzania Film Co., Dar-Es-Salaam. ZAMBIA: Musical Producers, Ndola. ZIMBABWE: Teal Records Co., Ltd., Harare. Associated Sound (PVT), Ltd., Bulawayo.

NORTH AMERICA CANADA: Imperial Record Corp., Ltd., Vancouver. Keel Mfg., Ltd., Ajax/Ontario. Lestra Elec-tronic, Ltd., Edmonton. London Records, Montreal. USA: Condor Records, Irvine, CA. Europa-disk Ltd., New York, NY. Tracy-Val Company, Westville Gr. NJ. Merlin Galvanic, Troy, Mich. Presswell Records Manufacturing Co., Inc., Ancora, NJ. Sentinel Record Corp., Minneapolis, MN. Sheffield Lab Matrix, Sta Monica, CA. Speciality Records Corp., Olyphant, PA. Thorn-EMI, Irvine, CA.

SOUTH AMERICA COLOMBIA: CBS, Bogotá. CUBA: Empresa de Grabaciones y Ediciones Musicales, Havana. ECUADOR: Fediscos, Guayaquil. Industria Fonográfica Ecuatoriana, S.A. (IFESA), Guayaquil. GUATEMALA: Discos de Centroamérica, Guatemala City. MEXICO: Peerless, S.A., Mexico City. PERU: Fabricantes Técnicos Asociados, S.A., Lima. Industrias Eléctricas y Musicales, S.A., Lima. VENEZUELA: La Discotéca, C.A., Caracas. Criodisca, C.A., Caracas. Rodven Dis-cos, C.A., Caracas.

ASIA P.R. OF CHINA: Beijing Audio Products, Peking (Beijing). China Record Company, Shanghai. INDIA: Indian Record Mfg. Co., Calcutta. Kapco International, Delhi. IRAN: Ahang Rooz Mfg. Co., Teheran. Trans Electric Co., Teheran. JAPAN: CBS/Sony, Tokyo. Daicel Chemical Indus-tries, Tokyo. Fujitsu Laboratories, Ltd., Kawasaki. Hitachi, Ltd., Yokohama. Japan Video System, Tokyo. Matsushita Electric Industry, Osaka. Victor Japan Company, Yokohama. Sanyo Electric, Co., Tokyo. Sony Corporation, Tokyo. Teichiku Records Co. Ltd., Nara. Tokyo Denka, Tokyo. Toyo Kasei, Tokyo. MALAYSIA: King Musical Ind., Selangor. PAKISTAN: Shalimar Recording Co., Islamabad. SINGAPORE: Unique Art Records, Singapore. Kinetex Stu-dios, Singapore. TAIWAN: Four Seas, Taipei.

PACIFIC AUSTRALIA: Festival Record Pty., Sydney. EMI Ltd., Sydney. Power Works Records Sydney. RCA, Sydney. NEW ZEALAND: Music Carrier, Wellington.

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Comment: One channel (P3) plays primarily recorded music 24 hours daily, including frequent pop music. 24 local radio stations are also in operation.

TELEVISION STATIONS:

No. of channels: 2 government, 95% color (PAL).

Comment: The two non-commercial channels each transmit about 40 hours per week. Pop shows often telecast video promotions.

MARKET ANALYSIS

Compared to 1981, album unit sales in 1982 showed a decrease of roughly 6% but singles sales were up 25%. Pre-recorded cassette sales were also up slightly. Due to the slight improvement in volume and some price increases during the past year, the overall recording sales figure was up 6%. The video boom, experienced here during 1980 and 1981, is now over, but Swedish penetration is one of the highest in Europe and is expected to reach 16% by the end of 1983 when 550,000 households will have video equipment.

Leif Schulman

• **record & tape manufacturers / distributors / importers**

Abata Handels AB, Vanadisplan 5, S-113 31 Stockholm. Tel (08) 33-75-48. (Distributor)

Ad Lib Dist'n AB, PO Box 52, Skattegaardsvaegen 49, S-162 11 Stockholm-Vaellingby. Tel: (08) 739-2650. Pres.: Ivan Sundberg. (Distributor/Importer/Exporter)

Amigo Musik AB (IFPI), PO Box 6058, Norrbackagatan 47, S-10231 Stockholm Tel: (08) 34-89-25. Cable: GEODAH. Telex: 17840. Pres.: Per-Anders Boquist; A&R Mgr.: Jan Boquist; Sales Mgr.: Laila Munther; Label Mgr.: Ulf Lindqvist.

Labels: (Owned) Amigo, Annex, Folksang.

Anette, see Lido-Prod'n.

Angel, see EMI.

Annex, see Amigo.

Archiv, see PolyGram.

Arrival, see TMC.

Arrow Recs., PO Box 295, S-580 01 Linköping. Tel: (013) 121-997. Gen. Mgr.: B. Roger Fransson (Importer).

Artist, see Nordiska.

Asylum, see WEA Metronome.

Atco, see WEA Metronome.

Atlantic, see WEA Metronome.

Barparaden, see Nordiska.

Barclay, see PolyGram.

Bastun Studio, Bastugatan 39, S-117 25 Stockholm. Tel (08) 84-18-75.

Cable: PLANREC. Telex: 14392. Pres.: Mats Olsson; Gen. Mgr.: Peter Olsson; A&R Mgr.: Anders Larsson.

Labels: (Owned) Bastun, Planet

Be-Bop, see Tandem.

Arne Bill Prod'n AB, Groendalsvaegen 18, S-147 00 Tumba. Tel: 379-00, 317-91.

Labels: (Owned) Bill, Butler.

Blitz Recs./Swecont Recs. AB, PO Box 347, Gamla Brogatan 34, S-101 24

Stockholm. Tel: (08) 21-33-25, 20-22-30. Telex: 12481. Owner: Wolfgang Jedliczka.

Labels: (Owned) Blitz; (licensed) Orange (USA), Sky (Germany).

Blue Horizon, Styrborsdsvagen 44, Daelosund. Tel: (0155) 3-30-47.

Blue Note, see EMI.

Bohus AB (Grammofon) (IFPI), PO Box 24, S-442 01 Kungälv. Tel: (0303) 109-90, 168-71. Mng. Dir.: Bjarne Lundqvist; Gen. Mgr.: Gert Lengstrand.

Boogie, see Scranta & EMI.

Bra Musik/Skandinavisk Press AB, PO Box 803, S-201 80 Malmö. Tel: (040) 10-18-30. Telex: 32575. Mng. Dir.: Rolf Nilstam; A&R Prod. Mgr.: Hans-Ingvär Hansson.

Labels: (Owned) United Music Int'l.

Butler, see Arne Bill.

C B S Recs. AB, (IFPI), PO Box 20037, Mariehallsvaegen 40, S-161 20 Bromma. Tel: (08) 98-02-50. Cable: COLRECORO. Telex: 17736. Mng. Dir.: Sten af Klinteberg; Financial Mgr.: Ingmar Ostberg; Mktg. Mgr.: Lennart Backman.

Labels: (Owned) CBS, Cupol, Embassy, Epic, Harmony, Portrait; (licensed) A&M (USA), Ariola (Germany), Arista (UK, USA), GTO (UK), Jet (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA), T-Neck (USA).

California Sweden Grammofon Co., PO Box 117, S-721 05 Västerås. Tel: (021) 13-12-11, 35-66-10. Mng. Dir.: Sture Redin.

Labels: (Owned) California, Centy, Memphis, Montana, Omega, RR, Record, Sunrise, Swede, Sweden, WMP.

Capitol, see EMI.

Casablanca, see PolyGram.

Centy, see California.

Cewe, see Epok.

Cirkus, see Sonet.

Cisco, see Kountry Norral.

Classics For Pleasure, see EMI.

Click Recs./BBS Musik AB (IFPI), PO Box 12, S-780 45 Björbo. Tel: (0241) 2-34-95. Mng. Dir.: Lollo Berglund; Sales Mgr.: Rolf Hallgren; Int'l Sales Mgr.: Les Carlton.

Labels: (Owned) Chick, Coop, Crus; (licensed foreign) Paddlewheel (Japan).

Walter Cohn, Bromsvaegen 25, S-125 30 Alvsjö. Tel: (08) 47-35-46. (Distributor)

Columbia, see EMI.

Coop, see Click.

Cotillion, see WEA Metronome.

Crus, see Click.

Crystal, see EMI.

Cupol, see CBS.

D G, see PolyGram.

D J Special, see W-Sign.

Dacapo, see EMI.

Decca, see PolyGram.

Deram, see PolyGram.

Double Up, see EMI.

Dragon Recs./Westin & Wallgren, Box 8003, S-10420 Stockholm. Tel: (08) 529-291. Gen. Mgr.: Lars Westin; Sales Mgr.: Leif Collin.

Dux, see PolyGram.

E M I Svenska AB, Box 1289, Tritonvaegen 17, S-171 25 Solna. Tel: (08) 730-0060. Cable: EMIGRAM. Telex: 10046. Mng. Dir.: Rolf Hygren; Sales & Mktg. Mgr.: Hasse Breitholtz; Promo. Mgr.: Bengt Berg; Int'l A&R Mgr.: Lars Bremer.

Labels: (Owned) Angel, Blue Note, Capitol, Classics For Pleasure, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, EMI Int'l, Electroa, Emidisc, Encore, Glen, HMV, Harvest, Liberty, Music For Pleasure, Odeon, One Up, Parlophone, Pathe, Radic, Regal Zonophone, Rondo, Seraphim, Starline, Sunset, Talisman, Tower, United Artists, Waverley, World, Zonophone; (licensed) Ardeck (UK), Bulldog (UK), Carrere (France), Ember (UK), Fantasy (USA), Milestone (USA), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Rondo, Stax (USA).

Etel, see Europa-Produktion.

Electra (Grammofon AB) (IFPI), PO Box 14, Osterogatan 4, S-163 93 Spanga-Stockholm. Tel: (08) 751-0406. Telex: 14075. Pres.: Hans-Ove Eriksson; VP & Financial Mgr.: Sven Erik Soeder; Int'l A&R Classical: Hans Lindqvist; Special Prods.: Bo Olander; Int'l A&R Pop.: Klas Burling; Mktg & Sales Mgr.: Jan Bjoerklund; Royalty & Dist'n Mgr.: Lars Johansson.

Labels: (Owned) Musica, Swedish Society Discofil, Telestar, Viking; (licensed foreign) Das Alte Werk (Germany), Arion (Italy), Atic (Canada), Aura (UK), Avatar (UK), BBC (UK), Cheapskate (UK), DeLuxe (Australia), ERC (USA), Erato (France), Grunt (USA), Harmonia Mundi (France), Intercord (Germany), Jupiter (Germany), Melodia (USSR), Millennium (USA), Motown (USA), Pickwick (UK), Planet (USA), Pool (Germany), Regard (UK), Rialto (UK), Stiletto (UK), Strand (Germany), Sundance (UK), Teldec (Germany), Telefunken (Germany), Turnabout (USA), Why-Fi (UK), Vox (USA).

Electrola, see EMI.

Elektra, see WEA Metronome.

Elektra-Musician, see WEA Metronome.

Embassy, see CBS.

Emidisc, see EMI.

Encore, see EMI.

Entertainer, see Sound of Scandinavia.

Epic, see CBS.

Epok Skivforlag, Vintergatan 10B, Ornskoldsvik. Tel: (0660) 300-52.

Labels: (Owned) Cewe, Epok.

Christer T. Eriksson & Son AB, PO Box 317, S-181 03 Lindinge. Tel: (08) 766-0290. Telex: 10155. Mng. Dir.: Christer T. Eriksson; Sales Mgr.: Claes Eriksson. (Distributor/Importer/Exporter)

Sven Eriksson (Ingenjorsfirma), PO Box 834, S-121 08 Johanneshov.

Ess-Rosing (AB), Luntmakargatan 59, S-113 58 Stockholm. Tel: (08) 34-64-01. Telex: 12080. Dir.: Brian Shack. (Distributor)

EUROPA FILM RECS., (IFPI), PO Box 20065, Tapgvagen 24, S-161 20 Bromma (Stockholm). Tel: (08) 98-77-00. Cable: EUROPAPFILM. Telex: 17656. Gen. Mgr.: Johan Langer. (SEE ADVERTISEMENT)

Europa-Produktion AB, Rasundavagen 45, S-171 52 Solna. Tel: (08) 83-31-05.

Labels: (Owned) Etel, Oiga.

Euroton Fonogram, Box 4013, S-127 04 Shaerholmen. Tel: (08) 740-07-24.

Chief Exec.: Rune Junegren; Gen. & Sales Mgr.: Eva Junegren. (Distributor/Importer)

Flop, see Sonet.

Folksang, see Amigo.

Fontana, see PolyGram.

Forsyte New Music, Box 4021, S-171 04 Solna. Tel: (08) 83-45-09. Gen. Mgr.: Annika Sundstroem; Sales Mgr.: Lars Sundstroem. (Distributor)

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G D C (Grammofonbolagens Distributioncentral) AB, Dahvagen 4, Solna. Tel: (08) 730-0720. Pres.: Goran Stenberg; Sales Mgrs.: Ingemar Skoglund, Christer Lundblad, Mats Lundquist. (Distributor)

Galaxy, see Scanta.

Gamla Stenakhor, see Record Trading.

Gazell, see Sonet.

Gids Recs., Arkitektvaegen 24, Fack, S-161 09 Bromma. Tel: (08) 80-30-95. Chief Exec.: Ragnar Blomstroem.

Glen, see EMI.

Glenisc, Johan Banersvag 19, S-182 75 Stocksund. Tel: (08) 85-68-00. Cable: GLENPROD. Telex: 12442 (Fotes S) Attn: GLENPROD. Mng. Dir.: Bruno Glenmark; Sales Mgr.: Ingela Forsman.

Gospel & Musik, Rastensgatan 15, S-172 06 Sundbyberg. Contact: Oscar Rubnerth.

Grammoplast AB, Box 8019, S-163 08 Sponga. Tel: (08) 761-7060. Dir.: Svante Raaet; Gen. Mgr.: Hans Johnson.

Grand Prix, see Sonet.

Gummesons Book/Music Publ'r, PO Box 6302, Tegnergatan 8, S-113 81 Stockholm. Tel: (08) 15-18-30. Telex: 14275. Gen. Mgr.: Ulf Hemdahl; Sales Mgr.: Ingemar Eriksson; A&R Mgr.: Leif Lundberg. Labels: (Owned) Signatur, Sirius, Solist.

H M V, see EMI.

H S R, see Swedish Radio.

Haparanda Budget Line Recs., Selmeldavagen 22, S-166 55 Hagersten. Tel: (08) 46-15-11.

Happy Birthday Recs.—Exec. Prod'r: Bo Waldersten; Int'l A&R: Sanji P. Tandam—see Sound of Scandinavia.

Harmony, see CBS.

Harvest, see EMI.

Heavy Sound, Regeringsgatan 89, S-111 39 Stockholm. Tel: (08) 11-81-14. Cable: HEAVY. Telex: 14339 Mng. Dir.: Torbjorn Hullegard.

Hemmets Haerold, see Prim.

Hemmets Journal AB, Fack, S-212 05 Malmoe. Tel: (040) 934560. Telex: 32449. Mng. Dir.: Jan Morch.

Inter-Disc, see Record Trading.

Jefferson, see Scandinavian Blues Ass'n.

Jockey, see Record Trading.

Karussell, see PolyGram.

Knappupp, see Sonet.

Kontra Punkt, see Record Trading.

Kountry Korral Prod'ns, PO Box 8014, S-720 08 Vasteras 8. Tel: (021) 18-86-20/90. Pres.: Lillies Dhnsson. Labels: (Owned) Gisco, Kountry Korral.

L P-Fyndet AB, PO Box 70, S-815 01 Tierp. Tel: (0293) 131-65. Telex: 47126. Gen. Mgr.: Karl-David Kilstrom; Sales Mgrs.: Kjell Gronberg, Nils-Erik Kilstrom. (Distributor/Importer)

Liberty, see EMI.

Lido-Prod'n, Fack 131, S-531 01 Lidkoping. Tel: (0510) 231-25. Label: (Owned) Anette.

London, see PolyGram.

M N W, see Musikaetel Waxholm.

Musik Music AB (IFPI), Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Deputy Dir.: Margaretha Andersson; Gen. Mgr.: Lars Rosin; Sales Mgr.: Ann-Birgitt Carlsson; Chief Eng.: Christer Berg.

Mariann Int'l Recs., Hornsgatan 78, S-117 21 Stockholm. Tel: (08) 84-58-88. Telex: 17936. VP: Benny Hedlund. Labels: (Owned) Mariann.

Memphis, see California.

Mercury, see PolyGram.

Metronome, see WEA Metronome.

Montana, see California.

Montax AB, Klockaregatan 27, Falkenberg S-311 00. Tel: (0346) 81060. Moondisc, see Sound of Scandinavia.

Moonshine, see Safir.

Musca, see Electra.

Musc for Pleasure, see EMI.

Musik & Motorhuset, Hoteligatan 20, S-827 00 Ljusdal. Tel: (0651) 1-57-00. (Distributor/Importer) Label: (Owned) Wigwam.

Musikaetel Waxholm AB (MNW), Radhusgatan 12, Box 71, S-185 00 Vaxholm. Tel: (0764) 323-45. Gen. Mgr.: Jan-Olof Schill; Sales Mgr.: Lizzie Jorgensen; Studio Mgr.: Curt-Ake Stefan, Prod'ns Tomas Gabrielson, Jonas Spetsstroem. Label: (Owned) MNW; (licensed foreign) Rough Trade (UK).

Nonesuch, see WEA Metronome.

Nordiska Musikforlaget AB (IFPI), PO Box 745, S-101 30 Stockholm 1. Tel: (08) 13-24-80. Cable: MUSICALIA. Telex: 11859. Pres.: Bengt Edvardsson; Sales Mgr.: Tony Lonn. Labels: (Owned) Artist, Bamparaden; (licensed) Acanta (Germany), All Stars (France), BASF/Acanta (Germany), Claves (Switzerland), Montparnasse 2000 (France), Music Minus One (USA), Selected Sound (Germany).

Odeon, see EMI.

Olga, see Europa-Produktion.

Omega, see California.

One Up, see EMI.

Onkesagan, see Record Trading.

P M Sales AB, Frammaesbacken 12, S-171 42 Solna. Tel: (08) 83 73 00. Cable: PLANREC. Telex: 14392. Mng. Dir.: Mats Olsson; Gen. Mgr.: Owe Widner; Sales Mgr.: Hans Larsson. (Distributor)

Parlophone, see EMI.

Pathe, see EMI.

Peer-Southern Prod'ns AB (IFPI), Grev Turegatan 38, S-114 38 Stockholm. Tel: (08) 67-99-10. Cable: SOUTHMUSIC. Telex: 12250. Mng. Dir.: Ivan Nordstrom.

Phlips, see PolyGram.

Phonograph, see W-Sign.

Planet Recs. & Music, Frammaesbacken 12, S-171 42 Solna. Tel: (08) 83-73-00. Cable: PLANREC. Telex: 14392. Pres. & Mng. Dir.: Mats Olsson; Gen. Mgr.: Maj-Britt Olsson; A&R Mgrs.: Peter Olsson, Anders Larsson. Labels: (Owned) Bastun, Planet; (licensed) Atomic Art, Cream (both USA), Arena Int'l, Cherry Red, Dingies, Graduate, Gull, Heartbeat, Hi, Human, KR, Marcus, Nems, Pipe, Secret, (all UK); Medley (Denmark).

Playback Inspelings AB, Gustav Adolfs Torg 10, S-211 39 Malmoe. Gen. Mgr.: Lennart Christiansson. Label: (Owned) Playback.

Play Music AB, PO Box 112, Vinterg. 5, S-172 23 Sundbyberg. Tel: (08) 98-54-30. Cable: PLAYMU. Telex: 11967. Int'l Contacts: Benkt Bussler, Johan Sander. (Distributor/Importer/Rackjobber)

Polar Music Int'l AB (IFPI), PO Box 7793, Hamngatan 11, S-103 96 Stockholm. Tel: (08) 14-30-20. Cable: SWEDENMUSIC. Telex: 11959. 15256. Pres.: Sig Anderson. Labels: (Owned) Polar; (licensed domestic) Stranded, Studio 55, Trash. Polydor, see PolyGram.

PolyGram Direct Mktg. Scandinavia Org., PO Box 50202, S-20212 Malmoe. Tel: (40) 43-64-50. Telex: 32771. Mng. Dir.: Sten Rosdahl; Sales Mgr.: Sten Ehnomb; Mktg. Mgr.: J. Neret.

PolyGram Recs. AB, PO Box 3093, Dahvagen 4, S-171 03 Solna. Tel: (08) 730-0940. Cable: POLYG S. Telex: 10466, 10750. Mng. Dir.: Lennart Backman; Fin. & Admin. Dir. & Deputy Mng. Dir.: Benno Norholm; Local A&R: Pao Berghagen; Int'l A&R Mgrs.: Krister Nilsson, Robert Hultman; Local Pub. Mgr.: Ingvar Erikson; Int'l Pub. Mgr.: Annika Rabe. Sales Mgr.: Ingemar Skoglund. Labels: (Owned) Archiv, Barclay, Casablanca, DG, Decca, Deram, Dux, Fontana, Karussell, London, Mercury, Polydor, Smash, Sonora, Threshold, Vertigo, Verve; (licensed domestic) Proprius, R&P, Svenska Ljud; (licensed foreign) Backstreet (USA), Brain (Germany), Charisma (UK), DJM (UK), Dreamland (USA), EG (UK), F-beat (UK), Fiction (UK), Hot Ice (Iceland), Jive (UK), MCA (USA), PRE (UK), Pablo (USA), RSO (UK), Rocket (UK), Spring (USA), Stiff (UK).

Portrait, see CBS.

Prestige AB (Scandinavian Music Club), Box 50202, Foretagsvagen 14, S-202 12 Malmoe. Tel: (40) 43-64-50. Telex: 32771. Chief Exec.: S. Rosdahl.

Prim Recs. (IFPI), Dagenhuset, Gammeldavardsv. 38-42 Stora Essingen, S-105 36 Stockholm. Tel: (08) 13-03-40. Telex: 10888. Pres.: Sverre Larsson; Gen. Mgr.: Larseric Janson; Sales Mgr.: David Edstrom. Labels: (Owned) Hemmets Haerold, Prim; (licensed foreign) Benson, Birdwing, Dayspring, Good News, GreenTree, Heartwarming, Home Sweet Home, Impact, Lamb & Lion, Light, Maranatha!, Myrrh, Paragon, New Pax, Refuge, Solid, Solid Rock, Sparrow, Spirit, Triangle (all USA); Word (UK, USA)

Proprius, see PolyGram.

Qwest, see WEA Metronome.

R & P, see PolyGram.

R R, see California.

Radix, see EMI.

Record, see California.

Record Trading AB, Box 211, S-183 23 Taebj. Tel: (08) 758-3700. Cable: GALVANOMATRIS. Telex: 12442. Pres.: Kurt Westman. Labels: (Owned) Gamla Stenakhor, Inter-Disc, Jockey, Kontra Punkt, Onkesagan, Super-Sound.

Regal Zonophone, see EMI.

Reprise, see WEA Metronome.

Rock & Country Recs., PO Box 83, Stationsgatan 13, S-310 58 Vessigebo. Tel: (0346) 206-59. Gen. Mgr.: Christer Malmstedt; Sales Mgr.: Bo Gunnar Bramborn. (Distributor/Importer) Labels: (Owned) Rock & Country; (licensed foreign) Ace, Cha Cha, Dore, Goldband, Jim, Judd, Razorback, Sarg, Showay, Swallow, Yucca, (all USA).

Rollis Grammofonforlag AB, PO Box 291, S-201 22 Malmoe. Tel: (040) 23-06-56. Mng. Dir.: Hans Ingvar Hansson; Pres.: Lennart Carlsson; Sales Mgrs.: U. Andersson, J. Eriksson. (Wholesaler/Importer/Exporter)

Rondo, see EMI.

Ronny's Music, PO Box 4297, S-203 14 Malmoe. Tel: (040) 12-89-12. Pres.: Ronny Hall. (Importer of oldies singles)

S A M Dist'n Musik AB, Box 60, S-185 00 Vaxholm. Tel: (0764) 32600, 31590. Telex: 15268. Chief Exec.: Peter Karlsson; Export/Import Mgrs.: Hans Andersson, Ann-Marie Beckman, Ecke Forsberg, Goeran Thureson. (Distributor/Importer/Exporter). Labels: (Licensed) Ack Waermland, Alternativ, Arhoole, Ball, Bauta, Bella Ciao, Bert Staf Produktion, Biber, Bjoernspar, Blues Boy, Blues Classics, Brulstestern, Brusel, Cadillac, Checkpoint Charlie, Chilekommittien, Clay, Grammed Disc, Grass, Crownprince, Dagen Gry, Dagsiva, Daybreak, Dohvort, Dragon Phenix, ENJA, Egon Pretty Band, Eko, Emma Ego, Factory, Falkinn, Fest, Felish, Forsaljud, Fresh, Fire Teatern, Gen-lyd, Giga, Greensleeves, Grisebaeck, Heartwork, Hemligt, Hurv, Image, Irmagard, J-G, Joe Gibbs, Johanna, Jukebox Lil, Jungie, Kaellan, Kamera, Krokben, Kulturmissionen, L+R, Last Buzz, Leo, Ljudbarriakaden, Ljudskyddsf Myrben, Ljudspaaret, Lyricbord, MAI, Makossa, Manifest, Massproduktion, Minne for Lovel, Mr. R&B, Mistur, Musikaetel Waxholm, Munich, Musiklaget, No Future, Norsholms Befrielsefront, Old Timey, Oldie Blues, Organic, Original, Oti, Patric, Petcia, Piglet, Poko, Pop Mot Missmodskommitten, Pumpkin, Puzzle, R-Editon, RKOB, Ralph, Rande, Rare Bid, Red, Red Lightnin, Rip, Ritmo, Rooster, Rough Trade, Rout 66, Sackville, Safari-Ambiance, Saxophonograph, Silence, Sista Bussen, Sluch, Sloboban, Slat Tilbaka, Solarplex, Solomonic, Spider Leg, Statik, Stockholm, Sverversvolaget, Svenska Popfabriken, Tall, Tangent, Tara, The Record Company, Tonkraft, Top Ranking, Topic, Torso, Tredje Target, Trojan, Twinkle, UL0, Urspar, Xenophone Int'l, Xntrix, Y. S O S, see Sound of Scandinavia.

Safir Music of Scandinavia AB (IFPI), Hollandargatan 32, S-113 59 Stockholm. Tel: (08) 30-59-83. Telex: 17019. Chief Exec.: Lars Ericsson, Gen. Mgr.: Lennart Fries; Sales Mgr.: Jan Holmberg. Labels: (Owned) Moonshine, Moonshine Canada, Moonshine USA, Safir; (licensed) Laser (Australia).

Sarec Recs., Box 4010, S-141 04 Huddinge. (Distributor)

Scandinavian Blues Ass'n, Tallkrossvaegen 8, S-122 33 Enskede. Tel: (08) 59-54-43. Pres.: Joergen Sandin. Label: (Owned) Jefferson.

Scanta Grammofon, PO Box 2037, Haesaengsvaegen 4, S-691 02 Karlkoga. Tel: (0586) 560-30. Mng. Dir.: Ebbe Nilsson; Gen. Mgr.: Per Nilsson; Sales Mgr.: Sten Nilsson; Studio Mgr.: Ake Srensson. Labels: (Owned) Boogie, Galaxy, Scanta. Contact: Ragnar Berglund.

Seelig & Co. (AB), PO Box 17120, Solna. Contact: Ragnar Berglund.

Seraphim, see EMI.

Signatur, see Gummesons & Mariann.

Sirius, see Gummesons.

Skandinavisk Press, see Bra.

Skarby Int'l Recs., Box 10180, S-100 55 Stockholm.

Skivbolaget, see TMC.

Smash, see PolyGram.

Smokedack Rec. Sales, PO Box 29005, S-100 52 Stockholm. Tel: (08) 62-77-22. Chief Execs.: Hans Schwetz, Hans Andersson. (Importer/Exporter)

Snurr, see WEA Metronome.

Solist, see Gummesons.

SONET GRAMMOFON AB (IFPI), Box 1205, Allasvaegen 1, S-181 23 Lidkoping. Tel: (08) 767-0150. Cable: SONETMUSIC. Telex: 10037. Pres.: Gunnar Bergstrom; Gen. Mgr.: Dag Haeggqvist; Dir.: Sven Lindholm; PR Mgr.: Lars-Olof Helen.

Labels: (Owned) Kirkus, Flop, Gazell, Grand Prix, Knappupp, Sonet, Spotlight, Storyville; (licensed) Air (UK), Albion (UK), Alligator (USA), Baby (Italy), Bearsville (USA), Blueprint (UK), Blues Classics (USA),

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Sonora, see PolyGram.

Sound of Scandinavia & Rec'g AB, PO Box 1108, Storaengsvaegen 22, S-141 23 Huddinge. Tel: (08) 774-0780. Cable: SOSREC. Telex: 12601. Pres. & Mng. Dir.: Leif Bigert; A&R Dir.: Sanji Tandam. Labels: (Owned) Entertainer, Moondisc, SOS, T-Bone; (licensed domestic) Happy Birthday, Tandem; (licensed foreign) All Platinum, Cadet, Checker, Chess, De-Lite, IBC, Salsoul, Stang, Sugar Hill, Turbo, Vibration (all USA); Armeageddon, Blue Chip, Hedonics, Hot Box (all UK).

Space, see W-Sign.

Spotlight, see Sonet.

Starline, see EMI.

Start, see TMC.

Storyville Recs. AB (IFPI), Atlasvaegen 1, S-181 23 Lidkoping. Tel: (08) 767-0150. Cable: SONETMUSIC Stockholm. Telex: 10037. Mng. Dir.: Dag Haeggqvist; Dir.: Karl-Emil Knudsen. (Also see Sonet)

Stranded, see Polar.

Studio 55, see Polar.

Sunrise, see California.

Sunset, see EMI.

Super Sound, see Record Trading.

Svenska Ljud, see PolyGram.

Sweet Recs., see Blitz.

Swede, see California.

Sweden, see California.

Swedish Radio Co. Fonogram (IFPI), Ozenstiernsgatan 20, S-105 10 Stockholm. Tel: (08) 784-0000. Cable: BROADCAST. Telex: 10000. Telefax: 46 8-784 3233. Gen. Mgr.: Britt-Marie Bystedt; Gen. & Sales Mgr.: Po Johansson. Label: (Owned) HSR.

SWEDISH REC. POOL AB, Box 403, S-101 25 Stockholm. Tel: (08) 11-76-46, 11-79-69. Telex: 14387. Pres.: Hans Kjell; Gen. & Sales Mgr. & Chief Buyer: Frederick Ramel. (Distributor/Importer/Exporter) (SEE ADVERTISEMENT)

Swedish Society Discsoli, see Electra.

T-bone, see Sound of Scandinavia.

T M C (The Music Co. AB), PO Box 3548, Djursholmsvaegen 50-A, S-183 25 Taebj. Tel: (08) 756-72-55. Telex: 14021. Pres.: G. Soderman; Sales Mgr.: A. Wendel. Labels: (Owned) Shvibolaget, TMC; (licensed domestic) Arrival, Start; (licensed foreign) Biel-Viva (Germany), B. Orlando-Firts (USA), CGD (Italy), CGD Int'l (Italy), Chart, Dureco (Netherlands), Durium (Italy), Golden Label, Impact, Imperial, Importe/12-Man Parish (USA), K-tel, Mikro, Kroepeck (Ed.) (Germany), Lotus, MCS (Switzerland), Malaco (USA), Marc On Wax (UK), Megatone-P. Cowley (USA), Moby Dick (USA), Prelude (USA), Quality (Canada), Red Bus (UK), Rayton (Denmark), Towerbell (UK).

Tab Recs., PO Box 210, S-732 00 Arboga. Tel: (0589) 103-50. Gen. Mgr.: Harry Holm.

Talisman, see EMI.

Tandem Recs. AB, Marknadsvaegen 297, S-183 34 Taebj. Tel: (08) 768-3900. Telex: 12601. Dir.: Sanji P. Tandam; Controller: Frederick von Rosen; US Prod. Label Mgr.: John Wallin; European Prod. Label Mgr.: Michel Petre; Exec. Prod'r: Hans Kjell. Labels: (Owned) Be-Bo, Tandem.

Tape-Center AB, PO Box 7022, S-103 84 Stockholm. Tel: (08) 10-83-38. Gen. Mgr.: Carsten Meijer.

Teletar, see Electra.

Threshold, see PolyGram.

Tonola Grammofon AB, Box 1106, S-400 30 Goteborg. Telex: 854-27441. Contact: Harry Svensson.

Tower, see EMI.

Trash, see Polar.

United Artists, see EMI.

United Music Int'l, see Bra.

Vertigo, see PolyGram.

Verve, see PolyGram.

Viking, see Electra.

W E A Metronome Recs. AB (IFPI), Storaengsvaegen 27, S-115 34 Stockholm. Tel: (08) 24-46-10. Cable: METROREC. Telex: 19022. Mng. Dir.: Boerje Ekberg, Anders Burman. Labels: (Owned) Asylum, Alco, Atlantic, Cotillion, Elektra, Elektra-Musican, Metronome, Nonesuch, Qwest, Reprise, Snurr, Warner Bros. WEA Int'l; (licensed foreign) Big Tree (USA), Dark Horse (USA), Embryo (USA), Funnadar (USA), Full Moon (USA), Korova (UK), Little David (USA), Paradise (USA), Planet (USA), Sire (USA), Solar (USA), Swan Song (USA), Whitefield (USA).

W M P, see California.

W-Sign Mktg. AB, Lokevagen 57, S-183 42 Taebj. Tel: (0762) 129-62. Telex: 13161. Chief Exec.: C. Wendel. Labels: (Owned) DJ Special, Phonograph; (licensed) Space.

Thore Wallenstrand, Erik Dahlbergsallen 3, S-115 24 Stockholm. Tel: (08) 67-54-12.

Warner Bros., see WEA Metronome.

Waverley, see EMI.

Wigwam, see Musik & Motorhuset.

World, see EMI.

Zonophone, see EMI.

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Air Music Scandinavia AB, PO Box 10220, Vallhallavagen 134, S-100 55 Stockholm. Tel: (08) 63-07-20. Cable: AIRMUSIC. Telex: 12335. Pres.: Slure Borgedahl; Gen. Mgr.: Lars Wiggman; Prof. Mgr.: Martin Ingestrom.

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-89-25. Telex: 17840. Pres.: Jan Boquist. ... And Publ'g Co. (div. of TMC AB), PO Box 503, S-183 25 Taebj. Tel: (08) 756-72-55. Telex: 14021. Pres.: G. Soderman.

April Music AB, PO Box 20037, Mariehallsvaegen 40, S-161 20 Bromma. Tel: (08) 98-02-50. Cable: COLRECDRO. Telex: (854) 17736. Gen. Mgr.: Stefan Egmar; Admn.: Hans Lindberg.

Blitz Publ'g, PO Box 347, Gamla Brogatan 34, S-101 24 Stockholm. Tel: (08)

21-67-94, 21-33-25, 20-22-30, 32-67-69. Telex: 12481. Owner & Mgr.: Wolfgang Jedliczka.
 Brass Center, Box 4303, Stigbergsgatan 16, S-400 40 Goeteborg. Tel: (031) 24-65-20.
 Hans Busch Musikforlag AB, Stubbstigen 3, S-181 47 Lidingsö. Tel: (08) 765-1230.
 Camp Music Corp. AB, Jaernvaesgatan 70, S-172 35 Sundbyberg. Tel: (08) 98-28/08/55. Exec.: Lars Samuelsson.
 Careless Music, Box 7003, S-163 07 Spanga. Tel: (08) 36-50-20. Chief Exec.: Les Carlton.
 Chappell Nordiska, see Intersong.
 Country Classics, see Tab.
 E M I Music Publ'g (Sweden) AB, Nylingagatan 17, S-191 53 Stockholm. Tel: (08) 23-66-80. Cable: TURNTABLE. Telex: 12587. Mng. Dir.: Bengt Sundstroem.
 Ehringforlaget AB, PO Box 5268, Linnegatan 9/11, S-102 45 Stockholm. Tel: (08) 63-07-60. Cable: EHRLINGMUSIK. Pres. Thore Ehring; Gen. Mgr.: Staffan Ehring; Professional Mgr.: Bo-Goran Edling.
 Essex AB (Musikforlaget) (STIM), PO Box 10220, Valhallavagen 134, S-100 55 Stockholm. Tel: (08) 63-07-20. Cable: AIRMUSIC. Telex: 12335. Pres. & Gen. Mgr.: Sture Borgedahl.
 Filadelfia Forlaget AB (STIM/NCB), Dagenhuset, Gammelgardsv. 38-42 Stora Essingen, S-105 36 Stockholm. Tel: (08) 13-03-40. Pres.: Sverre Larsson; Gen. Mgr.: Lars Eric Janson; Prof. Mgr.: Lennart Jernestrand.
 Flamingo Music Publ'g AB, c/o Air Music, PO Box 10220, Valhallavagen 134, S-100 55 Stockholm. Tel: (08) 63-07-20. Telex: 12335. Pres.: Sture Borgedahl; Gen. Mgr.: Roland Ferneberg.
 Frituna Produktion AB (STIM), Vaertavagen 15, S-115 28 Stockholm. Tel: (08) 63-13-45. Telex: 12328. Pres.: Goeran Waltner.
 Carl Gehrmann, PO Box 505, S-101 26 Stockholm. Tel: (08) 10-30-04. Cable: MUSIKGHEERMAN.
 GlenSongs AB, Johan Banersvag 19, S-182 75 Stocksund. Tel: (08) 85-68-00. Cable: GLENPROD. Telex: 12442 (Fotex S) Attn: GLENPROD. Mng. Dir.: Bruno Glenmark; Prof. Mgr.: Ingela Forsman.
 Gummessons Book/Music Publ'g, PO Box 6302, Tegnergatan 8, S-113 81 Stockholm. Tel: (08) 15-18-30. Gen. Mgr.: Ulf Heimdahl.
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 John's Music (STIM, NCB), see Sonet.
 Keyings Musikforlag, see Sweden.
 Key Music Prod'n, PO Box 2037, S-591 02 Karlskoga. Tel: (0586) 560-30. Mng. Dir.: Per Nilsson.
 Kountry Korral Prod'n, PO Box 8014, S-720 08 Vasteras 8. Tel: (021) 18-86-20/90. Pres.: Lillies Ohlsson.
 Liberty AB (Ed.), PO Box 14, S-163 93 Stockholm. Tel: (08) 751-04-60. Telex: 14075. Gen. Mgr.: Hans-Ove Eriksson.
 Abr. Lundquist Musikforlag AB, Katarina Bangata 17, S-116 25 Stockholm. Tel: (08) 43-67-67. Cable: LUNDROUND. Pres.: Helge Lundquist; Sales Mgr.: Anders Roundquist.
 Marcus Music-Imudico, Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Bengt Sundstroem.
 Multitone AB, Storaesvagen 27, S-115 34 Stockholm. Tel: (08) 61-13-16. Cable: METROREC. Telex: 19022. Pres.: Boerje Ekberg; Gen. Mgr.: Sven-Olov Bagge. (Administered by Warner Bros.)
 Musik & Motorhuset, Hotellgatan 20, S-827 00 Ljusdal. Tel: (0651) 157-00. Chief Exec.: Boerje Bergstrom.
 Musikanalet Warholm AB (MNV), Radhusgatan 12, Box 71, S-185 00 Vaxholm. Tel: (0764) 323-45. Gen. Mgr.: Jonas Spoestrom.
 Mustang Music AB, Bergsundsgatan 19, S-117 34 Stockholm. Tel: (08) 68-35-20. Pres.: Ove Hansson.
 Nordic Songs AB, PO Box 745, S-101 30 Stockholm 1. Tel: (08) 13-24-80. Cable: MUSICALIA. Telex: 11859. Pres.: Bengt Edwardsson; Prof. Mgr.: Tony Lonn.
 Nordiska Musikforlaget AB, PO Box 745, S-101 30 Stockholm 1. Tel: (08) 13-24-80. Cable: MUSICALIA. Telex: 11859. Pres.: Bengt Edwardsson; Prof. Mgr.: Tony Lonn.
 Peer-Southern Org., see Southern Music.
 Planet Music, Framnaesbacken 12, S-171 42 Solna. Tel: (08) 83-73-00. Cable: PLANREC. Telex: 14392. Pres. & Mng. Dir.: Mats Olsson; Gen. Mgr.: Peter Olsson; Prof. Mgr.: Anders Larsson.
 David Platiz Music Scandinavia AB, see Air.
 Play Music, PO Box 112, S-172 23 Sundbyberg. Tel: (08) 98-54-30. Telex: 11967. Int'l Contact: Benkt Bussler.
 Safar Music Publ'g, Hofflandargatan 32, S-113 59 Stockholm. Tel: (08) 30-59-83. Gen. Mgr.: Lennart Fries.
 Sonet Music AB (STIM/NCB), Box 1205, Atlasvagen 1, S-181 23 Lidingsö. Tel: (08) 767-0150. Telex: 10037. Gen. Mgr.: Dag Haeggqvist; Prof. Mgr.: Ola Hakansson.
 Sound Of Scandinavia & Rec'g AB, PO Box 1108, Storaesvagen 22, S-141 23 Huddinge. Tel: (08) 774-0780. Cable: SOSREC. Telex: 12601. Pres. & Mng. Dir.: Leif Bigert.
 SOUTHERN MUSIC AB (STIM, NCB), Grev Turegatan 38, S-114 38 Stockholm. Tel: (08) 67-99-10. Cable: SOUTHMUSIC. Telex: 12250. Mgr. Ivan Nordstrom. (SEE ADVERTISEMENT)
 Step Six Music AB, see April.
 Sunny Lane, see Tab.
 Sweden Music AB, PO Box 7793, Hamngatan 11, S-103 96 Stockholm. Tel: (08) 14-30-20. Telex: 11959. 15296. Pres.: Stig Anderson.
 T M C Music/T M C Publ'g, PO Box 3548, Djursholmsvagen 50A, S-183 03 Taebly. Tel: (08) 756 72 55. Telex: 14021. Pres.: G. Soderman; Gen. Mgr.: Johan Wendel; Prof. Mgr.: Martin Wendel. (Administered by Warner Bros.)
 Tab Music/Textab Musikforlag, PO Box 210, S-732 00 Arboga. Tel: (0589) 103-50. Contact: Harry Holm.
 Target Music AB, Arkitektvagen 24, Fack, S-161 09 Bromma. Tel: (08) 80-30-95. Mng. Dir.: Tue Sibby; Gen. Mgr.: Ragnar Blomstrom.
 Tiger Music, see Warner Bros.
 U A Musikforlag, see April.
 Warner Bros. Music (Scandinavia) AB, PO Box 4082, Hoeglidsvagen 28, S-182 04 Enebyberg. Tel: (08) 768-7150/4844. Telex 12812. Pres.: Lennart Desmond; Prof. Mgr.: Hans Desmond.

Scandinavian Blues Ass'n, Tallkrogsvagen 8, S-122 33 Enskede. Tel: (08) 59-54-43. Pres.: Joergen Sandin.
 Society of Swedish Composers, see FST.
 Society of Swedish Popular Composers & Authors, see SKAP.
 Svenska Gruppen IFPI, PO Box 1008, S-171 23 Solna; Ankdamngatan 5H, S-171 43 Solna. Tel: (08) 730-57-80. Telex: 19139.
 Swedish Music Information Centre, PO Box 5091, S-102 42 Stockholm 5; Birger Jarlsatan 6B, Stockholm.
 Swedish Music Publ'rs Ass'n (Svenska Musikforlaegareforeningen upa), c/o MIC, Box 5091, S-102 42 Stockholm. Tel: (08) 24-29-50. Pres.: Kettil Skarby; Gen. Mgr.: Christian Sylvan.

LICENSING ORGANIZATION, MUSIC
 S T I M (Svenska Tonsettares Int'l'lta Musikbyra—Swedish Performing Rights Society), PO Box 1539, S-111 85 Stockholm. Tel: (08) 24-29-50. Pres.: Harry Schein; Gen. Mgr.: Haeken Gezelius. (Performing rights only).

PLATING, PROCESSING & PRESSING PLANTS
 EUROPA FILM, Rec. Plating Div., PO Box 20065, S-161 20 Bromma 20. Tel: (08) 98-77-00. Cable: EUROPAFILM. Telex: 17656. Gen. Mgr.: Johan Langer. (Plating & processing only) (SEE ADVERTISEMENT)
 EUROPLATE AB, PO Box 41, S-194 21 Upplands Vasby. Tel: (760) 86045. Telex: 14560. Dir.: Bengt Runsten. (Includes CD production facilities) (SEE ADVERTISEMENT)
 Gramoplast AB, Box 8019, S-163 08 Spanga. Tel: (08) 761-7060. Dir.: Svante Raetz; Gen. Mgr.: Hans Johnsson. (Pressing only)
 Heger Plastics AB, Stallarholmen. Tel: (0152) 405-85.
 Skandinaviska Grammophon AB, PO Box 148, Industrigatan 12, S-662 00 Aemael. Tel: (0532) 12-290. Telex: 5390. Mng. Dir.: Sven Samuelsson.
 Pressing capacity: 45-400,000 units/year, LP-2,000,000 units/year.
 Svensk Grammofonindustri (AB), Box 22, S-197 00 Bro. Tel: (758) 4-61-85. Pres.: Torbjorn Andersson.
 Pressing capacity: 45-15,000 units/day; LP-15,000 units/day.
 TOOLEX ALPHA AB, Box 176, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. & Gen. Mgr.: Sven Halvares; Sales Mgr.: Gunnar Aze. (SEE ADVERTISEMENT)

RECORD PROMOTION
 Country Music Ass'n Int'l Development Committee, PO Box 6015, S-183 06 Taebly. Tel: (0762) 1-02-00. Pres.: Dan F. Ekbaeck.
 Country Promotion, PO Box 6015, S-183 06 Taebly. Tel: (0762) 1-02-00. Pres.: Dan Ekbaeck.
 E M A Telstar AB, PO Box 18, S-181 21 Lidingsö. Tel: (08) 767-0110. Telex: 12234. Contact: Thomas Johansson.
 Int'l branch: Denmark, Knud Thorbjornsen.
 Folkparkernas Artistformidling, Swedenborgsgatan 1, S-116 48 Stockholm. Tel: (08) 44-01-20.
 Marcus Music AB, Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Christer Berg; Sales Mgr.: Ann-Birgit Carlsson; Chief Eng.: Joergen Thuresson.
 Studioland AB, Edeby Quarn, S-741 00 Knivsta. Mng. Dir.: Thure O. Aberg.
 Telstar Konsertbureau AB, Fosstrabacken 24, S-127 37 Skarholmen. Tel: (08) 46-25-75.
 Svante Widen Agencies, Snoedroppsgrand 15, S-162 41 Vaellingby/Skholm. Tel: (08) 38-18-37. Mgr.: Svante Widen.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING
 The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape products are indicated by "(PKG)" which appears after the main body of their respective listings.
 Marcus Music AB, Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Christer Berg; Sales Mgr.: Ann-Birgit Carlsson; Chief Eng.: Joergen Thuresson.
 Audio: Cassette.
 Playback Inspelningar AB, Gustav Adolfs Torg 10, S-211 39 Malmo. Gen. Mgr.: Lennart Christiansson.
 Audio: Cassette, open reel.
 Skandinaviska Grammophon AB, PO Box 148, Industrigatan 12, S-662 00 Aemael. Tel: (0532) 12-290. Telex: 5390. Mng. Dir.: Sven Samuelsson.
 Audio: Cassette.
 Svensk Grammofonindustri (AB), Box 22, S-197 00 Bro. Tel: (758) 4-61-85. Pres.: Torbjorn Andersson.
 Audio: Cassette.
 Talkback Studios AB, Luetzengatan 12, S-115 23 Stockholm. Tel: (08) 62-01-79, 62-01-09. Pres.: Ulf Zwedberg. (PKG)
 Audio: Cassette.
 TOOLEX ALPHA AB, Box 176, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. & Gen. Mgr.: Sven Halvares; Sales Mgr.: Gunnar Aze.
 Audio: Cassette. (SEE ADVERTISEMENT)

• supplies
EMPTY CARTRIDGES, CASSETTES & REELS
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
 Audio: Cassette boxes.
 Videogram, PO Box 295, S-58001 Lmkoeping. Tel: (013) 12-19-97. Telex: 50029. Gen. Mgr.: Roger B. Fransson; Sec'y: H. Birgitta Karlsson (Video only)
PROFESSIONAL TAPE SUPPLIES & ACCESSORIES
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
RAW MATERIALS
 Svensk Grammofonindustri (AB), Box 22, S-197 00 Bro. Tel: (758) 4-61-85. Pres.: Torbjorn Andersson.
 Chief product: Record PVC compound.
DISK & TAPE MANUFACTURING EQUIPMENT
 Alpha Delta, see Toolex.
 EUROPA FILM AB, PO Box 20065, S-161 20 Bromma. Tel: (08) 98-77-00. Cable: EUROPAFILM. Telex: 17656. Gen. Mgr.: Johan Langer.
 Chief product: Plating equip. (SEE ADVERTISEMENT)
 EUROPLATE AB, PO Box 41, S-194 21 Upplands Vasby. Tel: (760) 86045. Telex: 14560. Dir.: Bengt Runsten. (SEE ADVERTISEMENT)
 TOOLEX ALPHA AB, Box 176, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. & Gen. Mgr.: Sven Halvares; Sales Mgr.: Gunnar Aze.
 Chief product: ALPHA DELTA 7, ALPHA DELTA 12 automatic record presses. (SEE ADVERTISEMENT)
TAPE, BLANK LOADED & BULK RAW
 Agta-Geveat AB, Torshamngatan 18, Stockholm. Tel: (08) 751-03-00.

Cable: AGFAVEAHT. Mng. Dir.: Raymond Van Roosbroeck; Sales Mgr.: Lennart Karsbrink.
 Audio: Blank—AGFA 2", 1" & 1/2" open reel, 1/4" cassette; raw—1/4" cassette.
 Video: Blank—AGFA 1" open reel, 1/4" U-matic cassette, 1/2" Beta, VHS & V-2000 cassette; raw—1/4" cassette.
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
 Audio: 8-tr., cassette, open reel.
 Video: 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, Beta, VHS.
 Ekman & Co. Import AB, Box 300, Stora Nygatan 29, S-401 24 Gothenburg. Tel: (031) 17-45-80. Cable: EKMAN'S. Telex: 2353, 20763.
 Audio: DENDI Cassette.
 Prim Recs., Dagenhuset, Gammelgardsv. 38-42 Stora Essingen, Stockholm. Tel: (08) 13-03-40. Telex: 10888. Pres.: Sverre Larsson; Gen. Mgr.: Lars-eric Janson; Sales Mgr.: David Edstrom. (Blank only)
 Video: 1/4" Beta & VHS cassette, 1/2" V-2000 cassette.
 Talkback Studios AB, Luetzengatan 12, S-115 23 Stockholm. Tel: (08) 62-01-79, 62-01-09. Pres.: Ulf Zwedberg. (Blank only)
 Audio: Agta-Geveat cassette.
 Track Tape AB, Box 9031, Bronsaldersgatan 7, S-200 39 Malmoe. Tel: (40) 22-45-60. Telex: 33553. Gen. Mgr.: Ingegerd Engfelt; Sales Mgr.: Lars Bjoerlin.
 Audio: Cassette.
 Videogram, PO Box 295, S-58001 Lmkoeping. Tel: (013) 12-19-97. Telex: 50029. Gen. Mgr.: Roger B. Fransson; Sec'y: H. Birgitta Karlsson.
 Video: 1/4" cassette.
TAPE DUPLICATING & PROCESSING EQUIPMENT
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
 Audio: Duplicators.
 Efta Radio & Television AB, Industrivagen 23, S-171 17 Solna. Tel: (08) 730-0700. Cable: ELFARADID. Telex: 10479. Pres.: Gunnar Roth; Sales Mgr.: Tore Hedlund.
 Audio: PENTAGDN duplicators.

• accessories
 Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-89-25. Telex: 17840. Pres.: Per-Anders Boquist; Sales Mgr.: Laila Munther.
 Product: Record—45 rpm adaptors.
 Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
 Product: Tape—head cleaners, demagnetizers.
 Georg Dahlberg AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-01-95. Cable: GEODAH. Telex: 17840. Pres.: Per-Anders Boquist; Sales Mgr.: Hans Nilsson.
 Product: Tape—carrying & storage cases (audio).
 Efta Radio & Television AB, Industrivagen 23, S-171 17 Solna. Tel: (08) 730-0700. Cable: ELFARADID. Telex: 10479. Pres.: Gunnar Roth; Sales Mgr.: Tore Hedlund.
 Product: Record—record care prods., replacement styli; Tape—head cleaners, demagnetizers, leader & splicing tape.
 Sven Eriksson Audio, PO Box 834, S-121 08 Johanneshov. Tel: (08) 19-90-50. Telex: 13210. Owner: Sven Eriksson; Sales Mgr.: Gunnar Siins. (Importer)
 Product: Record—record care prods., replacement styli; Tape—head cleaners, demagnetizers.
 Forss Union AB, Box 100, S-170 11 Drottningholm. Tel: (08) 759-00-90. Telex: 12156. Pres.: Haakan Forss.
 Product: Tape—carrying & storage cases (video).
 P. F. Samson Aktiebolag, Sveavagen 1, S-335 00 Gnosjö. Tel: (0370) 9-18-71, 9-22-10. Cable: SAMSONGNSJOE. Telex: 70392. Gen. Mgr.: Percy F. Samson.
 Product: Record—stands.
 Sreb Prod'n, PO Box 7003, S-163 07 Spanga. Tel: (08) 36-50-20, 36-32-66. Contact: Les Carlton.
 Product: Tape—carrying & storage cases (video).

• store fixtures
 Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-89-25. Telex: 17840. Pres.: Per-Anders Boquist; Sales Mgr.: Laila Munther.
 Product: Record divider cards.
 Forss Union AB, PO Box 100, S-170 11 Drottningholm. Tel: (08) 759-0090. Telex: 12156. Mng. Dir.: Haakan Forss.
 Product: Display racks & security systems (audio & video).

SWITZERLAND

Population: 6,400,000.
 Rate of exchange: \$1 (US) = 2.03 francs.
 Per capita income: \$15,000.
 Holidays: January 1 & 2, Good Friday, Easter Monday, May 1 (certain cantons), August 1 (Swiss National Day), December 25 & 26, plus a number of local holidays.

RECORDS:
 Record sales certification awards: Gold single—50,000 units; platinum single—100,000 units. Gold LP—25,000 units; platinum LP—50,000 units; double platinum—100,000 units.
 Records sold domestically including imports (retail value): LP's 1982—7,422,000 units, \$50,497,000; 1981—8,445,000 units, \$57,899,770. Singles 1982—3,518,000 units, \$7,094,000; 1981—3,626,000 units, \$7,486,670.
 Average retail price per record: LP's—\$9.45; singles \$2.95.
 TV merchandising: 5% of total.
 Record club sales: 6% of total.
 Discounting: Rare.
 Type of distribution: International representatives operate as importers/wholesalers. Smaller independent companies use wholesalers. Six rack jobbers account for about 42% of total record sales. There has been a slight growth in rack jobbing; one-stopping is of no importance. Direct imports, including pirate parallel imports, still exist. The specialty market is mainly served by direct imports.
 Type of promotion: Record companies concentrate their promotional efforts on in-store promotion. Retailers receive much attention, including invitations to major concerts within the country and abroad. Special mailing services are used to brief retailers about new product. Government-owned tv and radio stations are still working on non-commercial terms.

but there seems to be a growing acceptance of the Swiss programmers to support the launch of new product through special programs. Some new TV music programs have included video clips, a move unthinkable a few years ago. Even though the record companies have started to restrict the service of free records to media people, cooperation between the industry and the press is the slogan of the hour. The commercial radio station, Radio 24, is still the only promotional outlet on the air, but it can be received in the Zurich region only. Because the consumer industry has launched some unsuccessful concert tours in the past, it is somewhat reluctant to get more involved in the music industry. Popular music is not featured prominently in the Swiss daily press, mainly because there is no national music press service available. There are only two major Swiss music magazines on sale: Pop/Rocky and Music Scene. However, the German music magazines such as Bravo, Sounds and Musikexpress (the latter two also owned by a Swiss publisher) are widely read by Swiss music enthusiasts. The two major concert agencies, Good News and Free & Virgin, have a monopolistic position.

Jobs: 18,000.

TAPE:

Market: Audio-8 track is non-existent. Sales and market shares of pre-recorded cassettes have also been stagnant. About 3 million cassette players are in use in the 2.5 million Swiss households. A recent survey on cassettes stated that approximately 27 million blank tapes and approximately 29 million pre-recorded tapes are in stock. The annual growth rate of pre-recorded cassettes is approximately 4 million units and of blank cassettes 7 million. The latter figure reveals that home taping is a serious challenge to the Swiss record industry. Cheap 60-min. tapes sell for only \$1.50, high-quality 60-min. tapes for \$4.00. More than 75% of new cars are equipped with stereo radio/tape equipment. Video—Blank tape sales are still booming. During 1982, about 800,000 units were sold. Retail prices range from \$7.00 (Beta) to \$8.00 (VHS) for 60-min. tapes. Market shares are roughly 70% for VHS, 20% for Beta, and 10% for VCC. Prices for pre-recorded video tapes are still high compared with other markets. Even as companies like CIC Taurus have lowered their prices to \$80, the outcome between rental and sales systems is still undecided, but sale prices of up to \$150 clearly favor rentals, which account for 42% of the market. On the average, every rental customer rents five movies a month. Of the pre-recorded video tapes on the Swiss market, action movies account for 32%, erotica 15%, crime films 10%, and war movies 9%. About 4,000 different titles are offered by 300 specialty video retailers. The release pace of new movies offered on the Swiss market has slowed considerably, accounting for an estimated 1,200 new titles per year. Unfortunately, box-office movies are still rare on video cassettes. 1983 is bound to be the year of home electronics and video games and international market leaders such as Atari, Intellivision and Philips are currently fighting for market shares.

Pre-recorded tape sold domestically including imports (retail value): Cassette 3,774,000, \$26,940,000; 1981—4,106,000 units, \$30,690,256. **Average retail price per pre-recorded audio tape:** Cassette—\$9.45. **Average retail price per pre-recorded video tape:** \$80-\$150.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (98%); television sets (87%), color (80%), b/w (20%); phonographs (80%); audio tape recorders (95%); video tape recorders (10%).

RADIO STATIONS:

No. of commercial 1 (Radio 24 operating from Italy); no. of government 6 (3 AM, 3FM).

Comment: Radio 24, operating from Italy, is still the only commercial station. The Swiss Government is now completing legislation to allow the introduction of private radio stations. More than 250 applications have reached the Ministry of Communication. About 20 to 30 applicants will be successful and will go on the air by 1984. The decree under which private radio programs will run limits advertising drastically, with the effect that no real commercial station shall challenge Radio 24. Most approved stations are expected to broadcast regional and cultural programs. Nevertheless, government-owned stations have successfully introduced commercial-free MOR programs. Young music lovers still switch to the popular foreign radio stations, such as Suedwestfunk (Germany), 03 (Austria) and Radio Luxembourg. A third channel program for every region will go on the air soon.

TELEVISION STATIONS:

No. of channels: 3 government, 100% color (PAL).

Comment: With the introduction of cable tv, almost every Swiss home can switch to eight different foreign programs from Germany, Austria and France. In some major Swiss towns, pay tv has been successfully introduced. Swiss programmers try hard to meet the foreign challenge but they hardly succeed. Radio and tv fees are high and compulsory. Videotext is offered by Swiss channels. Recently, tv producers have introduced music programs to attract younger audiences.

MARKET ANALYSIS:

The record industry is looking back on 1982 with mixed feelings. Some companies complained about sales declines of up to 8% compared to 1981. Even though last year's inflation was as low as 5%, distribution and administration costs still soared and the profit/cost scissors were opened. The forecasts for 1983 are even bleaker. On the other hand, rackjobbers have gained a market share of nearly 40% of total sales and have become serious challengers to the roughly 500 retailers.

The market is more or less monopolized by representatives of the large international companies like Ariola, CBS, EMI, Bellaphon, PolyGram and Vogue. The major independent record company and distributor is Musik Vertrieb Ltd. Smaller independent companies, such as MTB, Aktiv, Gold and Disctrade have found comfortable niches in the market to compete with the majors. Most of them also represent small foreign labels with considerable success.

The Compact Disc was launched in April 1983. Hardware and software demand has been great, resulting in hardware shortages. CD players sell for between \$750 and \$1,000 and Compact Discs between \$16 and \$21. But Swiss record buyers seem to accept higher prices in return for the better listening quality offered by the new system. The introduction of the CD will definitely boost sales of recorded music.

Krokus (Ariola) is still Switzerland's most successful hard-rock group for export product. They have recently been joined by the fast-selling techno-rock band Yellow (PolyGram). Key labels and their artists include (Ariola) Krokus, Bee Bach, Span, Deluxe and Vera Kaas; (Bellaphon) Stutch and Daniela Muehleis + Cargo; (CBS) Beast, Mariella Farre and Terry and the Hot Socks; (Disctrade) Mainstreet and X-Legs; (EMI) Irwish, Olivia Grey, Rainy Day, John Brack and Four Windows; (Musikvertrieb) Betty Legler; (Musk) steps, Crystal Ship, Lazy Piker Blues Band and Kaktus; and (PolyGram) Flame Dream, Sue Scheil and Stapstick.

Swiss artists appearing on the charts is still the exception. The top album sellers in 1982 were the Alan Parsons Project, Simon & Garfunkel, Spliff,

Peter Maffay, Abba, Nicole, Dire Straits; and the top single sellers were Albano and Romina Power, F.R. Davis, Andy Borg, Shaking Stevens, Imagination and Men At Work. Recently, some Swiss companies have joined forces to produce a compilation album for export to introduce Swiss rock music abroad. The album is called "Switzerland Rocks Closer."

The fact that the Swiss market is divided into three major ethnic/language regions—German, French and Italian—seems to favor Anglo-American product. With the aerobic fever having reached Switzerland, Jane Fonda (CBS) and Sydney Rome (Ariola) have given industry sales a boost. Product from Germany and Italy also meets Swiss tastes and therefore gets a large bite from the market cake.

Concerts are organized by major agencies like Good News and Free & Virgin. The Zurich Hallenstadion with a capacity of 12,000 is the largest Swiss venue. Other towns offer halls with seatings of up to only 3,000. Festivals like Montreux (jazz, classical), Nyon (folk), Lucerne (classical), Willisau (jazz), Zurich (jazz) and Lugano (jazz) are still very attractive. Extensive Swiss tours, with packages of local artists, have not always proved to be successful. Regional festivals usually draw audiences of up to 1,000.

Recording studios such as Mountain (Montreux), Aquarius (Geneva), Powerplay (Zurich) and Sinus (Berne) meet international standards. A special video promo service with music clips, which was offered to record retailers by EMI/CBS and PolyGram, has proved to be very strong. The same companies also introduced a successful video service for major Swiss discotheques.

Pierre F. Haesler

• record & tape manufacturers / distributors / importers

A P V Prod'n Ltd., Postfach A 135, Graben 1, CH-6301 Zug. Tel: (042) 21.30.42. Pres.: August P. Villiger; AR & Promo.: Margrit Villiger. Labels: Image, Montana, Trio.

A R A, see MTB.

Activ-Recs. AG, Postfach 18, CH-8753 Mollis. Tel: (058) 34.27.34. Telex: 875145. Co-Pres.: Jakob Baumgartner, Claudio Deldegan, Christoph Berger.

Labels: (Owned) Activ, Activ Special, Creativ.

African Violet, see America Sound.

Aktuell, see Pch.

Alpina, see Electromusic.

Alwa Prod'n & Publ'g, Wuhstr. 33, CH-4450 Sissach. Tel: (061) 98.26.05.

Gen. Mgr.: Alexander Watzdorf; Sales Mgr.: Helmut Watzdorf.

America Sound, Scheuchzerstr. 35, CH-8022 Zurich. Tel: (01) 362.01.82. Telex: 57666. Owner & Pres.: Kathi Schnyder; Gen. Mgr.: Peter Schnyder; Sales Mgrs.: Kathi & Peter Schnyder. (Distributor/Importer).

Labels: (Owned) African Violet, America Sound; (licensed domestic) Willisau Live.

Angel, see EMI.

Archiv, see PolyGram.

Ariola-Eurodisc AG (IFPI), Letzigraben 89, CH-8047 Zurich. Tel: (01) 491.53.90. Telex: 822462. Mng. Dir.: Ludwig Schmucki; Deputy Mng. Dir. & Gen. Mgr.: Bruno Huber; Sales Mgr.: Marco Zanotta.

Labels: (Owned) Ariola, Arista, Eurodisc; (licensed foreign) Albion (UK), Animal (USA), Antilles (UK), Arabella (France), Ascolita (Italy), Athena (Germany), Audio-Fidelity (UK), Bearsville (USA), Bronze (UK), CGO group (Italy), CMH (USA), Celluloid (Italy), Chrysalis (UK), Clan Celentano (Italy), Coconut (Germany), DDD (Italy), Dance (Netherlands), Der Andere Song (Germany), Din Disc (UK), Do It (UK), Full Time (Italy), Genetic (UK), Global (Germany), Go-Fee (USA), Handshake (UK), Hansa (Germany), Immediate (Netherlands), I-Spy (UK), Infinity (USA), Interdisc (UK), Island (UK), Joy (UK), MCA (USA), Manticore (UK), Melodia (USSR), Montana (Germany), Muszka (Italy), Oasis (Germany), Palmbeach (UK), President (USA), Real (UK), Red Bus (UK), Repertoire (Germany), Revenge (UK), Rockburgh (UK), Rocktopus (Germany), Savoy (USA), Schallter (Austria), Springtime (UK), Supraphon (Czechoslovakia), Tomato (USA), Transparent (Germany), Two-Tone (UK), Vanilla (Italy), Vergara (Spain), Virgin (UK), Ze (UK).

Arista, see Ariola-Eurodisc.

Artiphon, see Turicaphon & Musikvertrieb.

Arts Menagers, 80-82 Rt. de Chene, CH-1208 Geneva. Contact: R. Torre.

Arve, see Sonographic.

Atlantic group, see WEA.

Bacillus, see Bellaphon.

Baerenreiter-Verlag Basel AG, Neuenfelderstr. 15, CH-4015 Basel. Tel: (061) 39.58.99. Telex: 64472. Mng. Dir.: Franz Kobel.

Labels: (Owned) Baerenreiter Muscaphon.

Barclay, see PolyGram.

Be-Bop Recs., PO Box 136, Zibelegaessli 16, CH-3000 Bern 7. Tel: (031) 22.89.25. Telex: 33844. Owner & Gen. Mgr.: H.P. Vogel; Sales Mgr.: Bruno Vogel. (Distributor/Importer).

Bellaphon AG (IFPI), Farbhofstr. 21, CH-8048 Zurich. Tel: (01) 62.74.02.

Telex: 822281. Chief Exec.: B. Zvanovic; Gen. Mgr.: Martin Schuess.

Labels: (Owned) Bacillus, Bellaphon; (licensed foreign) ENJA, L&R (both Germany); Boardwalk, Concord Jazz, Gordy, Motown, Rare Earth, Scotti Bros., Sun (all USA).

Bere, see MTB.

Big Mouth, see Musikvertrieb.

Blue Note, see EMI.

Brain, see PolyGram.

Brunswick, see PolyGram.

C B S Schallplatten AG (IFPI), Oberneuhofstr. 6, CH-6340 Baar. Tel: (042) 33.33.63. Telex: 868874. Mng. Dir.: Norman D. Block; Sales Mgr.: Achille Koeliker; Mktg. Mgr.: Annelies Hophan.

Labels: (Owned) CBS, Embassy, Epic, Great Performances, Harmony, Masterworks, Odyssey, Okeh, Portrait, Versailles; (licensed) A&M (USA),

Aladin (Germany), Alfa (USA), Ambient Sound (USA), Bang (USA), Berkeley (USA), Blue Classics (USA), Blue Sky (USA), Caribou (USA),

Changes (USA), Channel (USA), Chycago (USA), Cleveland Int'l (USA),

Dart (UK), Dale (USA), Decent (USA), Fillmore (USA), Geffen (USA), Go

(USA), Hickory (USA), Him (USA), Horizon (USA), Invictus (USA), Jet

(UK), Johnston (USA), Kaleidoscope (UK), Kat Family (USA), Kershner

(USA), Lorimar (USA), MRC (Germany), Metromedia (USA), Monument

(USA), Musk Project (Switzerland), New Sound, Ode (USA), Oldtime

(USA), Pavillon (USA), Philadelphia Int'l (USA), Platinum (France), Pri-

ority (USA), Raglan (USA), Starfile (USA), Tabu (USA), Tappan Ze

(USA), Vee Jay (France).

C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenhal.

Label: (Owned) Galaxy.

C P S A (Cie. de Prod'n Sonores & Audiovisuelles), Place du Grand Mont, CH-1052 Le Mont/Lausanne. Chief Exec.: Aurel Trost; Gen. Mgr.: Pierre-Henri Dumont. (Distributor/Importer)

Caete, see IRC.

Capitol, see EMI.

Carex, see Euxec.

Carsound, see Turicaphon.

Casablanca, see PolyGram.

Casino, see EMI.

Cellier, see Disques-Office & Phonag.

Chalet Recs./Friederich's Prodn's, 4 Chemin des Piverts, CH-1228 Thonex/Geneva. Tel: 49.43.88. Chm., Pres. & Gen. Mgr.: Jean-Claude Friederich.

Classic Pick, see Pch.

Claves Schallplatten & Musikverlag, Trueehweg 14, CH-3600 Thun. Tel: (033) 23.16.49. Cable: CLAVES. Gen. Mgr.: Marguerite Duetschler-Huber.

Collector's, see IRC.

Coloraphon Schallplatten, Hopfengarten, CH-9451 Eichberg. Tel: (071) 75.27.55. Mng. Dir.: Carl Nauer.

Columbia, see EMI.

Core SA, Rue Gambaletta 22, CH-1815 Clarens-Montreux. Tel: 64.38.88. Gen. Mgr.: Georges Chorañas; Sales Mgr.: Alberto Chielini.

Creativ, see Activ-Recs.

Crystal, see EMI.

Custom, see MTB.

D G, see PolyGram.

Disc-Import, Seebahnstr. 111, CH-8003 Zurich. Tel: (01) 461.34.28. Telex: 813967. Chief Exec.: K.J. Oberleitner. (Distributor/Importer).

Discolon, see MTB.

Disques Office (IFPI), Rte. de la Glane 35, CH-1700 Fribourg. Tel: (037) 24.62.61. Telex: 36424. Gen. Mgr.: Jean-Claude Vial; Sales Mgr.: Bernard Chassot.

Labels: (Owned) Cellier, Disques-Office, Frontier, Future Memories, Lazer, Via Music.

Dvox AG (Ltd.), Frobenstr. 75, CH 4008 Basel. Telex: 63603.

Double Up, see EMI.

Duraphon Recs., Drosselstr. 20, CH-4106 Therwil. Tel: (061) 73.76.36. Gen. Mgr.: Hugo Durandi.

Labels: Duraphon, Podium, Slava, Sympatic.

E G G, see PolyGram.

E M I America, see EMI Recs.

E M I Recs. (Switzerland) AG (IFPI), Buckhuserstr. 24, CH-8048 Zurich. Tel: (01) 491.00.10. Cable: EMI RECORDS. Telex: 822150. Mng. Dir.: Peter Mampeli; A&R & Promo. Int'l: Teddy Meier; A&R & Promo. Nat'l: Laico H. Burkhalter; Sales Mgr.: Max Trost; Mktg. Mgr.: Beat Hausher; Classical Mgr.: Joerg Spoerri.

Labels: (Owned) Angel, Blue Note, Capitol, Casino, Columbia, Crystal, Double Up, EMI, EMI America, EMI Int'l, Electrola group, HMV, Harvest, Hoer Zu, Imperial, Liberty, MFP, Note, Odeon, One Up, Parlophone, Pathe-Marconi, Regal, Regal Zonophone, Seraphim, Sidewalk, Starline, Sunset, Trianon, United Artists, Waverley, Zonophone; (licensed domestic) Eldene; (licensed foreign) Ardeck (UK), Colorit (Germany),

Cornet, Good Time Jazz (USA), Harmonia Mundi (Germany), Kling Klang (Germany), MPL (UK), Muscle Shoals, Musikan (Germany), Oz, Papagayo (Netherlands), Purple (UK), RAK (UK), Riot City, Rolling Stones (UK), Ruessell (Germany), Sonopresse, Sunburst (UK), Venice in Peril, Volksplatte, Welttore (Germany).

E M R, see Electromusic.

E S P-Collection, see Turicaphon & Musikvertrieb.

Edito Serv. SA, 9 Ter Ch. de Roches, CH-1200 Geneva. Tel: (022) 35.52.82. Telex: 23640. Gen. Mgr.: David Josefowitz.

Labels: Concert Hall, Guide Int'l du Disque, Jazztone, Varieton.

Eastwind, see PolyGram.

88 Upright, see IRC.

Electrola group, see EMI.

Electromusic AG (IFPI), Baslerstr. 9, CH-4102 Binningen 1. Tel: (061) 47.75.50. Cable: EMAG. Telex: 63754. Prod'n & Sales Mgr.: Otto Aebi; PR: Kurt Mettler.

Labels: (Owned) Alpina, EMR, Tell.

Elektra group, see WEA.

Elite, see Turicaphon.

Elite Special, see Turicaphon & Musikvertrieb.

Elsener, see EMI.

Embassy, see CBS.

Epic, see CBS.

Euxec Recs., Hochstr. 152, CH-8330 Pfaffikon-Zurich. Tel: (01) 950.22.31. Gen. & Sales Mgr.: Hans Rudolf Buechi.

Labels: (Owned) Euxec, Carex (8-tr.), Lunarex (4-tr.).

Eurodisc, see Ariola-Eurodisc.

Evasion SA, Longeraie 9, CH-1006 Lausanne. Tel: (021) 20.95.55. Pres.: Francois Vautier; Gen. Mgr.: Gaston Schaefer; Sales Mgr.: Pierre-Alain Chatton.

Label: (Owned) Evasion.

Exclusiv Schallplatten, Fontanenstr. 11A, CH-9000 St. Gallen. Tel: (071) 23.23.33. Mng. Dir.: Rico Sonderegger.

Ex Libris AG Grammoclub, Hermetschloosstr. 77, CH-8048 Zurich. Tel: (01) 62.51.00. Telex: 52501. Mng. Dir.: Dr. Riet Theus; Mktg. Dir.: Erland Herkenrath.

Labels: Ex Libris, Pan

F & C, see Finsterwald & Cantacuzene.

Favorit, see John Jay.

Finsterwald & Cantacuzene (IFPI), 70 Ave. des Alpes, Montreux. Tel: (021) 62.45.55. Cable: DISQUES. Telex: 24686. Admin': Jean-Jacques Finsterwald; Gen. Mgr.: Ivan Cantacuzene.

Label: (Owned) F&C.

Fono GmbH, Zingentorstr. 5, CH-6005 Lucerne. Tel: (041) 51.12.54. Contacts: Henriette & Dr. Paul Cron.

Fontana, see PolyGram.

Friederich's Prodn's, see Chalet.

Frontier, see Disques Office.

Future Memories, see Disques Office.

Galaxy, see CCT.

Gallo, see VDE Gallo.

Gold Recs., Alte Landstr. 23, CH-8942 Oberrieden. Tel: (01) 720.82.00. Telex: 59013. Owner: Bernard Henron.

Labels: (Owned) Gold, MC, Prve Disc.

Golden-Jet, see MTB.

Gong, see MTB.

Great Performances, see CBS.

H M V, see EMI.

Harmony, see CBS.

Harvest, see EMI.

Hazyland, see Mabel.

Heliodor, see PolyGram.

Helvetia, see Phonag.

Hoer Zu, see EMI.

Hot Pick, see Pch.

Hug & Co. Musikverlag Zurich (IFPI), Limmatquai 26-28, CH-8022 Zurich.

Tel: (01) 251.68.50. Cable: MUSIKHUG. Owner & Gen. Mgr.: Erika Hug. Label: (Owned) Pelca.

I R C (International Rec. Center), PO Box 249, CH-8049 Zurich. Tel: (01) 56.25.15. Dir.: Theo Zwicky.

Labels: (Owned) Caete, Collector's, 88 Upright, Jazz Circle, Ri-Disc, Star Performance; (licensed) Jazz Club (France), Swiss Jazz.

Image, see APV & Record Serv.

Impact, see PolyGram.

Imperial, see EMI.

International Pick, see Pick.

International Rec. Center, see IRC.

Interlape Ltd., Spinnerstr. 21, CH-8753 Mollis. Tel: (058) 34.31.34. Tel: 875162. Gen. Mgr.: Peter Baumgartner; Sales Mgr.: Louis Bischof. (Distributor)

Intimus, see Turicaphon & Musikvertrieb.

Isarton, see PolyGram.

Jazz Circle, see IRC.

Jecklin AG, Raemistr. 42, CH-8024 Zurich. Tel: (01) 47.35.20. Cable: JECK-LINCO. Telex: 58507. Mng. Dir.: Hans Jecklin.

Label (Owned): Jecklin Disco.

Jubila, see MTB.

K B L Prod'ns, 22 Av. de Miremont, CH-1206 Geneva. Tel: (022) 46.26.95. Prod'rs: Daniel Farhi, Christian Oestreicher.

K-tel Int'l (Switzerland) AG, Laurenzgasse 5, CH-8035 Zurich. Tel: (01) 363.50.50. Telex: 59464. Mng. Dir.: Josef Faessler; Mktg. Mgr.: Rene Baur; Promo: Fadia Afra.

Kaleidoskop, see EMI.

Karusell, see PolyGram.

Kick, see OBH.

Kings Rock Corp., Kalbreitstr. 71, CH-8003 Zurich. Tel: (01) 66.22.26. Konkurrenz, see PolyGram.

Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel. Tel: (038) 31.52.96. Owner: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.

John Lay, Bundesstr. 9-13, CH-6003 Lucerne. Tel: (041) 23.44.55. Telex: 78610. Chief Exec.: John Lay; Mng. Dir.: Manfred S. Lay; Gen. Mgr.: Kurt S. Lay.

Sales office: CH-6002 Zurich; Seestr. 45. Tel: (01) 36.67.10.

Labels: Favorit, Layola.

Layola, see John Lay.

Lazer, see Disques-Office.

Lemania Music, PO Box 90, CH-1211, Geneva 1. Cable: RECORINT. Chief Exec.: M. Regor; Press: Regine Villars.

Liberty, see EMI.

Lunarex, see Euxez.

M C, see Gold.

M C H, see MTB.

M F P, see EMI.

M G M, see PolyGram.

M R A, see MTB.

M T B AG, Toedistr. 68, CH-8810 Horgen. Tel: (01) 725.36.83. Telex: 52941. Pres.: Juerg Zehnder; Sales Mgr.: Rolf Bechtold; Custom Labels Div. Mgr.: Reinhard Frey.

Labels: (Owned) ARA, Bere, Custom, Discoton, Golden Jet, Gong, Jubila, MCH, MRA, Max, Maxi, Meteor, Metronome, Mustang, PSM, Pony, Top Disc, Top Disc Gold (licensed foreign) Alligator (UK, USA), Adelphi (USA), Amadeo (Austria), Appolosa (Italy), Atom (Austria), Black & Blue (France), CH-Recs., Caig (Germany), Carosello (Italy), Cnstoforo Colombo (Italy), Ctao (Italy), Cinevox (Italy), Demon (UK), Edsel (UK), Ecetera (Netherlands), Einhorn, Eldorado (Belgium), Fado (Italy), Flying Fish (Sweden, UK), Folk (UK), Frog (Italy), Fuse (USA), Gli Dei Della Musica (Italy), Hallmark (UK), Heartbeat (USA), Jewel (Germany), Kansas (Italy), Kicking Mule (Sweden, UK), Laudate (Germany), Leader & Trailer (UK), Logo (UK), Lupus (Italy), MPS-Classical (Germany), Mama Bartley (USA), Metronome (Sweden), Milan (France), Musica (USA), Opera National (Belgium), Opus (Czechoslovakia), Pantone (Czechoslovakia), Philo (USA), Pickwick (UK), Produttori Associati (Italy), Psycho (UK), Pyramid (Italy), Red Lightnin' (UK), Rounder (USA), Rubber (UK), SPI (France), Salsoul (France, USA), Sonet (Sweden), Speciality (Sweden, UK), Storyville (Sweden), Sugar Hill (USA), Supraphon (Czechoslovakia), Syndicate Chapter (UK), Tangent (UK), Tersochore (Belgium), Transatlantic (UK), Union Pacific (UK), Varrick (USA).

Mabel Recs., Beategasse 11, CH-8001 Zurich. Tel: (01) 221.25.76. Telex: 812721. Pres.: R. Hazy Osterwald; Gen. & Sales Mgr.: Anna-Barbara Leuenberger.

Labels: (Owned) Mabel, Hazyland.

Mandolino, see Turicaphon.

Maxex SA, Via Generoso 6, CH-6900 Lugano. Tel: (091) 54.87.53. Telex: 73208. (Distributor/Importer/Exporter).

Masterworks, see CBS.

Max, see MTB.

Maxi, see MTB.

Memory Music, Postfach 18, CH-8753 Mollis. Tel: (058) 34.27.34. Telex: 875145. Co-Pres.: Jakob Baumgartner, Christoph Berger.

Mercury, see PolyGram.

Meteor, see MTB.

Metronome, see MTB.

Metronome (Germany), see PolyGram.

Mimos GmbH, Durrmattweg 9, CH-4144 Arlesheim. Tel: (061) 72.16.72. Montana, see APV & Record Serv.

Musexport Ltd., Clos Belmont 12, CH-1211 Geneva 6. Contact: Norbert Ayer. (Importer/Exporter)

Music Consort AG (IFPI), Eugen Huberstr. 61, CH-8048 Zurich. Tel: (01) 64.75.60. Telex: 822598. Chief Exec.: Jean-Paul Guggenbuehl; Sales Mgr.: Virginia Guggenbuehl. (Distributor/Importer)

Musikvertrieb AG (IFPI), Badenerstr. 555, CH-8048 Zurich. Tel: (01) 491.97.54. Cable: MUSIKVERTRIEB. Telex: 822384. Pres.: Dr. Jack Dimenstein; Gen. Mgr.: Lucien Monnerat; Sales Mgr.: Juerg Hoffman. (Distributor)

Labels: (Licensed domestic) Artiphon, Big Mouth, ESP-Collection, Elite Special, Intimus, Rexton, Swiss Jazz; (licensed foreign) Ariston (Italy), Asylum (USA), Ato (USA), Atlantic (USA), Atlantic/Deluxe (USA), Autobahn (Germany), BTM (USA), Baby (Italy), Berserker (USA), Buddha (USA), CAM (Italy), Constellation (USA), Crossover (USA), Dark Horse (USA), Decca (UK), Delphine (France), DiscReet (USA), Duck (USA), Eigenstein (Germany), Elektra (USA), Elektra/Musician (USA), F-Beat (UK), Full Moon (USA), Grunt (USA), Hed-Arzi (Israel), Instant (Germany), Janus (USA), Jupiter (Germany), Lollipop, London (UK), Magnet (UK), Nonesuch (USA), Nonesuch/Explorer (USA), Nova (UK), Numero Uno (Italy), Pinball, Planet (Germany), RCA (USA), Radar, Regard (UK), Reprise (USA), SiH (UK), Storyville (Germany), Swan Song (USA), Strand (USA), Telarc (USA), Teldec (Germany), Telefunken (Germany), Threshold (UK), Trojan (UK), WEA Int'l (USA), Warner Bros. (USA), X-Recs. (Germany).

Musk Project, see CBS.

Mustang, see MTB.

New Sound, see CBS.

Note, see EMI.

O B H Musikverlag (Otto B. Hartmann) (IFPI), PO Box 2691, CH-6901 Lugano 1. Tel: (091) 68.55.86. Pres.: Otto B. Hartmann.

Labels: (Owned) Kick, OBH.

Odeon, see EMI.

Odyssey, see CBS.

Okeh, see CBS.

One Up, see EMI.

Orchestra, see Turicaphon.

Orpheus Schallplatten, Postfach, CH-4146 Hochwald. Tel: (061) 78.27.78. Gen. Mgr.: Hanspeter Aeschlimann.

Oversea Recs. AG, Zuercherstr. 35, CH-8154 Oberglatt/Zurich. Tel: (01) 850.32.39. Cable: OVERSEAREC. Telex: 56479. Pres.: Alice Liber.

P D U Ed. Discografiche & Musicali SA (IFPI), Via Generoso 6, CH-6900 Lugano. Tel: (091) 54.86.81, 54.87.51. Telex: 73208. Dir.: Giacomo Mazini; Int'l Dept.: Catherine Laczko.

P S M, see MTB.

Pan, see Ex Libris.

Panorama Int'l, Panint AG, Bohnackerstr. 1/3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Contact: P. Nef. (Distributor).

Parlophone, see EMI.

Paroles, see VDE-Gallo.

Pathe-Marconi, see EMI.

Pelca, see Hug.

Philips, see PolyGram.

Phonag Schallplatten AG (IFPI), Wartstr. 6, CH-8401 Winterthur. Tel: (052) 23.62.31. Cable: PHONAG. Telex: 76281. Gen. Mgr.: Helmut Bischof; A&R Mgr.: Richard Broccan.

Labels: (Owned) Helvetia; (licensed) Aves/Avon (Germany), Coloma, ECM (Germany), GIG (Austria), Ice (Germany, UK), Intercord (Germany), Jazz Point (Germany), Marifon (Germany), Mute (Germany, UK), O (Germany), Vanguard (USA), Vedette (Italy), Vera Bra (Germany).

Pick Recs. (IFPI), Brunnwiesenstr. 26, CH-8049 Zurich. Tel: (01) 56.44.40. Telex: 56636. Pres. & Gen. Mgr.: Jane Peterer; Sales Mgr.: Steve Peterer. Labels: (Owned) Aktuell, Classic Pick, Mute Pick, International Pick, Pick, Pickli, Swiss Made; (licensed foreign) Abersold Jamey (USA), Albatros (Germany), Eterna (East Germany), FMP (Germany), Folkways (USA), Folkwerkstatt (Germany), Inner City (USA), MMO (USA), Moers (Germany), Nova (East Germany), Plaene (Germany), Quadroflogia (Italy), Rockport (Germany), SAJ (Germany), SPR, Studio PR (USA), Topic, Village Songs.

Pickli, see Pick.

Plainisuisse, Ri. de Luins, CH-1267 Vich. Tel: (022) 64.32.90, 64.33.39. Chief Exec.: Jef Duplain; Gen. Mgr.: Rolf Knuesel; Sales Mgr.: Anne Goltz.

Podium, see Duraphon.

Poly, see PolyGram.

Polydor, see PolyGram.

Polyfar, see PolyGram.

PolyGram Recs. AG (IFPI), Bahnhofstr. 6, CH-8952 Schlieren. Tel: (01) 730.52.00. Telex: 55530. Gen. Mgr.: Oskar Drechsler; Sales Mgr.: Max Geller; Mktg. & Adv. Mgr.: Peter Frey; Pop Label Mgrs.: Manfred Wipfli, Alex Pfund, Rolf Sommer; Classical Mgrs.: Werner Seyboth, Werner Guettinger; A&R Mgr.: Victor Pelli.

Labels: (Owned) Archiv, Barclay, Brain, Brunswick, Casablanca, DG, EGG, Eastwind, Fontana, Heliodor, Impact, Isarton, Karussell, Konkurrenz, MGM, Mercury, Metronome, Philips, Poly, Polydor, Polyfar, Polystar, Reflektor, Riviera, Rotkreuz, Star-Club, Swiss Gold, Vertigo; (licensed) Ahead, Albatros (France), Aura (USA), Back Door (UK), Berger Michel (France), Black & Blue (France), Blue Star (France), CNR (Netherlands), CTI (USA), Can't Stop (USA), Capricorn (USA), Carissima (France), Ceta (Italy), Charisma (UK), Chiswick (UK), Grams (Italy), DJM (UK), De-Lite (USA), De l'Orgue (France), Disques H (France), Dreamland (USA), Duoetto (France), EG (UK), EM (France), Eastwind (Japan), Ember (UK), Ensign (UK), Factory (UK), Fantasy (USA), Far Out (USA), Fiction (UK), Fiori Musicali (Italy), Font Cetra (Italy), France Gall (France), GIP (Netherlands), Galaxy (USA), General (France), Global (Germany), Green-sleeves (France), Hannibal (UK), Hispavox (Spain), Isabel (France), Italia (Italy), Kalondour (France), Kudu (USA), Lax (USA), MPS (Germany), Malypense (France), Marzelle (France), Milestone (USA), Musique (France), Nature (Germany), OSB, Pablo (USA), Palcoscenico (Italy), Passport (USA), Pellicano (Italy), Polar (Sweden), Powerplay, Prestige (USA), Riverside (USA), RSO (USA), Riverside (USA), Riviera LM (France), Rocket (UK), Saban (France), Safari (UK), Schnoutz, Septima (Germany), Sirocco (France), Phil Spector Int'l (UK, USA), Splash (Germany), Spring (USA), Stamy, Les 3 Oranges Bleues (France), Track (UK), Utopia (Netherlands), Verve (USA)

Polystar, see PolyGram.

Pony, see MTB.

Poplight Recs. Ltd., PO Box 4070, Muehledorfstr. 5, CH-3001 Bern. Tel: (031) 55.66.88, 55.55.42. Telex: 33967. Gen. Dir.: Max Witsch; Sales Mgrs.: A. Fardel, E. Sarbach, S. Portner, C. Fahn. (Distributor/Importer/One-Stop)

Portrait, see CBS.

Powerplay, see PolyGram.

Private Disc, see Gold.

R B Mktg, Halten 3, CH-9303 Wittenbach. Tel: (071) 24.31.15. (Distributor/Importer)

Recommended Recs., Seestr. 324, CH-8038 Zurich. Tel: (01) 45.24.41. Contact: Daniel Waldemar.

Record Serv. Ltd., Muettenzerstr. 129, CH-4133 Pratteln. Tel: (061) 81.30.81. Telex: 968020. Owners: Jack Studach, Jean Pierre Solberger.

Labels: Image, Montana, Trio.

Reflektor, see PolyGram.

Regal, see EMI.

Regal Zonophone, see EMI.

Rexton, see Musikvertrieb.

Ri-Disc, see IRC.

Riviera, see PolyGram.

Rotkreuz, see PolyGram.

Alfred Sacher, Oelingerstr. 39, CH-4000 Basel. Tel: (061) 32.46.20. (Importer)

Schnoutz, see PolyGram.

Seraphim, see EMI.

Sidewalk, see EMI.

Slava, see Duraphon.

Sonographic Rec'g Co. AG, Muehleckerstr. 19, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W A Wetter; Sales Mgr.: A. Brand.

Label: (Owned) Arve, Sonographic.

Star-Club, see PolyGram.

Startine, see EMI.

Star Performance, see IRC.

Star Recs., PO Box 25, CH-7270 Davos 2. Tel: (083) 3.54.38. Gen. Mgr.: B. Bestgen.

Labels: (Owned) Star, Swiss Sound.

Sunset, see EMI.

Swiss Gold, see PolyGram.

Swiss Jazz, see Turicaphon, IRC & Musikvertrieb.

Swiss Made, see Pick.

Swiss Sound, see Star.

Sympatic, see Duraphon.

Tacoun SA, Rue St. Pierre 26, CH-1700 Fribourg. Tel: (021) 62.45.55.

Tell, see Electromusic.

Top Disc, see MTB.

Top Disc Gold, see MTB.

Trianon, see EMI.

Trio, see APV & Record Serv.

Via Music, see PolyGram.

Via Music AG, Badenerstr. 531, CH-8048 Zurich. Tel: (01) 491.72.50. Telex: 822789. Chief Exec.: Wlodek Glowacz.

Labels: (Owned) Tudor; (licensed) Bielefelder, Braun, Caprice, Christophorus, Classics For Pleasure, Diagon, Moment, Music Minus One, Nostalga, Pan, Pelca, Stil, Tangent, Temple, Wergo.

Turicaphon AG, Schweizer Schallplattenfabrik, CH-8616 Riedikon/Zurich. Tel: (01) 941.13.11. Cable: TURICAPHON. Telex: 52645. Pres. & Mng. Dir.: Hans Oestreicher Sr.; Sales Mgr.: Hans Oestreicher Jr.

Labels: (Owned) Artiphon, Carsound, ESP-Collection, Elite, Erste Special, Intimus, Mandolino, Orchestra, Swiss Jazz.

United Artists, see EMI.

V D E-Gallo (IFPI), Rue de l'Alpe 46, CH-1000 Lausanne 9. Tel: (021) 22.80.24. Gen. Mgr.: Olivier Buttex.

Labels: (Owned) Gallo, Paroles, VDE.

Versailles, see CBS.

Vertigo, see PolyGram.

Via Music, see Disques-Office.

Vogue, Place du Grand Mont, CH-1052 Le Mont/Lausanne. Tel: 33.33.55. Commercial Dir.: Pierre Henry Oumont; Admin. Dir.: Aurel Trost.

W E A Int'l (European artists relations office & audio/video planning div.) (IFPI), Rt. de Chillon 16, CH-1820 Montreux. Tel: (021) 63.27.63. Cable: WEA. Telex: 451778. Mng. Dir.: Claude Nobis; Dir. Tour Co-ord.: Jacqueline Ledent-Vilain.

Labels: (Owned) Atlantic group, Elektra group, WEA Int'l, Warner Bros. group; (licensed) Big Tree (USA), Little David (USA), Swan Song (UK), Westbound (USA).

Warner Bros. group, see WEA.

Waverly, see EMI.

Willisau Live, see America Sound.

Young Electronics, 24-26 Ave de la Gare Des Eaux-Vives, CH-1211 Geneva 6. Zonophone, see EMI.

Zytlglogge Verlag, Eigenweg 20, CH-3073 Guemligen. Tel: (031) 52.20.30.

• music publishers

Abram Music, Postfach A-135, Graben 1, CH-6301 Zug. Tel: (042) 21.30.42. Gen. Mgr.: August P. Villiger.

Acuff-Rose Verlag AG, PO Box 377, Badenerstr. 555, CH-8040 Zurich. Contacts: Sarah Dimenstein, Ursula Graf.

Alwa Prod'ns & Publ'g, Wuhstr. 33, CH-4450 Sissach. Tel: (061) 98.26.05. Gen. Mgr.: Alexander Waltzford.

Amadeus Verlag, Mettelsstr. 62, CH-8405 Winterthur. Tel: (052) 28.20.38. Mng. Dir.: Bernhard Paeder.

Annabella GmbH (Ed.), Winterthurerstr. 40, CH-8610 Uster. Tel: (01) 941.14.34. Telex: 52645. Pres.: Hans Oestreicher Sr.; Gen. Mgr.: Hans Oestreicher Jr.

Ascona Music, see Wintasco.

Breeze Music Switzerland, Via Rondoneo 2, CH-6612 Ascona, Ticino. Tel: (093) 35.41.89. Owner & Dir.: Corina Dierks-Fortmann.

Burkhard & Co. Verlag, CH-8487 Zell. Tel: (052) 35.15.14.

Cantate Domino, Case Postale 233, CH-1870 Monthey. Tel: (025) 71.35.85. Mng. Dir.: Lucien Genoux.

Capricorn Artist Promo, Ltd., PO Box 8121, Jungstr. 15a, CH-8050 Zurich. Tel: (01) 302.21.33. Telex: 822882. Pres. Helena Angstmann; Gen. Mgr.: Freddy J. Angstmann.

Chappell Sarl. (Eds.), see Turicaphon.

Coda AG, Ed., Leubergstr. 16, CH-8615 Wermatswil. Tel: (01) 940.30.72. Pres.: Cedric Dumont; Gen. Mgr.: Hans Oestreicher-Thurner.

Coex Music, see Tweety.

Cron (Ed.), Zingentorstr. 5, CH-6006 Lucerne. Tel: (041) 51.12.54. Chief Exec.: Paul Groner.

Dark Music Ltd. (SUISA), PO Box 169, CH-6353 Weggis/LU. Tel: (041) 93.21.41. Telex: 78637. Contact: Peter Wolf.

E M I Music Publ'g (Switzerland) SA, Badenerstr. 567, CH-8048 Zurich. Tel: (01) 54.00.10. Telex: 55695. Mng. Dir.: Peter Mampell.

Edition Musikproduktionen (ML, SUISA) c/o MTB AG, Toedistr. 68, CH-8810 Horgen 1. Tel: (01) 725.36.83. Telex: 52941. Pres.: Juerg Zehnder; Publ. Mgr.: Reinhard Frey.

Eltal Musikverlag, see OBH.

Elwe Musikverlag, Zelgrankstr. 1, CH-8964 Rudolfstetten. Tel: (057) 5.78.79.

Eulenberg (Ed.) GmbH, Albert Kunzelmann, CH-8134 Adliswil.

Evason SA, Longerae 9, CH-1006 Lausanne. Tel: (021) 20.95.55. Pres.: Francois Vautier; Gen. Mgr.: Gaston Schaefer.

F P Sound Ed., see Leuberg.

Fanfan Music H. & B. Liechti & Cie. (SUISA/ML), Rue de Hesse 8-10, CH-1211 Geneva 11. Tel: (022) 21.51.85. Telex: 28657. Mng. Dir.: Heinz Liechti; Gen. Mgr.: Bertrand Liechti.

Finsterwald & Cantacuzene Eds. Musicales, Av. des Alpes 70, CH-1820 Montreux. Tel: (021) 62.45.55. Pres.: Jean-Jacques Finsterwald; Gen. Mgr.: Ivan Cantacuzene.

Friedrich Prod'ns SA, 4 Chemin des Piverts, CH-1228 Thonex/Geneva. Tel: 49.43.88. Chm., Pres. & Gen. Mgr.: Jean-Claude Friedrich.

Gorbex Musikverlag, Postfach 118, CH-5432 Neuenhof. Tel: (056) 83.32.43.

Hazyville (Ed.), Beategasse 17, CH-8001 Zurich. Tel: (01) 221.25.76. Telex: 812721. Pres.: R. Hazy Osterwald; Gen. Mgr.: Anna-Barbara Leuenberger.

Helbing (Ed.) AG, Pfaffikerstr. 6, CH-8604 Volketswil. Tel: (01) 945.43.93. Cable: HELBLINGMUSIC. Telex: 56062. Pres.: Peter Brunner.

Helena Music, see Wintasco.

Hug & Co. Musikverlag, Limmatquai 26-28, CH-8022 Zurich. Tel: (01) 251.68.50. Cable: MUSIKHUG. Owner & Gen. Mgr.: Erika Hug.

I M P A C T (International Music Publ'rs & Composers Trust) SA, Box 10, Via del Tiglio 11, CH-6900 Cassarate/Lugano. Tel: (091) 51.80.71.

Jacky Music, see Wintasco.

Intersong Musikverlag GmbH, Winterthurerstr. 40, CH-8610 Uster. Uster. Tel: (01) 941.13.11. Telex: 52645. Mng. Dir.: Hans Oestreicher Sr.

K B L, 22 Av. de Miremont, CH-1206 Geneva. Tel: (022) 46.26.95. Chief Exec.: Christian Oestreicher.

Kneusslin (Ed.), Amseistr. 43, Basel. Tel: (061) 35.90.58. Chief Exec.: Fredrick Kneusslin.

Lausanne Musique (SUISA), Rue de l'Alé 46, CH-1000 Lausanne 9. Tel: (021) 22.80.24. Gen. Mgr.: Olivier Buttet.

Lemania Music, PO Box 90, CH-1211 Geneva 1. Chief Exec.: Mr. Regor. Leuberg-Ed. GmbH, Leubergstr. 16, CH-8615 Wermatswil/Zurich. Tel: (01) 940.30.72. Telex: 52645. Gen. Mgr.: Hans Oestreich-Thurner; Publ'g Mgr.: Helga Oestreich.

Macumba (Eds.) Musicales SA, Place du Grand Mont, 1052 Le Mont/Lausanne. Tel: (21) 33.33.55. Gen. Mgrs.: Pierre-Henri Dumont, Aurel Trost, Mueller & Schade AG, Postfach 67, CH-3000 Berne 7. Tel: (031) 22.16.91.

Music Club Verlag (SUISA), Alte Landstr. 23, CH-8942 Oberrieden. Tel: (01) 720.82.03. Telex: 59013. Owner: Bernard Henion.

Musica Today SA, Baarerstr. 57, CH-6301 Zug. Tel: (042) 21.07.45.

Musikus Musikverlag GmbH, Winterthurerstr. 40, CH-8610 Uster. Tel: (01) 941.14.34. Telex: 52645. Gen. Mgr.: Hans Oestreich Sr.

Musikvertrieb AG, Badenerstr. 555, CH-8048 Zurich. Tel: (01) 491.97.54. Telex: 52740. Pres.: Dr. Jack Dimenstein; Mgr.: Sarah Dimenstein.

Nikto (Eds.), Av. de la Grenade 6, CH-1207 Geneva. Tel: (022) 35.17.62. Cable: NIKTOPRESS.

Nobile Suisse, see Leuberg.

O B H Musikverlag (Otto B. Hartmann), PO Box 2691, CH-6901 Lugano 1. Tel: (091) 68.55.66. Pres.: Otto B. Hartmann.

Orma Verlag, Postfach 18, CH-8753 Molins. Tel: (058) 34.27.34. Telex: 875145. Gen. Mgrs.: Jakob Baumgartner, Christoph Berger.

Oversea Music, Zuercherstr. 35, CH-8154 Oberglatt. Tel: (01) 850.32.39. Telex: 56479. Pres.: Michel Libler.

P D U Eds. (Discografiche & Musicali SA, Via Generoso 6, CH-6900 Lugano. Tel: (091) 54.86.81, 54.87.51. Telex: 73208. Contact: Vittorio Buffoli.

Panorama Sound Musikverlag, Bohnackerstr. 1-3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Chief Exec.: P. Nef.

Peer-Southern Org., see Southern Music.

Pegasus (Ed.), Casella Postale 1, CH-6605 Locarno-Mont. Telex: (01) 56.44.40. Cable: MUSIKCENTER. Pres.: Jane Peterer.

Jane Peterer Publ'g, Brunnwiesenstr. 26, CH-8049 Zurich. Tel: (01) 56.44.40. Cable: MUSIKCENTER. Pres.: Jane Peterer.

E. Ruh Verlag, Zurichstr. 33, CH-8134 Adliswil. Tel: (01) 710.63.13.

Say Yes Music AG, Seest. 12, CH-6072 Sachseln. Tel: (4141) 66.30.06. Telex: (45) 54138. Gen. Mgr.: Dr. Hermann Stern.

Southern Music AG, Pfaffikerstr. 6, CH-8604 Volketswil. Tel: (01) 945.43.93. Cable: SOUTHMUSIC. Telex: 56062. Mgr.: Rita Brunner.

Transworld Music AG, see Leuberg.

Tudor Ed. (Switzerland), Badenerstr. 531, CH-8048 Zurich. Tel: (01) 491.72.50. Telex: 822789. Chief Exec.: Wladek Glowacz.

Turicaphon (Ed.) AG, Winterthurerstr. 40, CH-8610 Uster/Zurich. Tel: (01) 941.14.34. Cable: TURICAPHON RIEDIKON. Telex: 52645. Pres. & Gen. Mgr.: Hans Oestreich Sr.

Tweety Music/Coex Music, Rte. de la Glane 35, CH-1700 Fribourg. Tel: (037) 24.62.61. Telex: 36424. Gen. Mgr.: Jean-Claude Vial.

Violinada Musik Verlag, Unterdorfstr. 13, CH-8808 Pfaffikon. Tel: (055) 48.22.60. Pres. & Gen. Mgr.: Eugene Tiel.

Walter Wild Eds., Postfach, CH-8712 Staefa.

Wintzaco Publ'g SA, Zugeroseweg 1, CH-8810 Horgen. Tel: (01) 725.79.46. Telex: 56083. Pres.: Ernst Burkhalter; Mng. Dir.: Helen Eberhard.

Zomba Corp., Alpenstr. 14, CH-6300 Zug. Tel: (042) 21.14.66. Cable: IURZO. Telex: 78867. Dir.: Dr. Karel Zoller.

Zurich AG (Musikverlag & Buehnenvertrieb), Utoquai 41, CH-8008 Zurich. Tel: (01) 252.77.88. Cable: ZURICHMUSIK. Dir.: Dr. Rolf Corradi.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Communaute de Travail pour la Diffusion de la Musique Suisse, Av. du Grammont 11 bis, CH-1000 Lausanne 13. Tel: (021) 26.63.71.

European Ass'n of Music Festivals, Villa Moynier, Rue de Lausanne 122, CH-1202 Geneva. Tel: (022) 32.28.03. Cable: UNIEUROPA. Pres.: Dr. Tassilo Hehola.

European Broadcasting Union (EBU), PO Box 193, Ancienne Rte. 17A, CH-1211 Geneva 20. Tel: (022) 98.77.66. Cable: UNIRADIO. Telex: 289193. Pres.: Albert Scharf.

F I M (Federation Int'l des Musiciens), Hofackerstr. 7, CH-8032 Zurich. Tel: (01) 55.66.11.

I F P I Schweiz (Schweizer Landesgruppe der IFPI), Toblerstr. 76A, CH-8044 Zurich. Tel: (01) 252.58.66/41.23. Telex: 57517.

S M V (Swiss Musicians Union), Elisabethenstr. 2, CH-4051 Basel. Tel: (061) 23.87.86. Chief Exec.: Hans Heusi; Gen. Mgr.: Dr. Peter Kuster.

Swiss Musicians' Ass'n, Av. du Grammont 11 bis, CH-1000 Lausanne 13. Tel: (021) 26.63.71.

LICENSING ORGANIZATIONS, MUSIC

S U I S A (Schweizerische Gesellschaft fuer die Rechte der Urheber musikalischer Werke), Bellariastr. 82, CH-8036 Zurich. Tel: (01) 482.66.66. Cable: SUISA. Telex: 59876. Pres.: Herman Haller; Sales Mgr.: Ulrich Uchtenhagen. (Performing & Mechanical Rights)

Symphony Tone Prod'ns, Rte. de Lussy 30, CH-1162 St. Prex/Vaud. Tel: (021) 76.10.26. Pres.: Imre Rozsa; Gen. Mgr.: Lea Manhart. (Performing rights only)

LICENSORS, RECORD & TAPE

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger.

PLATING, PROCESSING & PRESSING PLANTS

M C S (Music & Cassette Supply Ltd.), Schufelstr., CH-8863 Buttikon SZ. (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher.

Sonographic Rec'g Co. AG, Muehleckerstr. 19, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand.

Turicaphon AG Schweizer Schallplattenfabrik, CH-8616 Riedikon/Zurich. Tel: (01) 941.13.11. Telex: 52645. Pres.: Hans Oestreich Sr.; Sales Mgr.: Hans Oestreich Jr.

RECORD PROMOTION

(including Public Relations & Publicity)

Ariola-Eurodisc AG, Letzigraben 89, CH-8047 Zurich. Tel: (01) 491.53.90. Telex: 822462. Mng. Dir.: Ludwig Schmucki; Deputy Mng. Dir. & Gen. Mgr.: Bruno Haber; Sales Mgr.: Marco Zanotta.

Evasion SA, Longerie 9, CH-1006 Lausanne. Tel: (01) 20.95.55. Pres.: Francois Vautier; Gen. Mgr.: Gaston Schaefer; Sales Mgr.: Pierre-Alain Chatton.

**TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING**

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Atlantida SA, Chemin Moise-Duboule 49, CH-1211 Geneva 28. Tel: (022) 98.33.22. Cable: ASAINITER.

B B H Videocopy Ltd., Schaffhauserstr. 439, CH-8052 Zurich. Tel: (01) 302.23.11. Telex: 22694. Pres.: Jean Horvath; Gen. Mgr.: Fredy P. Frei. Video: 1" helical, 1/2" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette, 1/4" CVC cassette.

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger. (PKG only-audio)

Interlape Ltd. (International Tape Org.), Spinnererstr. 21, CH-8753 Molins. Tel: (058) 34.31.34. Telex: 875162. Gen. Mgr.: Peter Baumgartner; Sales Mgr.: Louis Bischof.

Audio: Cassette, open reel.

Video: 1" helical open reel, 1/2" U-matic cassette, 1/4" Beta & VHS cassette.

M C S (Music & Cassette Supply Ltd.), Schufelstr., CH-8863 Buttikon SZ. Tel: (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher.

Audio: 8-tr., cassette, open reel.

Panint AG, Bohnackerstr. 1-3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Pres. & Sales Mgr.: Paul Nef.

Audio: Cassette, open reel.

Ruba, Beerli & Co./Arthoch Ch. E. Beerli, PO Box 300, Claragraben 78, CH-4000 Basel. Tel: (061) 33.23.94.

Union Studios E. Heers, Schulstr. 56, CH-8105 Regensdorf.

Verbomac, Grammat 4, CH-8862 Schuebelbach. Tel: (055) 64.41.43. Gen. Mgr.: Eugene Tiel.

Video: 1/2" Beta & VHS cassette.

• **supplies**

CARTRIDGE & CASSETTE PARTS

C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal.

I C M LTD., Muehlebachstr. 27, CH-8800 Thalwil. Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Sales Mgr.: Rolf Sager. (Audio only) (SEE ADVERTISEMENT)

Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel. Tel: (038) 31.52.96. Chief Exec.: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.

Lenco Moulding SA, rue de l'Industrie, CH-1781 Courtaman. Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle.

Audio: Cassette.

Toka AG, see CCT.

Panint AG, Bohnackerstr. 1-3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Pres. & Sales Mgr.: Paul Nef. (Audio parts)

EMPTY CARTRIDGES, CASSETTES & REELS

C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal. (Video only)

I C M LTD., Muehlebachstr. 27, CH-8800 Thalwil. Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Sales Mgr.: Rolf Sager. (Audio only) (SEE ADVERTISEMENT)

Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel. Tel: (038) 31.52.96. Chief Exec.: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.

Lenco Moulding SA, rue de l'Industrie, CH-1781 Courtaman. Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle.

Audio: C-0 cassettes.

Panint AG, Bohnackerstr. 1-3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Pres. & Sales Mgr.: Paul Nef.

ENVELOPES & MAILERS

**JACKETS & SLEEVES
LABELS, DISK
POLYETHYLENE BAGS & SHRINKWRAP**

Panint AG, Bohnackerstr. 1-3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Pres. & Sales Mgr.: Paul Nef. (Jackets & sleeves only)

Sonographic Rec'g Co. AG, Muehleckerstr. 19, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand. (Jackets, labels, polyethylene bags & shrinkwrap only)

Turicaphon AG Schweizer Schallplattenfabrik, CH-8616 Riedikon/Zurich. Tel: (01) 941.13.11. Telex: 52645. Pres.: Hans Oestreich Sr.; Sales Mgr.: Hans Oestreich Jr.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger.

Audio: Cassette labels.

I C M LTD., Muehlebachstr. 27, CH-8800 Thalwil. Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Sales Mgr.: Rolf Sager.

Audio: Norelco style cassette boxes. (SEE ADVERTISEMENT)

Brian Wills Mktg. Assocs. AG, Steinbachstr. 3, CH-6317 Oberwil/Zug. Tel: (041) 21.53.32. Telex: 868806. Pres.: S. Wills; Sales Mgr.: Brian C. A. Wills.

Audio: SAKI MAGNETICS replacement heads.

TAPE, BLANK LOADED & BULK RAW

Agla-Gevaert AG, Stettbachstr. 7, CH-8600 Duebendorf 1. Tel: (01) 823.71.11. Telex: 56961. Pres.: R. Marazzi; Sales Mgr.: R. Cramer.

Audio: Blank-Cassette, open reel; raw-cassette, broadcast, studio.

Video: Cassette.

Ampex World Opns. SA, Route des Arsenaux 9, CH-1701 Fribourg. Tel: (037) 81.31.11. Cable: VIDEOTAPE. Telex: 36196. Reg'l Mgr.: J.D. Renevey; Sales Mgr.: Robert Rohner.

Audio: Blank-2", 1", 1/2", 1/4" open reel, cassette; raw-2", 1", 1/2", 1/4", 1/4" cassette.

Video: Blank-2", 1" open reel, 1/4" cassette, 1/4" Beta & VHS cassette; raw-2", 1".

Audio Electronic AG, Raffelstr. 25, CH-8045 Zurich. Tel: (01) 66.26.90. Telex: 56556. Chm.: Manfred Frank; Sales Mgr.: Ed Isenring. (Importer-Blank only).

Audio: FUJI cassette, open reel.

Audio Magnetics SA Geneva, 2 Rte. des Acacias, CH-1217 Geneva 24. Tel: (022) 43.51.15. Telex: 27152. Gen. Mgr.: Jean-Pierre Murbach; Sales Mgr.: Werner Meier; Mktg. Mgr.: Jean-Jacques Eschenmoser.

Audio: 8-tr., cassette & open reel.

B A S F (Switzerland) AG, Appital, CH-8820 Waedenswil. Tel: (08) 783.91.11. Telex: (08) 75275.

Audio: Blank-2", 1", cassette, open reel.

Video: Raw-1", Blank-1", 1/4" U-matic cassette, 1/4" Beta & VHS.

B B H Videocopy Ltd., Schaffhauserstr. 439, CH-8052 Zurich. Tel: (01) 302.23.11. Telex: 22694. Pres.: Jean Horvath; Gen. Mgr.: Fredy P. Frei. (Blank only).

Video: VICO 1/2" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette.

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger. (Blank only)

Audio: Cassette.

Fuji, see Audio-Electronic.

Lenco Moulding SA, rue de l'Industrie, CH-1781 Courtaman. Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle. (Blank only).

Audio: Cassette.

M C S (Music & Cassettes Supply Ltd.), Schufelstr., CH-8863 Buttikon SZ. Tel: (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella. (Blank only).

Magnetec Inc., PO Box 264, CH-3700 Spiez. Tel: (033) 54.55.31. Telex: 922152. Pres.: Dr. P.J. Wymann. (Consulting & Engineering)

Norcom Hi-Fi, Video Dept., 18-A Ch. de la Caroline, CH-1213 Petit-Lancy. Tel: (022) 93.31.30. 92.56.33. Cable: COMNOR. Telex: 427993. Contact: N.P. Muller. (Blank only)

Video: Beta, U-Matic, VHS cassette.

Pyral (Products) SA, Rue Beau-Site, CH-1211 Geneva. Tel: 44.65.50. Telex: 23756. (Blank only)

Revox ELA AG, Althardstr. 146, CH-8105 Regensdorf. Tel: (01) 840.26.71. Telex: 52063. Pres.: Willi Studer; Sales Mgr.: W. Schuler. (Blank only)

Audio: 1/4" open reel; cassette.

Sony Overseas SA, Baarerstr. 59, CH-6301 Zug. Tel: (042) 23.31.21. (Blank only)

Audio: Cassette, open reel.

Video: 1" open reel, 1/2" cassette, 1/4" EIAJ

Vico, see B B H.

Thorens-Franz AG, Hardstr. 41, CH-5430 Wettingen. Tel: (056) 26.28.61. Cable: THORENS. Telex: 53682. Mng. Dir.: Remy A. Thorens; Sales Dir.: Armin Graf. (Blank only)

Audio: Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audio Magnetics SA Geneva, PO Box 54, 2 Rte. des Acacias, CH-1227 Geneva. Tel: (022) 43.51.15. Telex: 27152. Gen. Mgr.: Jean-Pierre Murbach; Sales Mgr.: Werner Meier; Mktg. Mgr.: Jean-Jacques Eschenmoser.

Audio: PENTAGON 8-tr., cassette & open reel copiers & duplicators.

Cetec-Gauss, see Brian Wills.

Intertechnika (div. of Nichibei Technical Consultants Ltd.), Case Postale 475, 4 Rue Arm-Lullin, CH-1211 Geneva 3.

Audio: Design & implementation of facilities.

King, see Brian Wills.

Pentagon, see Audio Magnetics.

Sony Overseas SA, Baarerstr. 59, CH-6300 Zug. Tel: (042) 23.31.21.

Brian Wills Mktg. Assocs. AG, Steinbachstr. 3, CH-6317 Oberwil/Zug. Tel: (042) 21.53.32. Telex: 868806. Pres.: S. Wills; Sales Mgr.: Brian C. A. Wills.

Audio: CETEC-GAUSS audio duplicating equip., KING audio cassette loaders.

Video: KING videocassette loaders.

TAPE PACKAGING & LABELING EQUIPMENT

Cross Ltd., PO Box 44, Aegerstr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger.

Product: Cassette boxing & labeling machines.

• **accessories**

Ampex World Opns. SA, Route des Arsenaux 9, CH-1701 Fribourg. Tel: (037) 81.31.11. Cable: VIDEOTAPE. Telex: 36196. Reg'l Mgr.: J.D. Renevey; Sales Mgr.: Robert Rohner.

Product: Tape-bulk erasers, demagnetizers, leader tape, reels, splicing tape & equip. (all audio & video).

Dynavox Electronics, route de Villars 105, CH-1700 Fribourg. Tel: (037) 24.55.30.

Product: Record-PICKERING replacement styli.

Electromusic AG, Baslerstr. 9, CH-4102 Binningen 1. Tel: (061) 47.75.50. Cable: EMAG. Telex: 63754. Prod'n & Sales Mgr.: Otto Aebi; PR: Kurt Mettler.

Product: Record-carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors; Tape-carrying & storage cases (audio, video), head cleaners (audio), splicing tape & equip. (audio).

Lake County Recs., Pain Blanc 7, CH-2003 Neuchatel. Tel: (038) 31.52.96. Chief Exec.: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.

Product: Record-replacement styli.

M C S (Music & Cassette Supply Ltd.), Schufelstr., CH-8863 Buttikon SZ. Tel: (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher.

Product: Tape-carrying & storage cases, head cleaners.

Panint AG, Bohnackerstr. 1-3, CH-8157 Dielsdorf. Tel: (01) 853.21.76. Telex: 58835. Pres. & Sales Mgr.: Paul Nef.

Product: Record-carrying & storage cases, turntable mats; Tape-carrying & storage cases, head cleaners (audio).

Thorens-Franz AG, Hardstr. 41, CH-5430 Wettingen. Tel: (056) 26.28.61. Cable: THORENS. Telex: 53682. Mng. Dir.: Remy A. Thorens; Sales Dir.: Armin Graf.

Product: Record-record care prods., turntable mats, replacement styli.

**TAIWAN
(REPUBLIC OF CHINA)**

Population: 18,190,000.

Rate of exchange: \$1 (US) = 39.97 dollars.

Per capita income: \$1,993.

Holidays: January 1, 2 (Founding of Republic of China), Spring Festival, March 29 (Youth Day), April 4 (China Ming Festival), June 17 (Dragon Boat Festival), Mid-Autumn Festival, September 29 (Birthdays of Confucius), October 10 (National Day), October 25 (Restoration Day), October 31 (Birthdays of Chiang Kai-Shek), November 12 (Birthdays of Dr. Sun Yat Sen), December 25 (Constitution Day).

• **record & tape manufacturers / distributors / importers**

Archiv, see PolyGram.

Baal Recs. (Taiwan) Ltd., PO Box 65, Chains Bldg., 66 Sec. 2, Taipei. Tel: 361-2151.

Labels: (Owned) Baal, Best of Everything.

Best of Everything, see Baal.

Casablanca, see PolyGram.
 D G, see PolyGram.
 Decca, see PolyGram.
 Discophone, see Pacific Int'l.
 First Recs. Ltd., 116 Cheng-ye N. Rd., San-Chung City, Taipei 241. Tel: 971-2462.
 Label: (Licensed) Arrowtaps (UK).
 Fontana, see PolyGram.
 Four Seas Recs. Publ'g Co. Ltd. (IFPI), 2nd fl., Rm. C. 360, Sec. 1, Fu-Hsing S. Rd., Taipei. Tel: 260-3187, 709-1356. Cable: FOURSEAS. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.
 Factory: Taipei Hsien, 281 Lane, No. 11, Section 3, Chung Yang Rd., Tu-Cheng.
 Labels: (Owned) Four Seas; (Licensed) Capitol (USA), EMI (UK), WEA (USA).

Hsin Chao Childhood Education Publ'g Co., 115 Chung Hua Market, 2nd fl., Section 8, Taipei. Tel: (02) 331-7748, 361-1493.
 Interdisc, see Pacific Int'l.
 Karussell, see PolyGram.
 Kolin, see Taiwan Kolin.

Leico Rec. Factory Co. Ltd., No. 1 Ln. 19, Chen Dai Rd., Taipei. Tel: (02) 541-2500. Pres.: C.M. Chen; Gen. Mgr.: C.Y. Chang; Sales Mgr.: S.Y. Chen.

Linfair Eng'g & Trading Ltd. (IFPI), 7 Jen-Ai Rd., 7th fl., Sec. 2, Taipei. Tel: (02) 321-4454. Cable: LINFAR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang.
 Labels: (Licensed) Decca (UK), Polar (Sweden).

Lucky Rec. Co. Ltd., No. 2-8, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: PAOCHANG. Pres. & Gen. Mgr.: Chiu-San Tseng.
 M G M, see PolyGram.
 Mercury, see PolyGram.

Modern Musical Instruments Corp., PO Box 3811, Taipei. Tel: 391-7815/7817. Cable: MODRNMUSIC. (Distributor/Importer)
 Orient Trading & Ind. Ltd., PO Box 3240, 50 Nanking E. Rd., 5th fl., Section 1, Taipei. Tel: (02) 551-0484, 511-2415, 571-2379. Cable: OTCLTO. (Importer of tapes).

Pacific Int'l Music & Publ'g Co. Ltd., PO Box 46-338, Taipei. Tel: (02) 781-4785/9319. Telex: 11524. Chief Exec.: Harry Heide; Gen. Mgr.: Jean Tsang.
 Labels: (Owned) Discophone, Interdisc, Pacific, Star-Disc; (Licensed) EMI (Hong Kong, Singapore), Toshiba-EMI (Japan).

Philips, see PolyGram.
 Polydor, see PolyGram.
 Polygram PO Box 22978, 57-1 Chung Shan N. Rd., Section 2, 6th fl., Taipei. Tel: (02) 542-6203. Cable: PHILICHINE. Telex: 21570.
 Labels: (Owned) Archiv, Casablanca, DG, Decca, Fontana, Karussell, London, MGM, Mercury, Philips, Polydor, Polystar, Vertigo; (Licensed) A&M (USA), RSO (USA).

Polystar, see PolyGram.
 R O C Corp., President Bldg., Rm. 602, 592 Linsheng N. Rd., Taipei. Tel: (02) 581-2603.

Ring Ring Recs. Ind. Co. Ltd., 33 Ln. 190, Cheng-I N. Rd., Sanchung City, Taipei Hsien. Tel: (02) 971-2432.

Song Jwu Rec. Co., 19-7 Chung Hua II Rd., Kaohsiung. Tel: 273312.
 Star-Disc, see Pacific Int'l.
 Sunshiny Trading Corp., 77-4 Chung Shan N. Rd., Section 2, Taipei. Tel: (02) 551-8085. Cable: SUNAUDIO. Telex: 24621. Pres.: Ming-san Lin; Gen. Mgr.: Pearl Lin; Sales Mgr.: Su Ya-ming.

Labels: (Licensed foreign) Ariola (Germany), Arista (USA), BIS (Sweden), Chrysalis (UK), Denon (Japan), Durium (Italy), Eurodisc (Germany), Harmonia Mundi (France), K-tel (USA), Telarc (USA), Telefunken (Germany), Virgin (UK), Vox (USA).

Taiwan Electric Development Corp., Tedco House, 25 Chung Shan N. Rd., Section 2, Taipei 104. Tel: (02) 541-3525, 551-2525. Cable: TEDCO. Pres. & Gen. Mgr.: Chengchih Chen; Sales Mgr.: Weiyow Chen. (Distributor)

Taiwan Kolin Co. Ltd. (IFPI), 64 Nan King East Rd., Section 5, Taipei 105. Tel: (02) 760-9346. Cable: TKOLIN. Telex: 11102. Pres.: J.P. Liu; Gen. Mgr.: C.J. Liu; Sales Mgr.: Victor H.C. Hwang.
 Labels: (Owned) Kolin; (Licensed foreign) A&M (USA), ECM (Germany), Hansa (Germany), MCA (USA), Metronome (Germany), Motown (USA), Polydor (Germany), Telarc (USA).

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei 100. Tel: (02) 381-7188.
 Vertigo, see PolyGram.

• **music publishers**
 Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387.
 Four Seas Publ'g Co. Ltd., 2nd fl., Rm. C. 360, Sec. 1, Fu-Hsing S. Rd., Taipei. Tel: 260-3187, 709-1356. Cable: FOURSEAS. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.
 Pacific Int'l Music & Publ'g Co. Ltd., PO Box 46-338, Taipei. Tel: (02) 781-4785/9319. Telex: 11524. Chief Exec.: Harry Heide; Gen. Mgr. Jean Tsang.

• **services**
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Taiwan Importers & Exporters Ass'n, Taipei. Tel: (02) 311-4049/1687.
 Taiwan Regional Ass'n of Record Mfrs., 55 Chung Hua Market, 3rd fl., Jen Section, Taipei. Tel: (02) 311-0276.

LICENSORS, RECORD & TAPE
 Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning S. Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.

PLATING, PROCESSING & PRESSING PLANTS
 Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387. (Pressing only).
 Gold Well Chemical Inds. Co. Ltd., 8 Chung Xi Rd., Shihlin, Taipei. Tel: (02) 831-4556, 832-2357. Cable: GOLDWELL. Telex: 22251.
 Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Ai Rd., 7th fl., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJANG. Pres. & Gen. Mgr.: Chiu-San Tseng.
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188. (Pressing only)

RECORD PROMOTION
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.

TAPE CUSTOM DUPLICATORS
 Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Ai Rd., 7th fl., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang. (PKG—audio only).
 Audio: Cassette, 8-tr.
 Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Audio: 8-tr., cassette, open reel.
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.
 Audio: 8-tr., cassette.
 Video: ¼" cassette.

• **supplies**
CARTRIDGE & CASSETTE PARTS
 Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.

EMPTY CARTRIDGES, CASSETTES & REELS
 Fuyuan Trading Co., PO Box 939, 22-1 Ln. 42, 2nd fl., Chung Shan N. Rd., Section 2, Taipei. Tel: (02) 511-3016. (Importer).
 Liu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St., Nei Hu District, Taipei. Tel: (02) 711-0658. (Importer).
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.
 Audio: Cassette.
 Vanda Ents. Co. Ltd., PO Box 68-1667, Taipei. Tel: (02) 592-3528. Telex: 26220. Sales Mgr.: Tony Shih.
 Video: Beta, VHS.

JACKETS & SLEEVES
LABELS, DISK
 Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387. (Sleeves & labels only).
 Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJANG. Pres. & Gen. Mgr.: Chiu-San Tseng.
 Tong Dah Plastics Co. Ltd., 28 Shih Chia Ln., Shih Chia Li, East District, Taichung. Tel: (042) 224844, 236384. Cable: TONDA. Telex: 56156. Pres.: Y.L. Lin; Sales Mgr.: S.M. Lin. Local branch: 54 Shih Fu Rd. Tel: 226688. (Jackets & sleeves only)

POLYETHYLENE BAGS
 Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387.
 Jeou Long Plastic Works Ltd., 37 Tatu St., Tatu Hshang, Taichung Sheng. Tel: (046) 99-22-90, 99-26-47. Pres.: R.H. Hwang; Gen. Mgr.: C.M. Lai.
 Plant: 950 San Tien Rd., Section 3, Tatu Hshang.
 Branch: Taipei, Morsen Trading Co. Ltd., 74 Section 2, Chang-An E. Rd. Tel: (02) 521-0364/5838, 561-3789.
 Tong Dah Plastics Co. Ltd., 28 Shih Chia Ln., Shih Chia Li, East District, Taichung. Tel: (042) 224844, 236384. Cable: TONDA. Telex: 56156. Pres.: Y.L. Lin; Sales Mgr.: S.M. Lin. Local branch: 54 Shih Fu Rd. Tel: 226688.

RAW MATERIALS
 Gold Well Chemical Inds. Co. Ltd., 135 Chung Xi Rd., Shihlin, Taipei. Tel: (02) 831-4556, 832-2357. Cable: GOLDWELL. Telex: 22251.
 Product: PVC copolymer, dry blended powder.

TAPE, BLANK LOADED & BULK RAW
 A D I, see Oriental Trading.
 Intermagnetics Taiwan Corp., 20 Chin Shan St., 6th fl. Taipei. Tel: (02) 393-9566. Cable: INTERMAG. Telex: 26693. Pres.: P.J. Chen; Sales Mgr.: James Lin.
 Audio: Blank—cassette; raw—¼" cassette.
 Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Ai Rd., 7th fl., Sec. 2, Taiwan. Tel: (02) 321-4455. Cable: LINFAR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang. (Blank only).
 Audio: Cassette, 8-tr.
 Lu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St., Nei Hu District, Taipei. Tel: (02) 711-0658. (Importer—blank audio only).
 Mercures & Assocs. Ltd., PO Box 3155, 138-140 Chung King N. Rd., Section 4, Shih Lin District, Taipei. Tel: (02) 812-6100. Cable: MERCURY. (Importer—blank audio only).
 Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: 581-6286. Cable: ORTACO.
 Audio: ADI ¼" 8-tr., ¼" cassette.
 Overseas Friend Co. Ltd., PO Box 878, 144 Hankou St., Rm. 808, Section 1, Taipei. Tel: 331441. Cable: IRVINGTONG. (Importer—blank only).
 Audio: PHILIPS tape products.
 Philips, see Overseas Friend.
 Shinlee Corp., 372 Lin Sen North Rd., Taipei. Tel: (02) 521-0282. Cable: SHINLEE. Telex: 11154. Pres.: Lu Chuan Tuang; Sales Mgr.: James Hung. (Importer).
 Audio: Blank—8-tr., cassette, open reel.
 Video: Blank—1" open reel, ¼" U-matic, ¼" EIAJ open reel, ¼" cassette; raw—¼" U-matic, ¼" EIAJ open reel.
 Trimax Ent. Corp., PO Box 39-537, Teh Ming Bldg., 131 Lin Senn Rd., 4th fl., Taipei. Tel: (02) 541-6676. Telex: 23818. Foreign Exp. Gen. Mgr.: Paul Lee. (Blank only).
 Factory: Kaohsiung, 8-2 E. Third St., Nan-Tze Export Processing Zone. Tel: (07) 361-5111. Telex: 73117.
 Video: cassette.
 Vanda Ents. Co. Ltd., PO Box 68-1667, Taipei. Tel: (02) 592-3528. Telex: 26220. Sales Mgr.: Tony Shih. (Blank only).
 Audio: Endless cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT
 Kuo Yi Trading Co. Ltd., 12-2 Chang An Rd. E. Section 1, Taipei. Gen. Mgr.: S.L. Lin. (Importer).
 Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Ai Rd., 7th fl., Sec. 2, Taiwan. Tel: (02) 321-4455. Cable: LINFAR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Audio: GAUSS equip.

• **accessories**
 Linfair Eng'g & Trading Ltd., PO Box 59111, 7 Jen-Ai Rd., 7th fl., Sec. 2, Taiwan. Tel: (02) 321-4455. Cable: LINFAR. Telex: 22563. Mng. Dir.:

Linfair L.F. Chang; Sales Mgr.: Duncan E.E. Chang.
 Product: Record—record care prods., turntable mats, replacement stylus; Tape—bulk erasers, demagnetizers.
 Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd. Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Product: Tape—head cleaners, demagnetizers, leader & splicing tape.
 Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188. (Importer)
 Product: Tape—leader & splicing tape.

• **store fixtures manufacturer**
 Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
 Product: Display racks.

THAILAND

Population: 47,300,000.
 Rate of exchange: \$1 (US) = 23 baht.
 Per capita income: \$635.
 Holidays: January 1, February 13 (Makha Buja), April 6, May 1 (Labor Day), May 5 (Coronation Day), July 1, August 12 (Queen's Birthday), December 5 (King's Birthday), December 10 (Constitution Day), & all Buddhist holidays.

• **record & tape manufacturers / distributors / importers**
 Audio Lab, 102 Soi Pramote 2, Silom Rd., Bangkok. Tel: 233-7015. Telex: 788-87396.
 Black & White Co. Ltd., PO Box 335, Thai Lai Thong Bldg., 52/4-6 Surawongse Rd., Bangkok. Tel: 31-939, 33-720, 31-241. Local branch: 900 Mahachai Rd.
 Central Trading Co. Ltd., 306 Silom Rd., Bangkok. Tel: 233-6930. Cable: CETRAC. Telex: 2768. Pres.: Samrit Chirathivat; Gen. Mgr.: Suthichai Chirathivat; Sales Mgr.: B. Norpanlop.
 Label: (Licensed) RCA (USA).
 Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471/4241. Cable: CHINTAICOM. Pres.: Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok. (Distributor/Importer from UK & USA).
 K S, see Thai Phonograph.
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: (3) 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Labels: (Owned) MV-Master Voice, SKS-Sri Krung, SPC-Sri Krung, Solina, Sona Tape.
 M V-Master Voice, see Sri Krung.
 S K S, see Sri Krung.
 S P C, see Sri Krung.
 Solina, see Sri Krung.
 Sona Tape, see Sri Krung.
 Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsiripong.
 Label: (Owned) KS.

• **music publisher**
 Kamol Sukosol Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 222-5131. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsiripong.

• **services**
PLATING, PROCESSING & PRESSING PLANTS
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsiripong.

RECORD PROMOTION
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: (3) 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING
 The Audio and Video lines indicate which configurations the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their listings.
 Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok. (PKG)
 Audio: Cassette.
 Video: ¼" VHS cassette.
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.
 Audio: Cassette.
 Thai Phonograph Rec. Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 286-1648. Mng. Dir.: Sukit Pachimsawat; Gen. Mgr.: Tian Chunsiripong.
 Audio: Cassette, open reel.

• **supplies**
CARTRIDGE & CASSETTE PARTS
 Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok.
 Audio: APPLE, PANTHAI.
 Video: APPLE.
 Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920-208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. (Cassette parts)

EMPTY CARTRIDGES, CASSETTES & REELS
 Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok.
 Audio & Video: BSC.

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920 208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. (Cassettes & reels)

SLEEVES

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920 208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat.

TAPE, BLANK LOADED & BULK RAW

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok. Audio: Blank-cassette, raw-1/4". Video: Blank-1/2" VHS cassette.

Intermagetics (Thailand) Corp. Ltd., 164/11 N. Sathorn Rd., Bangkok. Tel: 233-2860, 234-4590. Cable: TIENHONG. Telex: 87293. Contact: S.C. Yuan. (Blank only) Audio: 8-tr., cassette.

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920 208, 918-380. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. (Blank only)

• accessories

Ching Thai ROP, Burapa Palace, 669-671 Chakrapet Rd., Bangkok 2. Tel: 221-4471. Cable: CHINTAICOM. Pres.: Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok. Product: Tape-carrying & storage cases (audio & video), head cleaners (audio & video).

Sri Krung Phonograph Rec. Co. Ltd., 129 Sukumvit 21, Bangkok. Tel: 920 208. Cable: VASUVAT. Owner: Manit Vasuvat; Gen. Mgr.: Chaichan Vasuvat; Sales Mgr.: Pomphan Vasuvat. Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

TRINIDAD & TOBAGO

Population: 1,150,000.

Rate of exchange: \$1 (US) = 2.4 Trinidad & Tobago dollars.

Per capita income: \$4,065.

Holidays: January 1, Good Friday, Easter Monday, Whit Monday, Corpus Christi, June 19 (Labor Day), August 4 (Discovery Day), August 31 (Independence Day), September 24 (Republic Day), December 25, 26.

• record & tape manufacturers / distributors / importers

C I O, see Record Specialists.

C S S, see Caribbean.

Caribbean Rec'g Co. Ltd., Maingot & Gordon Sts., Mount Hope, Port-of-Spain, Trinidad. Tel: (638) 3354. Labels: (Owned) CSS, Village.

Catelli, see Record Specialists.

D O S, see Record Specialists.

K H Recs. Ltd., see Record Specialists.

Kaimit, see Record Specialists.

Kalaloo, see Record Specialists.

Kalinda, see Record Specialists.

Record Specialists (Trinidad) Ltd./KH Recs. Ltd. (IFPI), 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad. Tel: (62) 31092, 36435, 37789. Cable: HEATSINK. Mng. Dir.: Kerry Richards.

Labels: (Owned) Kaimit, Kalaloo, Kalinda; (licensed domestic) C I O, Catelli, DDS, Ritchies, SH, Trinidad; (licensed foreign) Arrow (Montserrat).

Hilton D. Rhyner, 54 Prince St., Port-of-Spain, Trinidad. Tel: (62) 35673. Gen. Mgr.: Hilton D. Rhyner; Sales Mgr.: Cleve Calderon. (Importer). Ritchies, see Record Specialists.

S H, see Record Specialists.

Share Sound Servs. Ltd., PO Box 1010, Port of Spain, Trinidad. Tel: (62) 51021 x 418. Cable: SHARC. Mng. Dir.: Hugh A. Robertson; Gen. Mgr.: Suzanne C. Robertson. Label: (Owned) Sharc.

Trinidad Recs., see Record Specialists.

Village, see Caribbean

• music publishers

Cucumba Music (PRS), PO Box 1010, Port-of-Spain, Trinidad. Tel: (62) 51021. Cable: SHARC. Chief Exec.: Ben Romany

K H Music, 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad. Tel: (62) 36435, 31092, 37789. Cable: HEATSINK. Mng. Dir.: Kerry Richards.

Witelo Music Co., High St., Siparia, Trinidad. Tel: (649) 2415.

• services

PLATING, PROCESSING & PRESSING PLANT

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port of Spain, Trinidad. Tel: (62) 31092, 36435, 37789. Cable: HEATSINK. Mng. Dir.: Kerry Richards.

RECORD PROMOTION

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad. Cable: INFINITY. Mng. Dir.: Ryan F. Ali; Sales Mgr.: Hadeed Ali.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PIG)" which appears after the main body of their respective listings.

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad. Cable: INFINITY. Mng. Dir.: Ryan F. Ali; Sales Mgr.: Hadeed Ali. (PIG) Audio: cassette.

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad. Tel: (62) 31092, 36435, 37789. Cable: HEATSINK. Mng. Dir.: Kerry Richards. (PIG-audio only) Audio: Cassette.

• supplies

LABELS, DISK

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain,

Trinidad. Tel: (62) 31092, 36435, 37789. Cable: HEATSINK. Mng. Dir.: Kerry Richards.

TAPE, BLANK LOADED & BULK RAW

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad. Cable: INFINITY. Mng. Dir.: Ryan F. Ali; Sales Mgr.: Hadeed Ali. (Blank only) Audio: 1/4" reel, 8-tr., cassette. Video: 1/4" U-matic cassette, 1/2" Beta & VHS cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

TAPE PACKAGING & LABELING EQUIPMENT

Infinity Electronics Inc., 22 Esperanza Village, California, Trinidad. Cable: INFINITY. Mng. Dir.: Ryan F. Ali; Sales Mgr.: Hadeed Ali. Audio: PENTAGON equip.

• accessories

Hilton D. Rhyner, 54 Prince St., Port-of-Spain, Trinidad. Tel: (62) 35673. Gen. Mgr.: Hilton D. Rhyner; Sales Mgr.: Cleve Calderon. Product: Record-record care prods., 45 rpm adaptors, replacement styli; Tape-head cleaners, demagnetizers.

TURKEY

Population: 45,400,000.

Rate of exchange: \$1 (US) = 107 lira.

Per capita income: \$1060.

Holidays: January 1, April 23 (National Sovereignty Day), May 1 (Spring Day), May 19 (Youth & Sports Day), May 26, 27 (Freedom & Constitution Day), August (Victory Day), October 29, 30 (Republic Day), & important religious holidays.

• record & tape manufacturers / distributors / importers

A S, see Muzikservis.

Aras, see Kent.

Bip, see Yonca Ses Ve Goruntu.

Elektronal Elektronik Aletler Sanayi Ve Ticaret AS, Ankara Devlet Yolu 25, Sogankil-Kartal, Istanbul. Tel: 53-51-40. Cable: ELEKTROSAN. Telex: 23169. Pres.: Hayati Kamhi; Gen. Mgr.: Alen Giz; Sales Mgr.: Hulya Karagol.

Labels: (Owned) Pop, Teletrans.

Gunul, see Muzikservis.

Gunes, see Oncu.

Kent Muzik Ticaret ve Pazariama Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapani, Istanbul. Tel: (11) 26-34-65. Chief Exec.: Umit Guner; Gen. Mgr.: Ali Riza Guner; Sales Mgr.: Omer Borazanci.

Labels: (Owned) Aras, Kent, Super Audio Technic, Zenith. Melodi Rec'g & Sound Ind. (IFPI), 348 Istiklal Caddesi, Istanbul. Tel: (92) 44-26-36. Cable: MELODI. Gen. Mgr.: Kayihan Caglayan; Sales Mgr.: Turgut Caglayan; A&R Mgr.: Vahde Dilacar.

Labels: (Owned) Melodi; (licensed foreign) ABC (USA), Alhambra (Spain), Atlantic (USA), BBC (UK), Bronze (UK), Casablanca (USA), Discos Columbia (Spain), DJM (UK), Decca (UK), Elektra/Asylum (USA), Infinity (USA), Intercord (Germany), London (UK, USA), MCA (USA), Millennium (USA), Motown/Gordy/Tamla (USA), RCA (USA), Swan Song (UK), WEA Int'l (USA), Warner Bros. (USA). Metronom, see Muzikservis.

Muzikservis AS, Leblebici Sok. 13-2, Istanbul. Tel: (11) 22-17-28. Pres.: Nazmi Senel; Gen. Mgr.: Tunay Akdeniz; Sales Mgr.: Mehmet Aktan.

Labels: (Owned) AS, Gunul, Metronom, Muzikservis. Oncu, IMC 5452, Unkapani, Istanbul. Tel: (11) 20-66-93. Telex: 22308. Gen. Mgr.: Oktay Gori; Sales Mgr.: Sitti Avaz.

Labels: (Owned) Gunes, Oncu; (licensed foreign) Copacabana (Brazil), Som (Brazil).

Plaksan Plak Sanayi AS (IFPI), Bagcilar Yolu, Marmara Cad., No. 12, Gungoren, Istanbul. Tel: 75-03-48. Cable: SANPLAK. Chm.: Leon Gruenberg; Gen. Mgr.: Engin Tunasar.

Labels: (Licensed foreign) CBS (USA), EMI (UK), Philips (Netherlands). Polar (Sweden), Polydor (Germany).

Pop, see Elektronal.

Super Audio Technic, see Kent.

Teletrans, see Elektronal.

Yanki Yapim Ltd. (IFPI), IMC Blok 6, No. 6437, Unkapani, Istanbul. Tel: 22-07-15. Pres.: Atilla Citanbol; Gen. Mgr.: Kadir A. Demirturk; Sales Mgr.: Ali Ihsan Oral; Contract Mgr.: Yasef Alguadis.

Labels: (Licensed) Durium (Italy), Hansa Int'l (Germany). Yonca Ses Ve Goruntu Endustrisi, IMC 6433, Unkapani, Istanbul. Tel: (11) 28-01-65. Gen. Mgr.: Ergin Bener; Sales Mgr.: Nedim Serter.

Labels: (Owned) Bip, Yonca; (licensed) Fairytale (Denmark). Zenith, see Kent.

• music publishers

Kent Music Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapani, Istanbul. Tel: (11) 26-34-65. Chief Exec.: Umit Guner; Gen. Mgr.: Ali Riza Guner.

Muzikservis AS, Leblebici Sok. 13-2, Istanbul. Tel: (11) 22-17-28. Pres.: Nazmi Senel; Gen. Mgr.: Tunay Akdeniz; Sales Mgr.: Mehmet Aktan.

Odeon Ticaret TA0, PO Box 533, Rizapasa Yokusu, Milas Han, Istanbul. Tel: (92) 26-32-60. Chm.: Leon Gruenberg; Gen. Mgr.: Benno Mervovich.

Saray Int'l, PO Box 66, Unkapani, Istanbul. Tel: (11) 22-17-28. Chief Exec.: Nazmi Senel; Gen. Mgr.: Mrs. Muhaddes Oncel.

• services

LICENSES, RECORD & TAPE

Muzikservis AS, Leblebici Sok. 13-2, Istanbul. Tel: (11) 22-17-28. Pres.: Nazmi Senel; Gen. Mgr.: Tunay Akdeniz; Sales Mgr.: Mehmet Aktan.

Yonca Ses Ve Goruntu Endustrisi, IMC 6433, Unkapani, Istanbul. Tel: (11) 28-01-65. Gen. Mgr.: Ergin Bener; Sales Mgr.: Nedim Serter.

PLATING, PROCESSING & PRESSING PLANTS

Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul. Tel: (92) 44-26-36. Cable: MELODI. Gen. Mgr.: Kayihan Caglayan; Sales Mgr.: Turgut Caglayan.

Muzikservis AS, Leblebici Sok. 13-2, Istanbul. Tel: (11) 22-17-28. Pres.: Nazmi Senel; Gen. Mgr.: Tunay Akdeniz; Sales Mgr.: Mehmet Aktan. (Pressing only) Pressing capacity: LP-1000 units/day.

Plaksan Plak Sanayi AS, Bagcilar Yolu, Marmara Cad., No. 12, Gungoren, Istanbul. Tel: 75-03-48. Cable: SANPLAK. Chm.: Leon Gruenberg; Gen. Mgr.: Engin Tunasar. Pressing capacity: 45-4000 units/day; LP-1500 units/day.

RECORD PROMOTION

Muzikservis AS, Leblebici Sok. 13-2, Istanbul. Tel: (11) 22-17-28. Pres.: Nazmi Senel; Gen. Mgr.: Tunay Akdeniz; Sales Mgr.: Mehmet Aktan.

TAPE CUSTOM DUPLICATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PIG)" which appears after the main body of their respective listings.

Kent Muzik Ticaret ve Pazariama Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapani, Istanbul. Tel: (11) 26-34-65. Chief Exec.: Umit Guner; Gen. Mgr.: Ali Riza Guner; Sales Mgr.: Omer Borazanci.

Labels: (Owned) Aras, Kent, Super Audio Technic, Zenith. Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul. Tel: (92) 44-26-36. Cable: MELODI. Gen. Mgr.: Kayihan Caglayan; Sales Mgr.: Turgut Caglayan.

Labels: (Owned) Aras, Kent, Super Audio Technic, Zenith. Melodi Rec'g & Sound Ind. (IFPI), 348 Istiklal Caddesi, Istanbul. Tel: (92) 44-26-36. Cable: MELODI. Gen. Mgr.: Kayihan Caglayan; Sales Mgr.: Turgut Caglayan; A&R Mgr.: Vahde Dilacar.

Labels: (Owned) Melodi; (licensed foreign) ABC (USA), Alhambra (Spain), Atlantic (USA), BBC (UK), Bronze (UK), Casablanca (USA), Discos Columbia (Spain), DJM (UK), Decca (UK), Elektra/Asylum (USA), Infinity (USA), Intercord (Germany), London (UK, USA), MCA (USA), Millennium (USA), Motown/Gordy/Tamla (USA), RCA (USA), Swan Song (UK), WEA Int'l (USA), Warner Bros. (USA). Metronom, see Muzikservis.

Muzikservis AS, Leblebici Sok. 13-2, Istanbul. Tel: (11) 22-17-28. Pres.: Nazmi Senel; Gen. Mgr.: Tunay Akdeniz; Sales Mgr.: Mehmet Aktan. (PIG) Audio: Cassette. Video: 1/2" Beta cassette.

Plaksan Plak Sanayi AS, Bagcilar Yolu, Marmara Cad., No. 12, Gungoren, Istanbul. Tel: 75-03-48. Cable: SANPLAK. Chm.: Leon Gruenberg; Gen. Mgr.: Engin Tunasar.

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form of distribution. Wholesaler-to-customer distribution exists only in the form of mail order service. Nationwide retailing through newsstands has been in effect since 1969. There is no rack jobbing or one stopping in the usual form.

The need for specialized record shops (retail outlets) operated by Melodia is apparent. Until now, all retail outlets have been operated by Ministry of Trade organizations. Certain quantities of records are retained by Soyuzpechat (press distribution agency) through its newsstands.

Type of promotion: The government controls all airways, and there are no charts of best selling records. However, Melodia promotes new recordings through handbills and through a program broadcast weekly by Mayak Radio on long and medium wavelengths. It also will publish a special record/tape monthly magazine, with a catalog/bulletin format, aimed at the general record collector and buyer. New releases are also advertised in "Soviet Culture," in the bi-weekly "Musical Life," and in some local newspapers and periodicals. Radio and television programs featuring recorded music are also a valuable means of promotion, as are sales exhibitions held periodically by East European companies in the major cities.

"Muzykalny Kiosk" ("Musical Newsstand"), a weekly 30 minute program on the Central TV, which promotes mainly new classical releases and some pop, jazz, easy listening and folk. There are also various radio & TV programs in Estonia, Latvia and Tbilisi, dealing with promotion and record reviewing. Klub, national bi-weekly magazines, runs "New Disks" column, in which most of the new Melodia releases (classical, pop, jazz, folk, literature) are reviewed by music critics and journalists, with some covers reproduced. The leading national youth paper, Komсомoiskaya Pravda, as well as a number of local youth papers, launched new columns devoted entirely to the local and international pop, rock and disco music scene. Readers' polls are published once a month and they spotlight the most popular and best selling recording artists and bands. "Melodia," a quarterly catalog/bulletin publication launched by the Melodia company and by Muzyka publishers two years ago, now issues 60,000 copies per update and is the main informational and promotional source.

Jukeboxes: 15,000-20,000.

TAPE:

Market: Audio—The pre-recorded cassette market is steadily expanding in line with the growth of hardware sales. Melodia produced 5.4 million pre-recorded cassettes in 1982. The open reel format is becoming less popular and there is practically no pre-recorded open reel market. Video—There is no official video market since there are no national companies manufacturing hardware or software. There is, however, imported hardware and software product in some areas, with a great number of home duplicated tapes being circulated, principally VHS.

Pre-recorded audio tape sold domestically including imports (retail value): Cassette 1982—5,400,000 units, \$31,940,000.

Average retail price per tape: Cassette—\$5.91.

RADIO STATIONS:

No. of government 222.

Comment: All radio stations are government owned. Most cities have access to cable broadcasting. There are over 30 FM stations. Radio Leningrad transmits for about 40 hours each week in FM stereo, programming classical (20 hours), pop and easy listening (12-13 hours) and literature. The news and music format of Mayak Radio is widely listened to. There is a trend toward the launching of more FM stations with a large percentage of stereo broadcasting as the national companies introduce more stereo tuners and radios.

TELEVISION STATIONS:

Comment: All television stations are government owned. Moscow has four channels, one of which is Central (nationwide). Most cities have their own stations, and the Central program is received everywhere; thus there is two-channel television in most of the USSR. The Central channel is fully color; other channels are partially color. SECAM type of color system is used. Both classical and easy listening music are utilized by television stations nationally. In 1978, up to 83% of the overall population in the USSR could see national television programs. There are now 75 million television sets in use, with roughly 25% color models.

IMPORT/EXPORT REGULATIONS:

All import/export of records is controlled through Mezhdunarodnaya Kniga in Moscow. The quota for records received privately from abroad, excepting East European nations, is one unit. A customs duty of 5 rubles is charged for each additional unit enclosed. The same regulation applies to promotion copies mailed to private persons.

MARKET ANALYSIS:

Melodia continues to improve its product quality, with sleeves being a more recent example. A major innovation for Melodia in 1982 was the simultaneous LP and cassette releases of some hit product. Previously, cassettes were limited to "various artist" collections. The company is maintaining its policy of releasing new and catalog licensed product from the world's top contemporary, pop and jazz artists, thus keeping local fans abreast of major developments internationally. At the retail level, Melodia is mov-

ing forward with the national expansion of its chain of record/tape specialty shops. The first digitally recorded albums (classical material) were released in 1982. Works are under way for the production of the Compact Disc, though there is no hardware available as yet. Vadim D. Yurchenkov

• record & tape manufacturers / distributors / importers

Melodia, 24 Tverskoi Blvd., Moscow K-9. Tel: 229-9248. Cable: MOSCVA
Dir. Gen.: Valeri V. Sukharado.
Mezhdunarodnaya Kniga (V/O), 32/34 Smolenskaya-Sennaya Pl., Moscow 121200. Tel: 244-1022. Cable: MEZHKNIGA. Tel: 411160. Gen. Dir.: Youry B. Leonov.
Labels (Owned) Melodia, (licensed foreign) Ariola (West Germany), Vox (USA), CNR (Netherlands), Chant du Monde (France), Columbia (Spain), EMI (UK), Polydor (Germany), Ricordi (Italy), Zafiro (Spain).

• music publishers

Muzychna Ukraina, Ul. Pushkinskaya 32, Kiev. Tel: 25-2104.
Soviet Composer Publ'rs, 14-12 Sadovaya-Trumfaynaya St., 103006 Moscow. Tel: 209-2384.
Branch: Leningrad, 45 Gertsen St.
State Publ'rs Music, Neglinnaya 14, Moscow K-45.
V A P P (The Copyright Agency of the USSR), Bolshaya-Bronnaya GA, 103670 Moscow K-104. Tel: 203-5355. Telex: 411327, 411452. Chm.: Konstantin M. Dolgov. Music & Drama Dept. Dir.: Valeri Ivanov.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Muzfond, Ul. Goltvalda 10, Moscow A-47.
National Committee of the International Music Council, c/o Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9.
Sovskusstvo (div. of V/O Mezhdunarodnaya Kniga), Smolenskaya-Sennaya pl. 32-34, 121200 Moscow. Tel: 244-1022. Cable: MEZHKNIGA. Telex: 411160. Dir.: Igor N. Preferansky.
State Committee of Broadcasting & Television, Ul. Pyatnitskaya 25, Moscow. Tel: 233-6356. Cable: MOSKVARADIO.
Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9. Tel: 229-5444/4893.
Branch: Leningrad, Ul. Gertzena 45. Tel: 12-16-23.

LICENSING ORGANIZATION, MUSIC

Sovskusstvo (div. of V/O Mezhdunarodnaya Kniga), Smolenskaya-Sennaya pl. 32-34, 121200 Moscow. Tel: 244-1022. Cable: MEZHKNIGA. Telex: 411160. Dir.: Igor N. Preferansky; Sr. Expert: O.S. Popov.
V A P P (The Copyright Agency of the USSR), Bolshaya-Bronnaya GA, 103670 Moscow K-104. Tel: 203-5355. Cable: AVTOR. Telex: 411327, 411452. Chm.: Konstantin M. Dolgov. Music & Drama Dept. Dir.: Valeri Ivanov.

PRESSING PLANTS

M O Z G (Moskovsky Opytny Zavod Gramzapisi), Ul. Stankevitcha 8, Moscow K-9.

Melodia, ul. Kalitvaya 40, Riga.

TAPE CUSTOM DUPLICATOR

Kazan, Fotozhelatinyovy Plant, Kazan, Tassr.
Audio: Cassette.

• supplies

TAPE, BLANK LAOEO & BULK RAW

Melodia, Tiivras
Audio: Cassette.
Pereslavl-Zaleskiy Chemical Plant, Pereslavl-Zaleskiy, Yaroslavl Obl.
Audio: Open reel.
Shostka Chemical Plant, Shostka, Sumskaya Obl.
Audio: Open reel.
Vertretung der BASF, ul. Lunatscharskogo 7, 121002 Moscow. Tel: 241-75-09. Cable: BASF. Telex: 413167.

UNITED KINGDOM

Population: 55,900,000.
Rate of exchange: \$1 (US) = .67 pounds.
Per capita income: \$5,000.
Holidays: January 1, Good Friday, Easter Monday, First Monday in May, Last Monday in May, Last Monday in August, December 25, December 26 (Boxing Day).

RECORDS:

Record sales certification awards: Silver single—250,000 units; gold single—500,000 units; platinum single—1,000,000 units. Silver LP—60,000 units; gold LP—100,000 units; platinum LP—300,000 units.

Records sold domestically including imports (retail value): LPs 1982—57,800,000 units, \$350,000,000; 1981—64,000,000 units, \$445,000,000. Singles 1982—78,600,000 units, \$130,000,000; 1981—77,300,000 units, \$136,000,000.

Records imported from USA (factory value, CIF): 1982—4,200,000 units, \$6,300,000.
Records exported to USA (factory value, FOB): 1982—9,000,000 units, \$7,100,000.

Records imported from countries other than USA (factory value, CIF): 1982—26,700,000 units, \$25,500,000.

Records exported to countries other than USA (factory value, FOB): 1982—17,700,000 units, \$32,800,000.

Typical retail price per record: LPs—\$7.00; singles—\$1.80.

TV merchandising: 21% of total.

Record club sales: 7% of total.

Type of distribution: predominantly manufacturer-to-retailer.

Type of promotion: Television advertised albums and tapes account for 20% of the market. There is comparatively little paid advertising for albums and tapes on radio.

Jukeboxes: 60,000.

TAPE:

Market: Audio—Almost 100% cassette. Video—VHS has 70% of market, Beta 22%, others 8%.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1982—31,500,000 units, \$180,000,000; 1981—28,900,000 units, \$189,000,000.

Pre-recorded tape imported from USA (factory value, CIF): 1982—400,000 units, \$900,000.

Pre-recorded tape exported to USA (factory value, FOB): 1982—1,200,000 units, \$2,500,000.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1982—8,100,000 units, \$8,700,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1982—2,600,000 units, \$5,500,000.

Pre-recorded video tape sold domestically including imports (retail value): 1982—1,600,000 units, \$64,700,000.

Average retail price per pre-recorded audio tape: Cassette—\$6.75.

Average retail price per pre-recorded video tape: Beta—\$37.50; VHS—\$37.50; V-2000—\$45.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios—19,200,000 (96%), AM only—12,600,000 (63%), AM/FM—6,600,000 (33%); television sets—18,800,000 (94%), color 17,000,000 (85%), b&w—2,400,000 (12%); phonographs—16,800,000 (84%); audio tape recorders—15,000,000 (75%); video tape recorders—3,200,000 (16%).

RADIO STATIONS:

No. of commercial: 43 local; No. of BBC: 4 national & 30 local.

Comment: Predominantly pre-recorded music programs. The main music station—BBC Radio 1—broadcasts on FM at special times.

TELEVISION STATIONS:

No. of channels: 2 BBC, 2 commercial; 100% color (PAL).

Comment: Very good mixture, but musical content is limited.

IMPORT/EXPORT REGULATIONS:

Any record which is manufactured in an EEC country can circulate freely in the Common Market. Any record made abroad by the UK copyright owner and subsequently imported into the United Kingdom is not an infringing copy even if there is a UK license with exclusive rights. Records made in non-EEC countries by persons other than the copyright owner are infringing copies and their importation can be prevented.

MARKET ANALYSIS:

In 1982, singles recovered the ground lost in 1981, with an increase of 1.7% by volume to 78.6 million units. The industry clearly has attempted to protect its margins in this area, with an increase in the average trade price of 11.7%, although the continuing importance of premium-priced 12" singles also must have contributed to this.

The total market for long playing carriers declined by 3.7% in 1982. A 9.6% decrease in LP records to 57.8 million units was only partially offset by an increase of 9.6% in cassettes volume to 31.5 million. The average price of LPs held up better than that for cassettes, although in both cases the increase was below the rate of inflation.

Meanwhile, sales of blank tapes showed a further significant upturn in 1982. Purchasing of blank tapes was up by 12% over the previous year, and sales have risen by 56% since 1978. Last year's 12% growth indicates an alarming acceleration in the blank tape market, which had increased by only 3% in 1981.

• record & tape manufacturers / distributors / importers

A B K, see Discourses.

A B M, see Discourses.

A C Recs. Ltd., 120 Marylebone Ln., London W1. Tel: (01) 486-0596, 935-6732. Chm. Jim Beach; Mng. Dir.: Gavin W. Dare; A&R Dirs.: Dave Howman, Chris Harding; Mktg. Dir.: Michael J. Ashwell; Exec. Ass't: Sue Marsh.

Label: (Licensed domestic) Celebrity
A L O Recs., 3 Bucks Cross Cottages, Bucks Cross Rd., Chelsfield, Kent BR6 7RW. Tel: (0689) 28544. Mng. Exec.: Carl Anthony Snape.

A & M Recs. Ltd., A&M House, 136-140 New Kings Rd., London SW6 4LZ. Tel: (01) 736-3311. Telex 916342. Sr. VP: Derek Green; Sr. Dir.: Tony Burdfield; Mktg. Dir.: John Cokell; Comm'l Dir.: Tony Clark; A&R Dir.: Alan McGee.

A Side, see Sonet.

A S V, see Academy Sound.

A S V Lving Era, see Academy Sound.

A S V Transcord, see Academy Sound.

A V M, see Coombe.

Aardvark Ltd., 107 Whitham Rd., Sheffield S10 2SL. Tel: (0742) 669218.
Mng. Dir.: M.D. Featherby Deconick; Gen. Mgr.: A. Bailey.
Labels: (Owned) Aardvark, Limited Edition, (Licensed) Hologram, Product.

Abbey Recs., 11 Iffley Rd., Oxford OX4 1EA. Tel: (0865) 244605. Gen. Mgr.: Steve C. Smith; Sales Mgr.: John Walton.

Abbey Rec'g Co. Ltd., 1 Abbey St., Eynsham, Oxford. Tel: (0865) 880240.
Mng. Dir.: H.F. Mudd.
Labels: Abbey, Abbey Folk, Alpha.

Absurd Recs., 20 Cotton Ln., Withington, Manchester M20 9UX. Tel: (061) 445-2661.

Academy Sound & Vision Ltd., 115 Fulham Rd., London SW3 6RL. Tel: (01) 589-5293. Mng. Dir.: J. Boyce; Sales Mgr.: Alan Welch.
Labels: (Owned) ASV, ASV Lving Era; (Licensed domestic) ASV Transcord.

Acanthus, see Nimbus.

Ace, see Oakwood.

Ace of Clubs, see Decca.

Ace of Diamonds, see Decca.

Ace Recs. Ltd., 132-134 Grafton Rd., London NW5. Tel: (01) 267-5192.
Telex: 893805. Mng. Dirs.: Ted Carroll, Trevor Churchill; Gen. Mgr.: Donna Cotten.
Labels: (Owned) Ace, Big Beat, Cascade, Clare, Nitelite, Thrust, Wallpaper.

Acuff-Rose Music Ltd., 129 Park St., London W1. Tel: (01) 629-0392. Gen. Mgr.: Tony Peters.
Labels: (Owned) Hickory, TRX.

Affinity, see Charly.

After Hours, see Salespeople.

Aggro Recs., 3A Ashfield Parade, Southgate, London N14 5EH. Tel: (01) 886-6236. Mng. Dir.: Russ Chantelle.

Antree Recs. Ltd., 6 Aintree Rd., Perivale, Middx. UB6 7LJ. Tel: (01) 998-0911. Cable: SCARLETT GREENFORD. Telex: 8952387 ANDISC. Mng. Dir.: Michael J. Collins; Gen. Mgr.: John E. Jennings; Sales Mgr.: Wendy Kayrl. (Importer).

Aur Recs. Ltd., 12 Stratford Pl., London. Tel: (01) 408 2355. Cable: CHRYSALIS. Chm.: George Martin; Mng. Dir.: John Burgess.

Aka, see Zeema.

Albion Recs. Ltd., 119-121 Freston Rd., London W11 4BD. Tel: (01) 243-0011. Tel: 8954780. Mng. Dirs.: Derek Savage, Dar Davies; Financial Mgr.: William Feeny; Int'l & Mktg. Mgr.: Alan Bellman; A&R Mgr.: Mark

Southern Music Publishing Co. Ltd.
London, England

Anders; Press & Pub.: Julian Henry; Prod'n Co-ord.: Anne Winwood; Office Liaison Officer: Stephen Wetherstone; Promo. Mgr.: David Brown; Video Mgr.: Roz Bea; Artist Liaison Mgr.: Steve Wood; Office Servs. Mgr.: Sylvia Meeks.

Alien Recs. Ltd., 109 New Bond St., London W1. Tel: (01) 408-2350. Dir.: Nigel Lucas; Gen. Mgr.: Charlene Bowen; Sales Mgr.: Ziro Baby.

Alley Cat, see Humber.

Alpha, see Abbey.

Ated Prod'ns, 45 Victoria Rd., Romford, Essex. Tel: (0708) 26741. Partners: Ted Lemon, Alex Hughes.

Label: Top.

Amalisa, Paunceford Court, Munsley, Ledbury, Hereford. Tel: (053) 183407. Chief Exec.: Charles Lucy.

Amberlee Recs. Ltd., Amberlee House, 387 Harrow Rd., London W9. Tel: (01) 866-7748. Mng. Dir.: John Peters.

Labels: (Owned) Amberlee, Eyemark.

Amber Music, Wellow Mead, Wellow Dr., Sherfield English, nr. Romsey, Hants. Tel: (0202) 34041. Mng. Dir.: James Montgomery.

Amber, see Nimbus.

Ambulance, see Stuart Johnson.

Ames Electronics, 183 Queen's Crescent, London NW5 4DS. Tel: (01) 267-6752. Mng. Dir.: Mr. Asgar; Serv. Mgr.: W. Coxen. (Importer/Exporter)

Amigne, see Enigma.

Amon Ra, see Saydisc.

Amusement, see Orbit.

Anagram, see Cherry Red.

Anchor Recs, 72 The Street, Kennington, Ashford, Kent TN24 9HS.

Anglo Recs., 30 Limekiln Ln., Bridlington, North Humberside YO16 5TH. Tel: (0262) 76388. Dir. & Prod'r.: Robert Fisher.

Antic, see WEA.

Anytime, see Challenge.

Apollo Sound, 32 Elerdale Rd., London NW3. Tel: (01) 435-5255. Pres. & Gen. Mgr.: H. Herschmann.

Applause, see K-tel.

Aqua Pink Ents., 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Mng. Dir.: Oscar Paris. (Importer)

Aquarius, see President.

Arcade Recs. (Int'l) UK, 115-123 Bayham St., London NW1 0AL. Tel: (01) 485-5622. Telex: 25584. Mng. Dir.: Sylvia Curd.

Archiv, see Polydor.

Ardeck, see EMI Recs.

Argo, see Decca.

Ariola/Arista (IFPI), 3 Cavendish Square, London W1M 9HA. Tel: (01) 580-5566. Telex: 298933. Mng. Dir.: David Simone; Financial Dir.: Art Jaeger; Comm'l Dir.: David Adams; Mktg. Dir.: Brian Yates; A&R Head: Simon Potts.

Labels: (Owned) Ariola, Arista, Bell, GRP, Go-Fet, Novus, Savoy.

Arista, see Ariola/Arista.

Armageddon Recs. Ltd., 452 Fulham Rd., London SW6. Tel: (01) 381-1393. Telex: 8952916. Mng. Dir.: Dave Loader; Gen. Mgr.: Janet Stowe.

Labels: (Owned) Armageddon, Hedonics, Watteau. (Licensed domestic) Hotbox, Musclebound; (licensed foreign) Posh Boy (USA).

Arrival, see K-tel.

Arrival Recs., 39 Leyton Rd., Harpenden, Herts. Tel: (05827) 5098. Mng. Dir.: David Blaylock; Dir.: Judy Dixon.

Artistic, see Submarine.

Artium, see BBC.

Ash, see Zeta.

Asylum, see WEA.

Athens, see Don't Panic.

Atlantic, see WEA.

Attack, see Trojan.

Attrix Recs., 3 Sydney St., Brighton, Surrey BN1 4EN. Tel: (0273) 27181. 608941. Chief Execs.: Rick & Julie Blair; Prod'r: Terry Newbery.

Audio Visual Library Servs., 116 Golden Ln. London EC1 Y 0UD. Tel: (01) 251-2551. Telex: 27931. Chief Exec.: Justin Dunn.

Labels: (Owned) Candlelight, Colophone.

Aura Recs. Ltd., 1 Kendall Pl., London W1H 3AG. Tel: (01) 486-5288. Telex: 24224 Ref. AJURA. Mng. Dir.: Aaron Sixx.

Automatic Rec. Co. Ltd., 5 Avery Row, London W1X 9HA. Tel: (01) 493-9744. Mng. Dir.: Nick Mobbs.

Avada, see Rola.

Avatar Rec. & Screenworks Ltd., 62 Pall Mall, London W1. Tel: (01) 930-5361. Chm.: Jon Brewer; Gen. Mgr.: Mike Everett; Sales Mgr.: Geoff Thorn.

Labels: (Owned) Avatar, Avatar/Hurst; (licensed foreign) Bearsville (USA).

B B C Recs. & Tapes, The Langham, Portland Pl., London W1A 1AA. Tel: (01) 580-4468. Cable: BROADCASTS. Telex: 265781. Chief Exec.: Alan Bilyard; A&R Mgr.: Mike Harding; Sales & Mktg. Mgr.: James Fleming; Bus. Affairs Mgr.: Mehmet Arman.

Labels: (Owned) Artium, BBC, Beeb.

B B J Int'l, 10-12 Carisle St., London. Tel: (01) 734-4000. Telex: 27778. Group Mng. Dir.: Stephen Bankier-Jukes; Gen. Mgr.: Bob Fisher.

Labels: (Owned) BBJ Int'l, Peach River, Underworld; (licensed foreign) Rag Baby (USA), Waterhouse (USA).

B & C Rec's Ltd., 326 Kensal Rd., London W10 5BL. Tel: (01) 969-6651. Telex: 261500. Financial Mgr.: Richard Tan; Gen. Mgr.: Richard Samsem; Sales Mgr.: Steven Carr.

Affiliated firm: Saga Recs. Ltd.

Labels: (Owned) B&C, Mooncrest.

B G S Prod'ns Ltd., Newtown St., Kilsyth, Glasgow, Scotland. Tel: (0236) 821081. Mng. Dir.: W.B. Garden; Pub./Promos. Exec.: Dougie Stevenson.

Labels: (Owned) BGS Chord, Country House.

B G S Prod'ns Group, Superfly House, Camden High St., London NW1. Tel: (01) 388-5959/5950. Mng. Dir.: B.G. Sullivan; Dir.: J. Scrase.

Labels: (Owned) BGS, Libra Int'l.

B P M, PO Box 40, Hounslow, Middx. TW4 5DH. Tel: (01) 570-9495. Chief Exec.: N. Todd.

B T W Rec'd Music Library, 125 Middleton Rd., Wood Green, London N11 4NG. Tel: (01) 888-6655. Drs.: John Ross Borthwick, R.J.T. Borthwick.

Baal Recs. Ltd. (IFPI), 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Cable: BAALON LDN W2. Telex: 25836. Mng. Dir.: Colin J. Brain; A&R: Jay Shotam. (Also see Collins Int'l)

Labels: (Owned) Baal, Best of Everything, Roots.

Bach Collectors, see Oryx.

Badge Recs., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Cable: CARLSONG. Telex: 267488. Mng. Dir.: Freddy Bienstock; A&R: Robert Brenstock.

Bam-Caruso, see Waldo's.

Bandleader Recs., 7 Garrick St., London WC2E 9AR. Tel: (01) 240-0658.

Cable: VALGROUP. Mng. Dir.: Jed Kearse; Execs.: John Nice, Martin Grinham, Pat Seward.

Labels: (Owned) Bandleader Brass, Bandleader Military.

Banners & Bonnets, see Word.

Barak, see President.

B. McCall Barbour, 28 George IV Bridge, Edinburgh, Scotland. Tel: (031) 225-4816. Mng. Partner: T.C. Danson-Smith. (Distributor/Importer).

Paul Barrett Rock 'n' Roll Ents., 15 Albert Crescent, Penarth, South Glamorgan, South Wales. Tel: (0222) 704279. Chief Exec. & A&R Dir.: Paul Barrett.

Labels: (Owned) Tough Enough.

Barry Prod'ns Ltd., 35 Windmill St., London W1P 1HH. Tel: (01) 631-1379. Drs.: Barry Kingston, John Carter.

Labels: (Owned) Casino Classics, Contact, RK; (licensed) OBM, Sunny, Bartlett Bliss Prod'ns, 39 Warwick Gardens, London W14 8PH. Tel: (01) 603-2451. Mng. Dir.: Peter Bartlett; Gen. Mgr.: Barbara Bliss.

Label: Tellastory.

Basic Recs., 6 Pembridge Rd., London W11. Tel: (01) 221-1522. Telex: 8955594. Chief Execs.: John Telfor, Eileen Treacy; Gen. Mgrs.: Matthew Flowers, John Cefai.

Beeb, see BBC.

Beeswing, see Broadside.

Beggars Banquet Recs. Ltd., 17-19 Alma Rd., London SW18. Tel: (01) 870-9912. Telex: 915733. Mng. Dir.: Martin Mills; Sales Mgr.: Steve Webbon.

Labels: (Owned) Beggars Banquet, Don't Fall Off The Mountain, 4 AD, Situation 2.

Bell, see Ariola/Arista.

Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6 9QT. Tel: (01) 624-7785. Mng. Dir.: Ivan Berg; Gen. Mgr.: Robert Nichol.

Labels: (Owned) Chiron, Ivan Berg.

Best of Everything, see Baal.

Be Your Own Record Company, see Neat.

Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dir.: K.H. Bourke-Borrowes; Gen. Mgr.: M. Shepherd; Sales Mgr.: G. Pearman.

Labels: (Owned) Bibi, High Life, Orchid.

Big Bear Recs., 190 Monument Rd., Birmingham B16 8UU. Tel: (021) 454-7020. Cable: BEARSONGS. Mng. Dir.: Jim Simpson.

Labels: (Owned) Big Bear, Grandstand, Truckers Delight.

Big Beat, see Ace.

Big Ben, see Tangent.

Big Boy Recs., 5 Doricote Rd., London SW18. Tel: (01) 870-1683. Pres. Pierre Tubbs.

Big Muff Recs., 12 Spains Hall Place, Woodlands Basildon, Essex. Tel: 282637. Chm.: Graham Smith; Gen. Mgr.: Geoff Philpot; Sales Mgr.: Lucy Smith.

Labels: (Owned) Big Muff, Melody Rose.

Billy Goat, see Chick-A-Boom.

Birds Nest, see Happy Face.

Black Crow, see Mawson Warehouse.

Black Gold Rec. Prod'ns Ltd., Black Gold Studios, 73A Glasgow Rd., Blanehead, Glasgow, Scotland G63 9HY. Tel: (0360) 70177. Drs.: Ian & Eric McCrede; Sales Mgr.: Steve McLean.

Labels: (Owned) Black Gold, Quick Silver.

Black Lion Recs., (Phonoco Ltd.), 16 Castelnau, Barnes, London SW13 9RU.



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Tel: (01) 741-3608. Telex: 261507 (3949). Mng. Dir.: Alan Bates.
 Labels: (Owned) Black Lion, Freedom.

Black Mountain Recs., PO Box 207, Mumbles, Swansea, Wales. Tel: (0792) 43984. Mng. Dir.: M.D. Evans.

Black Music National Dist'n., 44 Cloudestdale Rd., Tooting, London SW17. Tel: (01) 223-6543. Chm.: Oscar Carroll. (Distributor)

Black Panther Recs., 112 Sunney Gardens Rd., London NW4. Tel: (01) 203-1324. Chief Exec.: John Stedman; Sales Mgr.: K. Pryor.

Blank, see Dansan.

Terry Blood (Recs.) Ltd., Rosevale Rd., Units 18/20, Chesterton, Newcastle-Under-Lyme, Staffs. Tel: (0782) 620-321. Telex: 367106. Chief Exec.: Terry Blood; Gen. Mgr.: Graham Vernon. (Distributor/Importer)

Blue Inc. Recs. Ltd., 155 Church St., London W2 1NA. Tel: (01) 723-9090/6561. Mng. Dirs.: Billy Russell, Billy Carruthers.
 Labels: (Owned) Blue Inc. Index.

Blue Moon, see Magnum Force.

Blueprint Recs., 752 Kelvin Grove, Sandford, Newcastle. Tel: (0632) 812-377. 612-849. Prime Co-ord.: Mike Maurice; Promos. Mgr.: Tony Glover.
 Labels: (Owned) PRT Recs.

Blueyunes Prod'n's Ltd., 21 Fallowfield, Stanmore, Middx. HA7 3DF. Tel: (01) 954-7054. Cable: BLUTUNES. Telex: 28526.

Bond Street Music Ltd., 100 New Bond St., London W1Y 9LG. Tel: (01) 629-5454. Mng. Dir.: Stanley Simmonds; Gen. Mgr.: Norman Austin. (Importer)

Labels: (Licensed foreign) Pantom, Supraphon (both Czechoslovakia).

Boring Recs., 23 Dalkeith Ave., Bishopbriggs, Glasgow, Scotland. Tel: (041) 772-2290. Mng. Dir.: Graham Scott; Dirs.: Stan Workman, Dougie Burns.
 Boulevard, see Saga.

Bricyard, see Rondecrist.

Bridge House Recs. Ltd., 23 Barking Rd., Canning Town, London E16. Tel: (01) 476-2889. Pres.: Chris Thompson; Gen. Mgr.: Terence Murphy; Sales Mgr.: Colin Barton; Admin. Mgr.: John McGeary.

Bright Music & Recs., 34/36 Maddox St., London W1. Tel: (01) 408-0288. Mng. Dir.: Martin Wyatt; Gen. Mgr.: Sue Carling.

Britannia Music Co. Ltd. (IFPI), 60-70 Roden St., Iford, Essex IG1 2AE. Tel: (01) 553-3333. Cable: ACBLON. Telex: 896073. Mng. Dir.: John Nelligan; Financial Dir.: Roy Darling; Mktg. Mgr.: Nick Wright.
 Labels: (Owned) Britannia.
 Note: Direct marketer/distributor for PolyGram group and third party labels.

Britannia Recs., 32 Thames Court, Victoria Ave., Hurst Park. Tel: (01) 979-0914. Chief Exec.: Michael D. St. Clair, M. Miller.

Broadcast Recs. Ltd., 51 Rossiter Rd., London SW12. Tel: (01) 675-1832. Cable: REDFOX. Mng. Dir.: Tim Hodgkinson; Gen. Mgr.: Henry Cow.
 Broadside Recs., Studley House, Limes Rd., Tettenhall, Wolverhampton WY6 8RB. Founder: Jon Raven.
 Labels: (Owned) Beeswing, Jester's Court.

Bronze Recs. Ltd., 100 Chalk Farm Rd., London NW1 8EH. Tel: (01) 267-4499. Cable: HITMUSIC. Telex: 261653. Mng. Dir.: Gerry Bron; Gen. Mgr.: Robert Lemon; Int'l Co-ord.: Gordon Simpson. (Licensed to Polydor)

Harvey Buat, 84 Church St., London NW8. Tel: (01) 724-3711. Dir.: Alan Taub. (Distributor/Importer)
 Label: Merryman-REC (Barbados).

Buena Vista, see Walt Disney.

Buffalo, see Dawn.

Bulldog Recs. (IFPI), PO Box 130, Move, East Sussex BN3 6QU. Tel: (0273) 550088. Cable: KRUGERENTS. Telex: 877050. Chief Exec.: Jeffrey S. Kruger; Mng. Dir.: Leslie Lewis; Creative Affairs: Howard Kruger; Shipping Mgr.: Ray Finella; Royalties & Licensing: Margaret Brace. (Licensed to President)

Labels: (Owned) Bulldog, Ember, Energy, Great Voices of the Century, Bullet, see Neon.

Bullet Int'l, see Neon.

Bullseye Recs., AIR House, Spennymore, Co. Durham. Tel: (0388) 814-632. Chief Exec.: Colin Pearson, John Wray; Gen. Mgr.: Loyd Smith; Sales Mgr.: A.P. Blackett.

Bungey Banker-Jukes Int'l Ltd., see BBI Int'l.

Burning Rome Recs., 25 Denmark St., London. Tel: (01) 240-7443. Dir.: Terry Razor; Gen. Mgr.: Kirk Brandon; Sales Mgr.: A. Newmanberry. (Licensed to Sire)

Labels: (Owned) Burning Rome, SS, Test Pressing.

Butt Recs. Ltd., 27 Aylmer Rd., Shepherds Bush, London W12 9LG. Tel: (01) 749-2376. Telex: 267431. Mng. Dir.: Brian Leaf.
 Labels: (Owned) Butt.

By-Pass Recs. Ltd., 27-29 Portland St., Kilmarnock, Scotland. Tel: (0563) 36280. Telex: 777425. Mng. Dir.: Ken Richardson; Gen. Mgr.: Inez Richardson; Sales Mgr.: Humby Stuart. (Distributor/Importer)

C B S Recs. (IFPI), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable: COLRECORD. Telex: 24203. Chm.: Maurice L. Dberstein; Mng. Dir.: David Betteridge; Sr. Dir.: Tony Woolcott; UK A&R Dir.: Muff Winwood; Int'l A&R Dir.: Peter Robinson; Comm'l Dir.: Jack Florey; Finance Dir.: John Field; Sales Dir.: John Mai; Bus. Affairs Dir.: Tim Bowen; Admin. Dir.: John Brooks; Sec'y: Veski Avni.
 Labels: (Owned) CBS, Epic, Embassy, Odyssey, Portrait; (Licensed) Blue Sky, Caribou, Full Moon, Kaleidoscope, Kirshner, Monument, Mums, Nemperor, Ode, Philadelphia Int'l, Pretode, TK, Tabu, Unlimited Gold.

C M C Recs. Ltd., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Cable: CARLSONG. Telex: 267488. Dirs.: Frederick & Miriam Biens-tock, R. Derek Knibb.

C R C, see Outlet.

C R D Recs. (IFPI), PO Box 26, Stanmore, Middx. HA7 4XB. Tel: (01) 958-7695. Chief Mng. Dir.: Graham Pouncefort; Gen. Mgr.: Simon Lawman.
 Cactus, see Creole.

Cadillac Music & Recs., 180 Shaftesbury Ave., London WC2H 8SJ. Tel: (01) 836-3646. Proprietor: John Jack.

Calibro, see PRT Recs.

Calibro/Plus, see PRT Recs.

Cambridge Classical Recs., 5 King's Parade, Cambridge, CB2 1SJ. Tel: (0223) 350-565. Mng. Dir.: Edward Turner; Dir.: Christopher Hills.

Camden, see RCA & Pickwick Int'l.

Canaan, see Word.

Candlelight, see Audio Visual Library.

Candle Music Ltd., 20 Kidare Gardens, London W2 5LU. Tel: (01) 221-5521. Chm.: S. Spyropoulos; Gen. Mgr.: Tony Satchell.
 Label: (Owned) Gun.

Canofan, see Oryx.

Canterbury Pop Recs., 13 Long Port, Canterbury. Tel: (0227) Canterbury 56172. Chief Exec.: David R. McRollerson; Gen. Mgr.: H.C.D. Sparks.
 Cantio, see Plankton.

Capitol, see EMI.

Capricorn, see Polydor.

Capstan Music, 26A Dunraven Rd., London W12 7QZ. Tel: (01) 740-8126. Chief Exec.: Richard Freemantle, Chris Williams, Paul Jenkins, Belinda Fostekew.

Dave Carey, 1b Mitcham Ln., Streatham, London SW16. (Distributor/Importer)

Carnaby Recs. (div. of Mervyn Conn Org.), MC House, 14 Orange St., London WC2. Tel: (01) 930-7502. Telex: 23343. Mng. Dir.: Mervyn Conn.
 Labels: (Owned) Carnaby, Nashville Int'l.

CAROLINE EXPORTS LTD., 56 Standard Rd., London NW10 6ES. Tel: (01) 961-2919. Telex: 22164. Telex: (01) 961-1873. Int'l Sales Dir.: Jonathan Gilbride; Sales Mgr.: Tony Harris. (Distributor/Importer/Exporter). (SEE ADVERTISEMENT)

Carriere Recs. UK Ltd. (IFPI), 22 Queen St., Mayfair, London W1. Tel: (01) 493-7406. Telex: 8953657. Mng. Dir.: Freddy Cannon; Gen. Mgr.: Peter Hinton.

Carrot, see MoLa.

Casablanca, see Phonogram.

Cascade, see Ace.

Casino Classics Recs., 3 Pennington St., Hindley, Wigan, Lancs. WN2 3AH. Tel: (0942) 57430. Mng. Dir.: Russ Winstanley. (Also see Barry Prod'n's)

Cassette Developments (Audiovision) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Cable: MICRONETIC. Tel: 8813481. Gen. Mgr.: Roger E. Underwood.
 Labels: (Owned) Coronet, Coronet Philharmonic.

Castle Recs., The Castle, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Chief Exec.: O. Hughes; Gen. Mgr.: S.P. Millard. (Also see LE)

Labels: Castle, Nelson.

Casual Discs, see Street Tunes.

Cavalis Ltd., 82 Rivington St., London EC2. Tel: (01) 739-8116. Telex: 27950. Chief Exec.: D.A. Robinson.
 Labels: Cavalis, Matasick.

Celebration Servs., 57 Dorchester Rd., Lytchett Minster Poole, Dorset BH16 6JE. Tel: (0202) 623651. Cable: CELSERV. Mng. Dir.: Thomas Lees; Gen. Mgr.: Deborah Thorpe; Sales Mgr.: Rowena Gore. (Distributor/Exporter)
 Label: (Licensed) Fisherkil.

Celebrity, see AC & RCA.

Celestial Sound Prod'n's, 28 South Villas, London NW1. Tel: (01) 485-0269. Mng. Dir.: Ron Warren Ganderton.
 Labels: Celestial Sound, Sound Ceremony.

Cells Recs., 220 West End Ln., London NW6. Tel: (01) 286-2543. Chief Exec.: Geoff Mann.

Challenge Recs. Ltd., 262 Holloway Rd., London N7. Tel: (01) 609-7017. Chm.: Andrzej Sojka; Gen. Mgr.: Richard Miller; Sales Mgr.: Richard de Jongh.
 Labels: (Owned) Anytime, Challenge.

Chameleon Recs., 19 S. Molton St., London W1. Tel: (01) 629-9719. Telex: 261805. Mng. Dir.: Mike Loveday.

Champ Recs., Home Mead, Birmingham Rd., Blackminster, Evesham WR11 5TD. Tel: (0386) 831535. Mng. Dir.: Richard de Sylva.
 Labels: (Owned) Champ, Platform.

Chandos Recs. Ltd. (IFPI), 41 Charing Cross Rd., London WC2. Tel: (01) 437-1448/1522. Telex: 27950. Rf. 195. Mng. Dir.: Brian Couzens; Gen. Mgr.: Ralph Couzens; Sales/Mktg. Mgr.: Janet Osborn.
 Labels: (Owned) Chandos Digital, Chandos Super Analog.

Charisma Recs. Ltd. (IFPI), 90 Wardour St., London W1. Tel: (01) 434-1351. Telex: 21315. Pres.: Tony Stratton-Smith; Mng. Dir.: Brian C.A. Gibbon.

Charly Recs. Ltd. (IFPI), 156-166 Elderton Rd., London SE15 1NT. Tel: (01) 639-8603. Telex: 8953184. Chm.: Jean Luc Young; Gen. Mgr.: Joop Visser; Prod. Mgr.: Cliff White; Sales Mgr.: Michael E. Goldsmid; Finance Admin. Dir.: Pat Evans.
 Labels: (Owned) Affinity, Charly; (Licensed domestic) See For Miles; (Licensed foreign) Atomic Art, Baron, Bethlehem, Celuoid, Chief/Age, Cobra/USA, Jewel, Paula, Plantation, Red Bird/Blue Bird, Ronn, SSS Int'l, Sansu, Sun, Vee Jay, Jerry Williams Jr. (all USA); Charly Int'l (Denmark), Rockhouse (Netherlands).

Cheapskate Recs., 35 Portland Pl., London W1. Tel: (01) 637-2111. Telex: 25929. Mng. Dir.: Chas Chandler. (Licensed to RCA)

Cherry Red Recs. Ltd. (IFPI), 53 Kensington Gardens Square, London W2 4BA. Tel: (01) 229-8854. Telex: 943763. Mng. Dir.: Iain McRay; A&R: Mike Alway; Press Officer: Simon Turner; Int'l Mgr.: Juliet Howley.
 Labels: (Owned) Anagram, Cherry Red, Cathedral, Laker, Passion; (Licensed) City, Heartbeat, Pipe.

Chevron, see Multiple Sound.

Chick-A-Boom Ltd., The Record Shop, West St., Sutton, Surrey SM1 1SG. Tel: (01) 643-1918. Gen. Mgr.: Chris Barnsby.
 Labels: (Owned) Billy Goat, Chick-A-Boom, Jon.

Children's Music Co., 2 Darby Crescent, Sunbury-on-Thames, Middx. Tel: (76) 82358. Chief Exec.: Bob Britton, Ernest Burden.
 Label: Golden Wand.

Chips, 19 Upper Brook St., London W1. Tel: (01) 409-3277. Telex: 267310. Label Mgr.: Mike Evans.
 Chiron, see Ivan Berg.

Chiswick Recs. (IFPI), 132-134 Grafton Rd., London NW5. Tel: (01) 267-5192. Telex: 893805. Mng. Dirs.: Roger Armstrong, Trevor Churchill; Gen. Mgr.: Ted Carroll. (Licensed to EMI)
 Labels: (Owned) Chiswick, Swift.

Chord, see BGS.

Chrysalis Recs. Ltd. (IFPI), 12 Stratford Place, London W1. Tel: (01) 408-2355. Telex: 21753. Joint Chm.: Chris Wright, Terry Ellis; Mng. Dir.: Doug D'Arcy; Dir.: Terry Connolly; A&R Dir.: Roy Eldridge; Financial Dir.: Nigel Butterfield; Int'l Dir.: Des Brown.
 Labels: (Owned) Air, Chrysalis, Reformation, Two Tone.

Circle in the Square Recs., 49 Derby St., Kelvingrove, Glasgow, Scotland. Tel: (041) 334-5099. Chief Exec.: Brian Young; Sales Mgr.: Alison Bye.
 City, see Cherry Red.

Clare, see Ace.

Classics For Pleasure, see Music For Pleasure.

Clay Recs. Ltd., 26 Hope St., Hanley, Stoke-on-Trent, Staffs. Tel: (0782) 273324. Dirs.: Mike Stone, John Spencer.

Climax Org. Ltd., 2 Bywater St., Chelsea, London 4XD. (01) 584-1896. Telex: 922488/155. Chm.: John Norwell; Gen. Mgr.: Stephen Jensen; Sales Mgr.: Linda Stewart. (Distributor)

Cloud 9 Prod'n's Ltd., Music House, 1 SD, Stoppage Ln., Simonswood, Liverpool L33 4YA. Tel: (051) 548-9690. Mng. Dir.: Mike Glasspoe; Prod'n Dir.: Paul Lewis; Mktg. Dir.: Dave Preston.

Clubland, see Stuart Johnson.

Clyde Factors (Electrical) Ltd., 79 Washington St., Glasgow G3 8BD. Tel: (041) 221-9844. Chm. & Mng. Dir.: Edward Woolfson; Dir.: Michael Woolfson. (Distributor)

Coast Recs., The Music Works Studios, 23 Bennell Rd., London N7. Tel: (01) 609-1377. Mng. Dir.: Kevin Wyatt-Lown.

Cobra, see EMI.

Cocoteau Recs., PO Box 134A, Thames Ditton, Surrey KT2 0TY. Tel: (01) 398-6413. Chief Exec.: Mark Rye.
 Collector, see PRT Recs.

Collectors Choice, see Response.

College Jazz USA, 65 Hundred Acre Rd., Sutton, Coldfield, West Midlands B74 2LB. Tel: (021) 353-2246. Owner: John R. Killock.

Collins Int'l, 25 Park Way, Burnt Oak, Edgware, Middx. Tel: (01) 951-3177 952-2776. Telex: 894152. Mng. Dir.: Jeffrey Collins.
 Labels: (Owned) Dance Floor, Echo, VS, Vsta Sounds; (Licensed foreign) Midnight Rock (Jamaica).

Colophon, see Audio Visual Library.

Colortone Rec. Co. Ltd., The Studio, 69 Dukes Ave., New Malden, Surrey. Tel: (01) 942-1347. Mng. Dir.: Sissy Jackson; Gen. Mgr.: David Brown; Sales Mgr.: Michael Fletcher.
 Labels: (Owned) Colortone, Spectrum.

Columbia, see EMI.

Confier Recs. (John G. Deacon Ltd.) (IFPI), Horton Rd., West Drayton, Middx. UB7 8NP. Tel: (08954) 47707. Telex: 27492. Mng. Dir.: John G. Deacon; Sales/Mktg. Dir.: Alison Wenham; Accountant & Co. Sec'y: D. Godfrey; Dist'n Dir.: P.J. Smith.
 Labels: (Owned) Confier; (Imported-exclusive) Arion (France), Bluebell (Sweden), Bourg (France), CDA (France), Caprice (Sweden), Cellier (Switzerland), DRG (USA), EMI imports, Erato (France), Jecklin (Switzerland), Nonesuch (USA), Playsound (France), RCA (Germany), Sonodisc (France), Sterling (Sweden), Swedish Radio (Sweden).

Contact, see Barry.

Contour, see Pickwick.

Coombe Music Int'l, 30 Lingfield Rd., Wimbledon, SW19. Tel: (01) 947-0191. Telex: 8951532. Mng. Dir.: G. Jones.
 Labels: (Owned) AVM, Starblend.

Cornerstone, see Symphonia.

Coronet, see Cassette Developments.

Coronet Philharmonic, see Cassette Developments.

Cosmopolitan, see Oryx.

Cotillion, see WEA.

Country & Eastern, see Phoenix.

Country House, see BGS.

Country & Western Imports, see Jazz Imports.

Crash, see Satrl.

Crazy Viking, see Young Blood.

Cream, see Global Rec. Sales.

Creole Recs. Ltd., 91-93 High St., Harlesden, London NW10. Tel: (01) 965-9223. Cable: CREHMUS. Telex: 28905. Mng. Dir.: Bruce David White; Gen. Mgr.: Anne Plaxton; Sales Mgr.: David Brooks.
 Labels: (Owned) Cactus, Creole, Polo, Savannah, Stag. (Licensed foreign) Dynamic (Jamaica), Ecstasy, Rhino.

Crommirec, 51 Court Lodge Rd., Horley, Surrey. Tel: (073-784) 3932. (01) 588-8846. Owner: Jim Graham; Gen. & Sales Mgr.: Pete Kunzter.

Crucial, see Rondecrist.

Cruise Recs., 275 Kensal Rd., London W10 5BD. Tel: (01) 969-3719. Dirs.: Paul Wateridge, David Hendley.
 Crystal, see President.

Cube Recs. Ltd., Essex House, 19/20 Poland St., London W1V 3DD. Tel: (01) 734-8121. Cable: SEXMUS. Telex: 22701. Mng. Dir.: David Platz.
 Labels: (Owned) Cube, Electric, Fly.

Custom, see Zero.

D C L, see Discourses.

D C M, see Discourses.

D C D, see Discourses.

D D P, see Hammer.

D G, see Polydor.

D1 Music (IFPI), 13 Bank Square, Wilmshw, Cheshire SK9 1AN. Tel: (0625) 527844. Cable: HMDISC. Telex: 635091. Mng. Dir.: Irving Wilson; Gen. Mgr.: Lesley J. Thompson; Sales Mgr.: I.T. Wilson.
 Labels: (Owned) Euroson; (Licensed foreign) Bagatelle (France), MCR (Netherlands), Dpus (Czechoslovakia).

D J M Recs. Ltd. (IFPI), James House, 5 Theobald's Rd., London WC1X 8SE. Tel: (01) 242-6886. Cable: DEJAMUS. Telex: 27135. Mng. Dir.: Stephen James; Bus. Affairs Co-ord. Paul M. Davis; Promo. Mgr.: Roger Bolton.
 Labels: (Owned) DJM.

D T P Inc./Vanessa Music & Recs., 86 St. Bernard's Rd., East Ham, London E6 1PE. Tel: (01) 472-9682. Mng. Dir.: Don Todd; Sr. Eng.: Peter Copeland.
 Labels: (Owned) Vanessa.

Daddy Kool, 94 Dean St., London W1. Tel: (01) 437-3535, 734-5920. Owner: M.K. Stone; Gen. Mgr.: R. Harris.

Damont Recs. (Sales) Ltd. (IFPI), Blyth Rd., Hayes, Middx. UB3 1BY. Tel: (01) 573-5122. Telex: 934076. Comm'l Dir.: Frank Pearce.
 Labels: (Owned) Happy House, Stereo God Award.

Dance Floor, see Collins Int'l.

Dansan Recs. Theatreland Ltd. (IFPI), 14 Soho St., London W1V 6HB. Tel: (01) 437-2245. Mng. Dir.: David Marcus; Gen. Mgr.: Tommy Sanderson; Sales Mgr.: Bob George.
 Labels: (Owned) Blank, Dansan, Leisure, Diver "D".

Dart, see President.

Fergus Davidson Assocs. Ltd., 1 Benham Ln., Croydon, Surrey CR0 2RU. Tel: (01) 689-6824. Cable: TRIMULGER. Telex: 28905. Chm. & Mng. Dir.: Fergus Davidson. (Distributor/Importer)

Dawn Promotions & Agency Ltd., 10 St. Mary's Hill, Stamford, Lincs. PE9 2DP. Tel: (0780) 51736. Mng. Dir.: Ken Cox; Gen. Mgr.: Mrs. W.A. Cox; Sales Mgr.: Miss J. Horsley.
 Labels: (Owned) Buffalo, Soul Stop, Weasel.

Dayspring, see Word.

Decca Recs. (UK), see London.

Decca Int'l (IFPI), 1 Rockley Rd., London W14 0DL. Tel: (01) 743-9111. Cable: DECCORD. Telex: 23533. Pres.: Reinhard Klassen; VP: Ray Minshull; Int'l Dpps & Pop Mktg. Mgr.: Marcel Stelmans; Classical Mktg. & Artist Relations Mgr.: David Rickerby; Classical Promos. Mgr.: John Kehoe; Direct Outputs & Special Projects Mgr.: Charles Shiddell; Rec'g Mgr.: Tom Stephenson; Financial Controller: Jeff King; Legal & Bus. Affairs Advisor: Hugh Sebag-Montefiore.
 Labels: (Owned) Ace of Clubs, Ace of Diamonds, Argo, Decca, Deram, London, L'Esque Lyre, Threshold, Vocalion.

December Songs, 42 Park View Rd., Neasden, London NW10 1AL. Tel: (01) 450-5987. Gen. Mgr.: Todd Lutterford.
 Labels: (Owned) December Songs, Vasko, Waiting-In-Vain.

Deletions Ltd., Unit 16, Piccadilly Trading Estate, Manchester M1 2NP. Tel: (061) 273-7307. Contact: Michael Bates. (Distributor/Importer)

Delos Music, 182 Lansbury Dr., Hayes, Middx. Tel: 573-6299. Dir.: Pat Lynn; Gen. Mgr.: Richard Benjamin.

Deluge, see Parmote.

Dema Directions Ltd., 18 West Mall, Clifton, Bristol BS8 4BQ. Tel: (0272) 35994, 35867. Chief Exec.: Dennis Ackerman; Gen. Mgr.: Shirley Ackerman; Sales Mgr.: Dennis Mann.
 Labels: (Owned) Firebrand, Great Western.

Chris Denning Ltd., 418 Poole Rd., Parkstone, Poole, Dorset BH12 1DF. Tel: (0202) 761859. Mng. Dir.: Chris Denning; Sec'y: M. Denning.
 Label: Live Wire.

- Denver Recs., 87 Carlton Ave. W., North Wembley, Middx, HA0 3RB. Tel: (01) 908-0187. Owner: John McCauley.
- Deptford Fun City, see Independent Rec. Labels.
- Deram, see London.
- Derry, see Outlet.
- Deutsche Grammophon, see Polydor.
- Dindis Ltd., 61-63 Portobello Rd., London W11 3DD. Tel: (01) 221-7535. Telex: 27542. Mng. Dir.: Carol Wilson; Mktg. Mgr.: Nicky Davies; Art Dir.: Peter Saville; Promo. Mgr.: Donna Thompson.
- Label: (Licensed) Snaitch.
- Dingle's Recs. Ltd., 322 Whitchurch Ln., Canons Park, Edgware, Middx. Tel: (01) 952-3551. Chief Exec.: R.L. Holt.
- Discourses Ltd., 36 Crescent Rd., Tunbridge Wells, Kent TN1 2LZ. Tel: (0892) 26397. Mng. Dir.: Robert F. Hardcastle; Gen. Mgr.: A.H. James.
- Labels: (Owned) ABK, ABM, DCL, DCM, DCO.
- Discovery Recs., Stoke Cottage, 107 Broad St., Beechingsstoke, Pewsey, Wiltshire. Tel: (067285) 406. Telex: 444275. Mng. Dir. & Gen. Mgr.: Mike Cox. (Distributor/Importer)
- Disco Int'l., 29 Riding House St., London W1. Tel: (01) 637-9099. Chief Exec.: Peter J. Scally.
- Labels: (Owned) Discs Int'l., Limited Edition.
- Disneyland, see Walt Disney.
- Walt Disney Prods'n Ltd., 31-32 Soho Square, London W1V 6AP. Tel: (01) 734-8111. Telex: 21532. VP/Joint Mng. Dir.: Keith Bales.
- Labels: (Owned) Buena Vista, Disneyland.
- Do It Recs. Ltd., 81 Harley House, Marylebone Rd., London NW1 5HT. Tel: (01) 486-3602/8855. Telex: 21879. Dir.: Ian Tregoning; Gen. & Sales Mgr.: Pete Dolan.
- Labels: (Owned) Do It; (Licensed) Dread At The Controls, Ralph (USA).
- Dolt, see Rare Rhythm.
- Domino, see Tabitha.
- Don't Fall Off The Mountain, see Beggars Banquet.
- Don't Panic Prods'n Ltd., Rush Release House, 65 Bedford Hill, London SW12 9HA. Tel: (01) 675-4918. Dirs.: Ian & Nick Titchener.
- Labels: (Owned) Athena, Don't Panic, Rush Release, Titch-Tunes.
- Dorian, see Emblem.
- Double D Prods'n Ltd., 11 Oxford Circus Ave., 231 Oxford St., London W1. Tel: (01) 437-4492. Mng. Dir.: Dave Dee.
- Labels: Double D, Fatal Charm, His Master's Vice.
- Double Gold, see President.
- Double Up, see EMI.
- Dove, see Kingsway.
- Dox, see Neon.
- Dread at the Controls, see Do It.
- Ducktail, see Phoenix.
- Duo, see Meridian.
- E G Recs. Ltd., 63A Kings Rd., London SW3 4NT. Tel: (01) 730-2162. Telex: 919205. Dirs.: Samuel G. Alder, Mark A. Fenwick.
- E M I Music Ltd., 30 Gloucester Pl., London W1A 1ES. Tel: (01) 486-6022. Cable: EMIGREAT. Telex: 8953682. Pres. & Chief Operating Officer: Ken East; Int'l Mng. Dir.: Alan Bozer; Finance Dir.: Tony Todman; Bus. Affairs & Copyright Dir.: Malcolm Brown; Mfg. & Dist'n Resources Dir.: Curt Kendall; A&R & Mktg. Dir.: Helmut Fest; Sales Dir.: Cliff Busby; Personnel Dir.: Allen Harford; Int'l Licensee Controller: Ken Butcher; Int'l Repertoire Controller: Ron Harris.
- Note: Controls & coordinates EMI Music companies outside North America & Japan.
- E M I Recs. (UK) (IFPI), EMI House, 20 Manchester Square, London W1A 1ES. Tel: (01) 486-4488. Cable: EMIRECDD. Telex: 22643. Mng. Dir.: Peter Jamieson; Finance Dir.: Mike Burgess; Mktg. & Promo. Dir.: Peter Buckleigh; A&R Dir.: John Cavanagh; Int'l Ops Dir.: Richard Lytfeleton; Bus. Affairs Dir.: Roger Drage; Pub. Exec.: Brian Southall; Planning & Research Mgr.: Simon Iskander; Sales Gen. Mgr.: Andy Trotter; EMI Music Video Gen. Mgr.: Geoff Kempin.
- Labels: (Owned) Ardech, Capitol, Cobra, Columbia, Double Up, EMI, EMI America, EMI Digital, EMI Int'l, Encore, Executive, HMV, Harvest, Liberty, Note, Nut, Odeon, One Up, Parlophone, Regal Zonophone, Sidewalk, Starline, Talisman, Waverley; (Licensed) Chiswick, Island, Rolling Stones, Tammi.
- E R C Recs. Ltd., 26 S. Molton St., London W1. Tel: (01) 409-3122. Telex: 261507. Ref. 441. Contact: Marvin Howell.
- E S S P: Electronic Synthesizer Sound Projects, The Sound House, PO Box 37b, East Molesey, Surrey KT8 9JB. Tel: (01) 979-9997. Chief Exec.: Dave Townsend.
- Labels: (Owned) ESSP, Synthesizer, Synthesizer Experience.
- Eagle, see Legion & Salespeople.
- Earlobe Recs., 29-31 Oxford St., 5th fl., London W1. Tel: (01) 734-3793. Telex: 894785. Pres.: Larry Uttal.
- Ebony, see Neon.
- Ebony, see Pilgrim.
- Echo, see Collins Int'l.
- Peter Eden, 4 Cliff Ave., Westcliff-on-Sea, Essex SS0 7AJ. Tel: (0702) 48366. Mng. Dir.: Peter Eden; Gen. Mgr.: Glynn Eden.
- Effects, see Ronco.
- Electric, see Cube.
- Elektra, see WEA.
- Elite Recs. Ltd., 262 Holloway Rd., London N7 6NE. Tel: (01) 903-0305, 609-7017. Mng. Dir.: Andrzej Sojka; Gen. & Sales Mgr.: Richard Miller.
- Labels: (Owned) Elite, No; (Licensed) Attic Sound/Inner City (USA).
- Elkie Jay (Prods'n) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Telex: 896616. Mng. Dir.: Jack Applebaum; Gen. Mgr.: Paul Heeren; Sales Mgr.: Andy Sapel.
- Labels: (Owned) Elkie Jay, Jab; (Licensed domestic) Vu.
- Embassy, see CBS.
- Ember, see Bulldog.
- Emblem Recs. Ltd., 2 Bridge St., Strathaven, Stathclyde, Scotland ML10 6AN. Tel: (0357) 20386. Mng. Dir.: John McLarty; Sales Dir.: J. Houston Fyfe.
- Labels: (Owned) Dorian, Emblem, London.
- Emerald Recs. Ltd. (IFPI), 120 Coach Rd., Templepatrick, Ballyclare, County Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: George Doherty; PA: Valerie Mulholland.
- Labels: (Owned) Emerald, Great Bands, Mint, Mint Julep.
- Encore, see EMI.
- Energy, see Bulldog & President.
- English Folk Dance & Song Society, Cecil Sharp House, 2 Regent's Park Rd., London NW1 7AY. Tel: (01) 485-2206. Dir.: S.A. Matthews; Sales & Mktg. Mgr.: K.A.S. Barker.
- Enigma/Ampine Recs., 9 Beadon Rd., London W6. Tel: (01) 741-0011. Telex: 934386.
- Ensign Recs. Ltd., 3 Monmouth Pl., London W2. Tel: (01) 727-0527. Mng. Dir.: Nigel Grainge; Gen. Mgr.: Doreen Loader. (Licensed to Island)
- Enterprise Recs. Ltd., Unit 1B, 2 Faraday Way, Westminster Ind'l Estate, Woolwich SE 18. Tel: (01) 855-3421. Cable: KASSMUSIC. Mng. Dir.: Edward Kassner. (Licensed to RCA)
- Labels: (See President).
- Epic, see CBS.
- Era, see K-Tel.
- Esquire Recs. Talent Ltd. (IFPI), 185A Newmarket Rd., Norwich, Norfolk NR4 6AP. Tel: Norwich 51139. Chief Exec.: Peter Newbrook.
- Labels: (Owned) Esquire, Starline.
- Essex Rec. Dist. Ltd. (formerly Global Rec. Imports), Unit 4, Sheredays, 22 High St., Billericay, Essex. Tel: (02774) 56196. Chm. & Gen. Mgr.: W.B. Connell. (Distributor/Importer/Exporter)
- Eternal Ltd., 16 Benson St., Liverpool L1 2ST. Tel: (051) 708-0193. Label Mgr.: Peter Fulwell; Sales Mgr.: Steve Baher. (Licensed to WEA)
- Eurobeat (IFPI), 13 Bank Square, Widmslow, Cheshire SK9 1AN. Tel: (0625) 527844. Cable: IMDISC. Telex: 635091. Mng. Dir.: Irving Wilson; Gen. Mgr.: Lesley Thompson. (Distributor/Importer/Exporter).
- Euroson, see DI.
- Evangelical Rec's, 152 Rowhedge Rd., Rowhedge, Colchester, Essex CO5 7JP. Tel: (0206) 865769. Dir.: M. Lear.
- Evolution Recs., 48 Gloucester Square, London W2. Tel: (01) 402-9373. Dirs.: Johnny Jones, John Michel, Philip Lewis.
- Excaltiber, see Red Bus.
- Excelsus, see Oryx.
- Exclusive, see That's Entertainment.
- Executive, see EMI.
- Expan Mktg. Ltd., E. Marden, Chichester, Sussex PO18 9JE. Tel: (024359) 200. Telex: 86485. Dir.: Bill Waite. (Exporter)
- Exploited, see Supermusic.
- Exploring the World of Music, see Oryx.
- Eye-mark, see Berleebe.
- F-Beat, see WEA.
- F X Recs., 3 Muswell Ave., London N10. Tel: (01) 444-6870. Dirs.: Ken Gibson, Pat Crumly.
- Fable Recs Ltd., 50 Regents Park Rd., London NW1 7SX. Tel: (01) 586-5591. Telex: 299220. Gen. Mgrs.: Roger Whittaker, Irene Collins.
- Falcon, see Standard Pressing.
- Fame, see Music For Pleasure.
- Fanfare Recs., 1 Broomfield Close, Rydes Hill, Guildford, Surrey GU3 3AW. Tel: (0483) 61684. Mng. Dir.: L.G. Farley.
- Fast Product, 3/4 E. Norton Pl., Edinburgh, Scotland EH7 5DR. Tel: (031) 661-5811. Telex: 728186. Mng. Dir.: Robert F.J. Last; Gen. Mgr.: Hilary M. Morrison; Sales Mgr.: Sandy McLean. (Distributor).
- Fatal Charm, see Double D.
- Feelgood Recs. Ltd., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Cable: CARLSONG. Telex: 267488. Dirs.: Freddy Bienstock, R. Derek Knibb.
- Festival Recs. Int'l Ltd., 28 Harley House, Marylebone Rd., London NW1 5HF. Tel: (01) 935-3837. Telex: 51-269086.
- Fetish Recs. Ltd., 40 Denbigh St., Flat 3, London SW1. Tel: (01) 828-1978. Mng. Dir.: Rod Pearce; Gen. Mgr.: Steve Marshall.
- Fiction Recs., 46a Montagu Square, London W1. Tel: (01) 723-9269. Telex: 925859. Mng. Dir.: Chris Pary; Gen. Mgr.: Ita Martin.
- Fifth Column, see Graduate.
- Firebrand Recs., 18 West Wall, Clifton, Bristol BS8 4BQ. Tel: (0272) 35994. Mng. Dir.: D. Ackerman. (Also see Dema)
- First Heard, see Submarine.
- Fisherfolk, see Celebration.
- Fisher & Lane, 30 Limekiln Ln., Bridlington, North Humberside YO16 5TH. Tel: (0262) 76388.
- Flame, see Nimbus.
- Flamingo Recs., 14 New Burlington St., London W1. Tel: (01) 734-3251. Telex: 267488. Dirs.: Freddy Bienstock, R. Derek Knibb.
- Flapper, see Pavilion.
- Flashback, see PRT Recs.
- Flash Prods'n, 6 Holland Park, Basement Apt., London W11. Tel: (01) 229-0663. Mng. Dir.: Paul K. Walden.
- Fly, see Cube.
- Flying Disc, see JVC.
- Flying Ducks Prods'n, 204 Mitcham Ln., Streatham, London SW16 6NT. Tel: (01) 677-9883. Mng. Dir.: S. Jaffery; Gen. Mgr.: Angela Graham.
- Flying Recs., 1 Lower James St., London W1. Tel: (01) 734-8311. Telex: 24538. Chief Exec.: Paul K. Walden; Gen. Mgr.: John Cooper.
- Flyright Recs., 20 Endwell Rd., Bexhill-on-Sea, East Sussex TN39 3EP. Gen. Mgr.: W.J. Bruce Bastin.
- Labels: (Owned) Flyright; (Licensed) Magpie.
- Folk, see Outlet.
- Folktracks Cassettes, 2 Fircliff Park, Portishead, Bristol BS20 9HQ. Tel: (0272) 842209. Dir.: Peter Kennedy (Distributor)
- Folk Weave, see Zodiac.
- Fontana, see Phonogram.
- Food For Thought Recs. Ltd., Lynton House, 2nd fl., 7-9 Praed St., London W2. Tel: (01) 402-5820. Dirs.: Steve Mason, Martin Hooker.
- Foot 'n' Mouth, see Rondercrest.
- Forsyth Bros. Ltd., 126 Deansgate, Manchester M3 2GR. Tel: (061) 834-3261. Mng. Dir.: D.R. Loat; Sales Mgr.: Mrs. M. Tew.
- Fountain, see Retrieval.
- 4 AD, see Beggars Banquet.
- Frank Foy Songs, 19 Ethelbert Rd., Cliftonville, Cret CT9 1SH. Tel: (0843) 294128.
- Foyle, see Outlet Rec'g.
- Freedom, see Black Lion.
- Free Reed Recs./High Peak Prods. Ltd., Belper, Derby DE5 1BD. Tel: (077382) 7910. Mng. Dir.: Neil Wayne.
- Fresh Air Recs. Ltd. (div. of Tony Hall Group of Companies), 9 Carnaby St., London W1V 1PG. Tel: (01) 437-1958. Cable: TASTES. Mng. Dir.: Tony Hall; Promo.: Jeffrey Toms-Smith.
- Fresh Recs., 359 Edgware Rd., London W2. Tel: (01) 402-5485, 258-0572, 724-2377/2350. Telex: 896559. Gen. Mgr.: Alex Howe; Label Mgr.: Alan Hauser; Sales Mgr.: Charlie Chase; Import/Export Mgr.: Steve Brown.
- Labels: (Owned) Fresh; (Licensed domestic) Nighthawk.
- Fringe, see Hostage.
- From the Jazz Vault, see SP&S.
- Futurist, see Ultimate.
- G 1 Recs. Ltd., 37/39 Cockburn St., Edinburgh, Scotland. Telex: 727329. Mng. Dir.: Gordon Inglis. (Distributor/Importer)
- G M, see Riva & WEA
- G R P, see Arno/Arista
- G T D Recs. (IFPI), 37 Soho Square, London W1. Tel: (01) 439-8971. Telex: 24327. Mng. Dir.: Dick Leahy; Press Officer & Mktg. Dir.: Michael Peyton.
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Magnum Artists Prod'ns, Vivian House, 21 Market Hill, Southam, Royal Leamington Spa, Warwick, CV33 0AJ. Tel: (092681) 4642. Dirs.: Roger Upright, Mike Tobin.
Label: (Owned) MAP.

Magnum Force Recs. & Music Ltd., Coronation Suite, Shepperton Studio Centre, Shepperton, Middx TW17 0QD. Tel: (09328) 60363. Telex: 925079. Mng. Dir.: Adrian Owllett; Dir.: Nigel Molden; Label Mgr.: Sue Witham.
Labels: (Owned) Blue Moon, Magnum Force, Thunderbolt.

Maggie, see Flyright.

Manline Rec. Co. Ltd., 51 Leslie Park Rd., Croydon, Surrey. Tel: (01) 656-7919/8950. Telex: 22326. Mng. Dir.: Peter Collins; Int'l Sales Dir.: Stephen Biden; Accounts: Carole Knight; Warehouse Control: Roberto Cavallo.

Main Spring Recs., 2 Derby Crescent, Sunbury-On-Thames, Middx. Tel: (76) 82358. Dir.: Bob Britton.

MAKING WAVES LTD., 6-8 Aile St., London E1. Tel: (01) 481-9917. Telex: 896559. Chm.: Clive Dawson; Mng. Dir.: Dave Lawrence; Sales Mgr.: Barry Martin.
Label: (Owned) Spindrift. (SEE ADVERTISEMENT)

Marble Arch, see Pickwick.

Marshalls, see Pilgrim.

Marshall, Morgan & Scott, 1 Bath St., London EC1Y 9QA

The Martyrwell Music Co. Ltd., 40 Bramham Gardens, London SW5. Tel: (01) 370-5353. Chm.: N.J.W. Stewart.

Matastick, see Cavalis.

Matchbox, see Saydisc.

Matumbi, see Studio 80.

Mawson & Wareham (Music) Ltd., Heath House, 11 Blakett St., Newcastle-upon-Tyne. Tel: (0632) 326461. Mng. Dir.: Brian Mawson; Gen. Mgr.: Geoff Heslop; Sales Mgt.: George Mawson.
Label: (Owned) Black Crow, MWM, Rubber, Vanium.

Max's Kansas City, see President.

Mayhem, see Neon.

Mayns, see Tape-games.

Melody Rose, see Big Muff.

Mercedes Music Corp. (UK) Ltd., 54 Hanover Steps, St. George's Fields, London W2 2YG. Tel: (01) 724-1681, 954-4120. Telex: 24224 ref. 2722. Mng. Dir.: Colin Medlock; Gen. Mgr.: Bernard Bain.

Mercro, see Multiple Sound.

Mercury, see Phonogram.

Meridian Recs., PO Box 317, Eltham, London SE9 4SF. Tel: (01) 857-3213.
Chief Exec.: John Shuttleworth.
Label: (Owned) Duo, Meridian.

Metalbeat, see Virgin.

Metal Minded, see Neat.

Metal Rec'g & Publ'g Ltd., 75 Woodpark Dr., Knaresborough HG5 9DL. Tel: (0423) 863-776. Chief Exec.: Frank Stuart-Brown.

Midas, see Magnet.

MIDLAND REC. CO., Chase Rd., Brownhills, West Midlands WS8 6JT. Tel: (05433) 3083, 7822. Telex: 338212 Chacom G Code Recass. Mng. Dir.: P.J. Riley; Gen. Mgr.: J. T. Skidmore; Sales Mgr. Ray Murrel. (Distributor—cutouts/Importer/Exporter). (SEE ADVERTISEMENT)

Mike's Country Music Room, 18 Hilton Ave., Hilton, Aberdeen, Scotland AB2 3RE. Tel: (0224) 44776. Chief Exec.: Mike Craig; Gen. Mgr.: Angela Craig. (Distributor/Importer)

Mint, see Emerald & Solomon & Peres.

Mint Julep, see Emerald & Solomon & Peres.

Miracle, see Gulf.

Mr. Pickwick, see Pickwick

Monsoon Recs. Ltd., The Cottage, Reading Rd., Lower Basildon, Reading, Berks. RG8 9NL. Tel: (049162) 789. Contact: Del Taylor.

Mooncrest, see B&C.

Morecut, see Standard Pressing & Studio 80.

Morven, see Gramplan.

Moss Music, 6 Altham St., Bideford, Devon. Tel: Bideford 5994. Chief Exec.: Eric A. Moss. (Importer/One Stop)

Motor Recs. Ltd., 346 Farnham Rd., Slough, Berks. Tel: (0753) 29628. Telex: 847807. Mng. Dir.: Don Gallacher.

Motown Recs. Ltd., 16 Curzon St., London W1. Tel: (01) 493-1603. Telex: 8811658. VP Int'l Opgs.: Peter Prince; Int'l Mgr.: Alan Williamson.
Label: (Owned) Motown, Mowest, Prodigal, Rare Earth.

Mowest, see Motown.

Multicord Recs., 3 Ravensworth View, Dunston, Tyne & Wear. Tel: (0632) 609-209. Dir.: Ken McKenzie; Chief Eng.: Malcolm Hall; Prod'n Mgr.: Do-reen Stephenson.
Label: (Owned) Multicord, Porage.

Multiple Sound Disks Ltd., 79 Blythe Rd., London W14 OHP. Tel: (01) 602-3483. Cable: MULTISOUND. Telex: 914382. Chm. Ian F. Miles; Joint Mng. Dirs.: Anne Miles, P. Param; Sales & Mktg. Dir.: B. Godbolt; Finance Dir.: T. Sharman.
Label: (Owned) Chevron, Merco, Parade, Spire, Tempo, Warwick, Windmill.

Musac (Scotland), 9 Watt Rd., Hillington Ind'l Estate, Hillington, Glasgow G53 4RY. Tel: (041) 882-9986. Dir.: I.G. Waugh.
Label: Iguis, Lochshore.

Musical Characters Ltd., 322 Whitechurch Ln., Edgware, Middx. Tel: (01) 952-3551. Chief Exec.: H. Holt.

Musclebound, see Armageddon.

Music For Nations, Lyntonia House, 2nd fl., 7-9 Praed St., London W2. Tel: (01) 402-5820. Dirs.: Steve Mason, Martin Hooker.

Music for Pleasure Ltd. (IFPI), 1-3 Uxbridge Rd., Hayes, Middx. Tel: (01) 561-3125. Telex: 934614. Mng. Dir.: E.J. Harris; Financial Gen. Mgr.: M. Agate; Mktg. Gen. Mgr.: S. Foster.
Label: (Owned) Classics for Pleasure, Fame, Listen For Pleasure, Music for Pleasure.

Music Galore Ltd., 27 Aylmer Rd., London W12 9LG. Tel: (01) 749-2376. Telex: 267431. Mng. Dir.: Brian Leaf.
Label: (Owned) Shanghai; (Licensed domestic) Upper Class, Wood.

Mute, see Sonet.

Myrrh, see Word.

N Y J O Recs., 11 Victor Rd., Harrow, Middx. HA2 6PT. Tel: (01) 863-2717. Mng. Dir.: W.M.A. Ashton.

Nada-Pulse Music Prod'ns, 6-8 Aile St., London. Tel: (01) 481-9917. Mng. Dir.: Dave Lawrence.
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 Neons Int'l, see Zeema.
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 Label: Nervous Int'l.
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 Neutron, see Phonogram.
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 New Music Ents., 46 Alexandra Crescent, Bromley, Kent BR1 4EU. Tel: (01) 460-6584. Mng. Dir.: Paul Davis; Gen. Mgr.: Ron Palmer; Sales Mgr.: Hazel Davis.
 Labels: (Owned) New Music; (licensed foreign) Herald (USA).
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 Nightingale Music, Chelsea Wharf, 15 Lots Rd., London SW10 0QH. Tel: (01) 351-2643. Telex: 296426.
 Nimbus Recs. Ltd., Wyastone Leys, Monmouth NP5 3SR. Tel: (0600) 890682. Telex: 498378. Mng. Dir.: M.A. Reynolds; Gen. Mgr.: M.E. Lee.
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 O K, see Klub & Muscic.
 O K Wave, see Old Knew Wave.
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 Odyssey, see CBS.
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 Labels: (Owned) OK Wave, Old Knew Wave.
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 One Up, see EMI.
 Opus, see Saga.
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 Orbach & Chambers Ltd., 74 Long Ln., London EC1. Tel: (01) 606-9373. Mng. Dir.: Michael Chambers.
 Label: (Owned) OCR.
 Orbit Recs., 15 Claremont Rd., Westcliff-on-Sea, Essex. Tel: (0702) 43464. Telex: 24224. Ref. 181. Mng. Dir.: Barry Collings; Gen. Mgr.: Deborah Collings.
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 Oriel/Welsh Arts Council, 53 Charles St., Cardiff, Wales. Tel: (0222) 395-548. Dir.: A.M. Thomas; Gen. Mgr.: Meic Stephens; Sales Mgr.: Peter Finch.
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 Oryx Recs. Ltd., 28f Snowdon Quay, Porthmadog, Gwynedd, Wales.
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 PolyGram Rec. Opns. Ltd. (IFPI), 15 St. George St., London W1A 2BR. Tel: (01) 491-4600. Telex: 261583. Mng. Dir.: Ramon Lopez; Comm'l. Dir.: Clive Swan.
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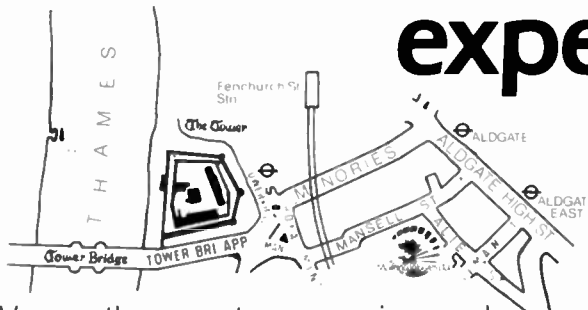
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 Raccoon, see Westwood.
 Radar, see WEA.
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 Rare Earth, see Motown.
 Rare Rec'd Eds., 54 Lymington Rd., London NW6. Tel: (01) 435-1476. Chief Exec.: Michael G. Thomas.
 Rare Recs. Ltd., 13 Bank Square, Wimslow, Cheshire SK9 1AN. Tel: (0625) 522017. Cable: IMODISC. Telex: 635091. Mng. Dir.: Irving Wilson; Gen. Mgr.: E.S. Scrivings; Sales Mgr.: Alan Wilson. (Distributor/Importer/Exporter)
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 Record Mart, 16 London Hill, Rayleigh, Essex SS6 7HP. Tel: (0268) 776-555. Dir.: Frank K. Bailey; Gen. Mgr.: D.R. Glenister.
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 Record Mdrs. Ltd., Crown Works, Clayton Rd., Hayes, Middx. UB3 1HS. Tel: (01) 848-7511. Telex: 934027. Mng. Dir.: S. H. Akhtar; Deputy Mng. Dir.: D.R. Hammond; Finance Dir.: S.S. Nobbs. (Record & Tape Rack Jobber).
 Recreational, see Revolver.
 Red Bus Recs. (Int'l) Ltd., 48 Broadley Terr., London NW1. Tel: (01) 258-0324. Telex: 25873. Mng. Dirs.: Eliot M. Cohen, Elsie Elias; Promo. Mgr.: Douglas Kean.
 Labels: (Owned) Excaliber, R&B, Red Bus.
 Reddington's Rare Recs., 14-20 Moor St., Queensway, Birmingham B4 7UH. Tel: (021) 643-2017. Mng. Dir.: Daniel Reddington; Gen. Mgr.: Robert Cleverly; Sales Mgr.: Timothy Ellis.
 Rediffusion Int'l Music Ltd., Gray Ave., Orpington, Kent. BR5 3QP. Tel: Orpington 32121. Cable: RIMUSIC BROMLEY. Telex: 897335. Mng. Dir.: Ron Smith.
 Red Lettace, see Rare Rhythm.
 RED LIGHTNING REC'S, The White House, The Street, Northfham, Diss, Norfolk. Tel: (0379) 88-693. Telex: 97203. Dir.: Peter Shertser; Gen. Mgr.: Christine Palmer; Sales Mgr.: Bruce Simmons.
 Red Nal, see Standard Pressing & Studio 80.

Red Rag Recs., 1 St. Albans Rd., Kingston, Surrey. Tel: (01) 549-9181. Gen. Mgr.: Alan Robinson
Labels: Red Rag, 12 St.
 Redrock Recs., 11 Salehurst Close, Kenton, Harrow, Middx. Tel: (01) 204-1035. Chief Exec. & Gen. Mgr.: Michael Redway
 Re-entry, see Positive
 Red Seal, see RCA
 Red Stripe, see Sonet
 Reflection Christian Projects, 112 Edenfield Gardens, Worcester Park, Surrey KT4 7DY. Tel: (01) 337-7053. Gen. Mgr.: Derek J. Smith; Co. Sec'y: E. Michael Jakins
Labels: (Owned) Reflection, Reflection Workshop
 Reflection Workshop, see Reflection
 Reformation, see Chrysalis
 Regal Zonophone, see EMI
 Relay Recs. Ltd., 9 Cherington Rd., London W7 3HL. Tel: (01) 579-2400. Mng. Dir.: John Winnert. (Distributor)
 Reprise, see WEA
 Re Recs. Ltd., 583 Wandsworth Rd., London SW8. Tel: (01) 627-0436. Cable: REDFOX. Mng. Dir.: Chris Cutler
 Response Recs., PO Box 69, Holsworthy, Devon. Tel: (040927) 361. Chief Exec.: Mike Claire
Labels: (Owned) Collectors Choice, Response
 Retrieval Recs., 48 Eversley Ave., Barnehurst, Kent DA7 6RB. Tel: Erith (38) 33875. Joint Partners: Norman Stevens, Ron Jewson, John R.T. Davies
Labels: (Owned) Fountain, Retrieval
 Revolver Recs., 1 Berkeley Crescent, The Triangle, Clifton, Bristol. Tel: (0272) 299105. Owner: Chris Parker; Gen. Mgr.: Lloyd Harris
Label: (Owned) Recreational
 Revolver, see Heavy Metal
 Rhoadsy, see President
 Rialto Recs. Ltd., 4 Yeomans Row, London SW3 2AH. Tel: (01) 584-2441. Joint Mng. Dirs.: Nick & Tim Heath
 Riot, see Humber
 Rip Off, see Solomon & Peres
 Rising River, see Kingsley Sound & Vision
 Riva Recs. Ltd. (IFPI), 2 New Kings Rd., London SW6 4SA. Tel: (01) 731-4131. Tel: 28781. Mng. Dir.: Bill Stonebridge. (Licensed to WEA)
Labels: GM, Riva
 River Recs. Ltd., Alembic House, 11th fl., Albert Embankment, London SE1 7TY. Tel: (01) 582-7622. Chief Exec.: Bill Martin
 Robin Recs., PO Box 3, Hesse, North Humberside. Tel: (0482) 649193. Cable: MACHO MUSIC. Tel: 52416. Mng. Dir.: Robin Carew
 Robinson's Recs., 26 Blackfriars St., Manchester, Lancs. M3 5BP. Tel: (061) 832-2701. Dir.: Arthur Robinson; Gen. Mgr.: Kath Roberts; Sales Mgr.: Richard Cooper. (Distributor/Importer)
 Rock Cottage, see Neon
 Rocket Rec. Co., 125 Kensington High St., London W8. Tel: (01) 937-3815. Tel: 265870. Chm.: John Reid; Dir.: Elton John; Gen. Mgr.: John Hall
 Rockney, see Towerbell
 Rock Solid, see Neon
 Rockstar Recs., 23 Crescent Rd., London E18. Tel: (01) 501-2173. Dir.: Janice Barrett
 Rola Recs./Avada Recs., Norfolk House, Well Walk, Cheltenham, Glos. Tel: (0242) 38543. Chief Exec.: Steve Huff
Labels: (Owned) Avada, Rola
 Rollercoaster Recs., PO Box 18F, Chessington, Surrey KT9 1UZ. Tel: (01) 397-8957. Cable: CHIRPING Chessington. Chief Exec.: John Beecher; Gen. Mgr.: Yvonne Trengove
Labels: (Owned) Rollercoaster, Spade; (licensed foreign) Arzee (USA)
 Rolling Stones, see EMI
 Ronco Teleproducts (UK) Ltd., 111 Mortlake Rd., Kew, Richmond, Surrey TW9 4AB. Tel: (01) 876-8682. Telex: 928215. Int'l Recs. Dir.: Barry Collier; Gen. Mgr.: Sean O'Brien; Sales Mgr.: Laurie Freeman
Labels: (Owned) Effects, Ronco
 Rondelet Music & Recs., 98 Marples Ave., Mansfield Woodhouse, Nottinghamshire NG19 9HB. Tel: (0623) 31390. Partners: M. Comerford, A. Campion
Labels: (Owned) Rondelet; (licensed foreign) Halfmoon (USA), Rollin' Rock (USA)
 Rondercrest Ltd. (IFPI), 296 High Rd., London W4 1PA. Tel: (01) 747-1695. Mng. Dir.: Andy Tritcoble; Gen. Mgr.: Diane E. Tritcoble; Sales Mgr.: Mark James
Labels: (Owned) Backyard, Loose; (licensed) Crucial, Foot 'n' Mouth
 Rooster Blues Recs., PO Box 148, London W9 10Y. Tel: (01) 286-2993. Partners: Nick & Gilla Huggins
 Rooster Recs. Ltd., 33 Park Chase, Wembley, Middx. HA9 8EQ. Tel: (01) 902-5523. Mng. Dir.: Eddie Stevens; Gen. Mgr.: Margaret Mannering
 Roots, see Baal
 Rose Recs., Garden Office, 67 Belsize Park Gardens, London NW3 4JN. Tel: (01) 722-5686. Mng. Dir.: J.D. Butcher; Sales Mgr.: P. Cadenhead. (Distributor/Importer)
 Rotafe, see Positive
 Rough Trade Recs. Ltd., 137 Blenheim Crescent, London W11 2EQ. Tel: (01) 221-1100 (licensing), 727-1098 (exports), 221-7355 (dist'n). Telex: 299579. A&R: Geoff Travis; Promos: Pat Bellis; Licensing: Peter Walmsley; Exports: Chris Maguire; Sales: Simon Edwards
Labels: (Owned) Rough Tapes, Rough Trade Deutschland
 Rox Rec's Co. Ltd., 255 Llapard Rd., Wallasey, Merseyside. Tel: (051) 639-9270. Mng. Dir.: David Chisby
 Rubber, see Mawson Wareham
 Rumours Whistle, 3 Lockwood Walk, Romford, Essex. Tel: (70) 24038. Dir.: Clive Spielman. (Distributor/Importer)
 Runaway Recs. Ltd., 38 North Row, Loholoid W1. Tel: (01) 491-3175. Telex: 23840. Dirs.: Tony Adams, Steve Colyer; Exec. VP: Adrian Rudge
Labels: (Owned) Runaway; (licensed foreign) Warbride
 Rush Release, see Don't Panic
 Rutland Recs., 71 Rutland Rd., Chesterfield, Derbys. S40 1ND. Tel: (0246) 79976. Cable: HEDLEY. Mng. Dir.: Tony Hedley; Gen. Mgr.: Keith Redfern
 Ryemuse, see Spot
 S & S Recs. Ltd., Wharf Rd., Stratford E15 2SU. Tel: (01) 555-4321. Telex: 8951427. Mng. Dir.: Peter Harris; Sales Mgr.: John Glocker; Export Mgr.: Peter Stack. (Distributor/Importer-deletions/overstocks)
 Branch: Manchester M4 6AF, Glamorgan House, 47 Bengal St. Tel: (061) 228-6655. Telex: 666300. Gen. Mgr.: Mike Nolan
Label: (Licensed domestic) From the Jazz Vault
 S R T Recs., 987 High Rd., London N12 8QA. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Sales Mgr.: David Richardson
 S S Label, see Burning Rome
 Sacred, see Word
 Safari Recs., 44 Seymour Pl., London W1H 5WQ. Tel: (01) 723-8464. Telex: 267412. Dirs.: Anthony Edwards, John A. Craig

Saga Recs. Ltd., 326 Kensal Rd., London W10 5BL. Tel: (01) 969-6651. Cable: MUSICALITY. Telex: 261500. Financial Mgr.: Richard Tan; Sales Mgr.: Steven Carr
Affiliated firm: B & C Rec's Ltd.
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Labels: (Owned) Sain, Sain/Fflach, Tryfan
 Sales Express, 9 Paddington St., London W1. Tel: (01) 935-1247. Mng. Dir.: Alan Wade; Gen. Mgrs.: Brian Hutch, Steve Jenkins; Sales Mgr.: Mike Tobin
Labels: (Licensed domestic) After Hours, Eagle, Vulture
 Satril Recs. Ltd. (IFPI) (div. of Henry Hadaway Org.), 444 Finchley Rd., London NW2 2HY. Tel: (01) 435-8063. Cable: SATRILREC. Telex: 261331. Mng. Dir.: Henry Hadaway; Gen. Mgr.: Paul Hodsman; Sales Mgr.: Tony Todd
Labels: (Owned) Crash, Satril
 Savannah, see Creole
 Savoy, see Ariola/Arista
 Saydisc Recs., The Barton, Inglestone Common, Badminton, Glos. GL9 1BX. Tel: (045) 424-266. Chief Exec.: Gef Lucena; Sales Mgr.: Genny Lucena
Labels: (Owned) Amon Ra, Matchbox, Saydisc, Village Thing
 Scotia Dist'n, 33/37 Telfrey St., Edinburgh, Scotland. Tel: (031) 551-0029. Chief Exec.: Phil West. Gen. Mgr.: John Allan; Sales Mgr.: Lisa Kennedy. (Distributor/Importer)
 Scotus Music Ed., 28 Dalrymple Crescent, Edinburgh, Scotland EH9 2NX. Tel: (031) 667-3633. Cable: MUSICA VIVA
 Scratch Recs. Ltd., Shepperton Studio Centre, Shepperton, Middx. Tel: (09828) 66531. Telex: 929416. Mng. Dir.: Brian Adams; Gen. Mgr.: David Parramir; Sales Mgr.: Barry Lyons; PR: Sue Matthews. (Licensed to RCA)
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 Sea Horse Recs., 2 Lambolle Pl., London NW3. Tel: (01) 435-7765. Dirs.: Teddy A. Ruster, Allan Austin
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 See For Miles, see Charly
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 Shanghai, see Masic Galore
 Sharon, see Pilgrim
 Shelf, see Towerbell
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 Labels: (Owned) Falcon, Morecut, Red Mail, Studio 80.
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 Stereo Gold Award, see Damont.
 Sticky, see President.
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 Labels: (Licensed) Burning Rome.
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 Labels: (Owned) Strathclyde Sounds.
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 Strong, see Good Vibrations.
 Studio 80/Video 80 (IFPI), 6 Emerson St., London SE1. Tel: (01) 928-9858. Mng. Dir.: Brian Hutch; Gen. Mgrs.: Bill Farley, Dennis Bovell; Sales Mgr.: Frank Sharman. (Also see Standard Pressing)
 Labels: Matumbi, Morecut, Red Mail, Studio 80, Sunbeam.
 Submarine Recs., 63 Whitehall Park, London N19 3TW. Tel: (01) 272-4321. Chief Execs.: Frank Greene, John Bennett.
 Labels: (Owned) Magic; (Licensed domestic) Artistic, First Heard, Swing House, Swing World.
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 Labels: Sunset Rock 'N' Roll.
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 Labels: (Owned) Exploited, Supermusic, Superville.
 Superstition Recs. Ltd., 19 Crescent Rd., East Grinstead, Sussex. Tel: (0342) 312261. Mng. Dir.: John Collins; Sales Mgr.: Carol Collins.
 Superville, see Supermusic.
 The Surrey Sound Rec. Label Ltd., 70 Kingston Rd., Leatherhead, Surrey. Tel: (3723) 79444. Telex: 24637. Mng. Dir.: Mike Cobb; Gen. Mgr.: Joy Watson.
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 Swift Rec. Exports, 3 Wilton Rd.; Bexhill-on-Sea, East Sussex TN40 1HY. Tel: (0424) 220028. Telex: 957082. Gen. Mgr.: Simon Napier. (Distributor/Exporter)
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 Swing World, see Submarine.
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 Labels: (Owned) Cornerstone, Spin.
 Synthesis, see ESSP.
 Synthesizer Experience, see ESSP.
 T M T Prod'ns Ltd., Rush Release House, 65 Bedford Hill, London SW12. Tel: (01) 675-5584. Dirs.: Dave McAleer, Ian & Nick Titchener.
 T R X, see Acuff-Rose.

Taaga, see Happy Face.
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 Labels: (Owned) Domino, Tabitha.
 Talisman, see EMI.
 Talk Tapes, 13 Croftdown Rd., London NW5 1EL. Tel: (01) 485-9981. Proprietor: Michael N. Kendall.
 Labels: (Owned) Recodification.
 Tami, see EMI.
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 Labels: (Licensed domestic) Inevitable.
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 Labels: (Owned) Exclusive, That's Entertainment, VIP.
 Third Kind Recs. Ltd., 11 Seaton Rd., Easton, Bristol BS5 6BH. Tel: (0272) 511523, 550293. Chief Exec.: Ronald Green.
 Thistle Recs., 65 Berkeley St., Glasgow, Scotland G3 7DX. Tel: (041) 248-2791. Gen. Mgr.: John Cutler. (Distributed by Clyde Factors, Ross).
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 Thunderbolt, see Magnum Force.
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 Top, see Alted.
 Top Hat, see Humber.
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 Labels: (Owned) String, Topic, Topic/Free Reed.
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 Total Noise, see Independent Rec. Labels.
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 Transatlantic, see Logo.
 Trial Recs., Monico off High St., Acton, nr. Sudbury, Suffolk. Tel: (0787) 77317. Chief Execs.: Stephen Guy-Clarke, Eric Gains.
 Trojan Recs. Ltd., 104 High St., Harlesden, London NW10 4SL. Tel: (01) 961-4565. Cable: MUSICALITY. Telex: 261500. Financial Mgr.: Richard Tan; Gen. Mgr.: Frank Sansom; Sales Mgr.: Steven Carr.
 Labels: (Owned) Attack, Horse, Trojan.
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 Tryfan, see Sain.
 Turbo, see Stage One.
 Turnabout, see Vox.
 Twelfth Night, see Neon.
 12 St., see Red Rag.
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 Labels: (Owned) Springtime, 21st Century.
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 Two Tone, see Chrysalis.
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Nelson Rec'g Studio, Nelson House, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Contacts: S.M. Millard, W. Leyland.

Newsflash Publicity, Superfly House, 9 Camden High St., London NW1. Tel: (01) 388-5950.

Norfolk Area Disk Jockeys Ass'n, 4 Aerodrome Rd., Thorpe, Norwich, Norfolk NR7 0BD. Tel: (0603) 35084. Sec'y: Pete May.

Northern Disco Promo. Servs., 116 Churchgate, Southport, Merseyside. Tel: (0704) 212-505. Chief Exec.: Ron Ellis.

Oakwood Rec'g Studios, 75 Strode Park Rd., Heme Bay, Kent. Tel: (02273) 40-66. Mgr.: Graeme Quinton-Jones.

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Audio: Cassette.
- Spot Recs. Ltd., 11a Sharpleshall St., London NW1 8YN. Tel: (01) 586-7746. Pres.: John Hudson; Sales Mgr.: Kate Hudson.
Audio: Cassette, open reel.
Video: 1" helical open reel.
- Storm Recs., 133 Park Rd., Blackpool, Lancs. FY1 4ET. Tel: (0253) 27357, 23095. Mng. Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris.
Audio: Cassette.
Video: ¼" VHS cassette.
- Strathclyde Video Ltd., PO Box 59, Glasgow, Scotland G2 1LR. Tel: (041) 339-4444.
Audio: Cassette, open reel.
Video: ¼" Beta, VHS & V-2000 cassette.
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- V C L Communications Ltd., VCL House, Dallington St., London EC1. Tel: (01) 251-6311. Dir.: Steve Webber. (PKG-video only)
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- Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton; Sales Mgr.: Marc Eskenazi. (PKG)
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- World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Chm. & Chief Exec.: David Hamilton-Grant; Mng. Dir.: Colin W. Marler. (PKG)
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 Audio: Splicing tape.
 Video: Splicing & leader tape, anti-static labels.
 Canford Audio Ltd., Stargate Works, Ryton NE40 3EX. Tel: (91) 413-7171. Cable: CANFORD. Telex: 537792. Pres.: Iain Elliott; Sales Mgr.: Jane Walden.
 Audio: Head demagnetizers, splicing & editing equip.
 Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155.
 Audio: Cassette labels.
 Video: Cassette labels.
 Ellie Jay (Prod'ns) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Mng. Dir.: Jack Applebaum; Prod'n Mgr.: Andrew Soper; Prod'n Co-ord.: Paul Heeren.
 Audio: Cassette labels.
 Video: Cassette labels.
 A. C. Farnell Ltd., Kenyon Ltd., Sheffield S1 4BD. Tel: (0742) 78901.
 Audio: Bulk erasers.
 Format (Sussex) Ltd. (div. of Tinsley-Robor Group), Jubilee Rd., Burgess Hill, Sussex. Tel: (04446) 45245.
 Audio: Cassette input cards.
 Foxtex, see Bandive-Turnkey.
 Garner Inds., see Levers-Rich.
 Han-D-Mag, see Levers-Rich.
 E. Hannibal & Co. Ltd., Pinfold Rd., Thurston, Leicester LE4 8AP. Tel: (0533) 695413. Telex: 34627. Mng. Dir.: Bob Frost; Sales Dir.: Derek Deighton. (Audio & video)
 K K Tape Servs., Norfolk Street Studio, Norfolk St., Worthing, Sussex. BN11 4BB. Tel: (0903) 205053.
 Audio: Cassette labels.
 Levers-Rich Equip. Ltd., 319 Trinity Rd., Wandsworth, London SW18 3SL. Tel: (01) 874-9054. Cable: LEEEMAG. Telex: 923455. Mng. Dir.: W.A. Costell.
 Audio & Video: HAN-D-MAG head demagnetizers; LEEEVERS-RICH, GARNER IN S. bulk erasers.
 Lindsey's Colour Serv., 88 Teesdale St., London E2. Tel: (01) 729-5462. Mng. Dir.: Ray Mack; Sales Dir.: David Wall.
 Audio: Cassette labels.
 Video: Cassette labels.
 Loft, see Bandive-Turnkey.

M H G Cassettes/Warm Recs., Daily Rd., Maybole, Ayrshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.: Ru de Castro.
Audio: Cassette labels.
Positive Mgmt., 17 Station Rd., London SE25 5AH. Tel: (01) 771-5777. Pres.: Steve Hutchins; Sales Mgr.: Dave Lucy
Audio: Cassette labels
Shafford Press Ltd., 856 Bradford St., Braintree, Essex. CM7 6AU. Tel: (0376) 21125.
Audio: Cassette labels.
Shorewood Pkg. Co. Ltd., 17/19 Soho Square, London W1V 6HE. Tel: (01) 437-3015.
Telex: see AT.
Tinsley-Robor Group Ltd., Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. Telex: 877171. Mng. Dir.: John Rose; Sales Dir.: Roy Joyner
Audio: Cassette labels & inlay cards.
Video: Cartons & labels.
Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Partners: Steve Lane, Trevor Benwell, John Wadley; Sec'y: Steve Lane.
Audio: Cassette labels.
Werccliffe, see Amos of Exeter.

RAW MATERIALS

THORN EMI TAPE LTD., Alma Rd., Windsor, Berks. SL4 3JA. Tel: (07535) 59171. Cable: EMITAPE London. Telex: 847241. Mng. Dir.: E.A. Naef; Sales & Mktg. Dir.: P. Sollitt.
Product: APOLLO lacquer disks. (SEE ADVERTISEMENT)

DISK & TAPE MANUFACTURING EQUIPMENT

Han-O-Disc, see Metropolitan.
Lened, see Professional Tape.
Metropolitan Communications, 8A Frogna Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau.
Chief product: HAN-O-DISC assembly machines, 10K & MKII welders.
Mustech Ltd., 11-13 Temple End, High Wycombe, Bucks. Tel: (0494) 37526. Pres.: Roy Matthews.
Chief product: Presses, plating equip.
Professional Tape Mktg. Assocs. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton; Gen. Mgr.: Roger Morley.
Chief product: LENEED automatic presses.
P & J. Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP. Tel: (09323) Byfleet 51921. Telex: 894223. Technical Sales: Alan & Paul Sibert.
Chief product: Optical automatic center press, eccentricity testing equipment (stampers & pressings), record stylus & groove inspection equipment, optical de-clicking unit, warp & centricity record tester w/digital display; stamper trimmer cuts 6"-14 1/2" diameter
3 M (UK), 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Pres.: R.C. Olney; Sales Mgr.: Joe Clerkin
Chief product: Digital mastering systems.

TAPE, BLANK LOADED & BULK RAW

Ablex Audio Video, Harcourt, Halesfield 14, Telford, Shropshire TF7 4QR. Tel: (0952) 584131. Telex: 35649. Pres.: Arthur Cullis; Sales Mgr.: Peter Banks. (Blank only)
Audio: Cassette.
Video: 1/2" VHS cassette.
Adastra Electronics Ltd., Unit N22, Cricklewood Trading Estate, Claremont Rd., London NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUIP. Mng. Dir.: Michael Leaver. (Blank only)
Audio: SYNCASSETTE cassette, SYNCHROTAPE 1/4" reel.
Agfa-Gevaert Ltd., 27 Great West Rd., Brentford, Middx. TW8 9AX. Tel: (01) 560-2131. Cable: ARTOVEG. Telex: 28154. Mng. Dir.: R. P. Dickinson; Magnetic Prods. Div. Mgr.: W. M. May.
Audio: Blank—2", 1" & 1/2" open reel, cassette; raw—1/4" cassette tape.
Video: Blank—2" & 1" open reel, 1/4" U-matic cassette, 1/4" Beta & VHS cassette.
Awra Sales & Serv. (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., London W3 0TH. Tel: (01) 993-1672. Telex: 936239. Mng. Dir.: S.R. Chorley; Sales Mgr.: D.J. Wnght; Adv. & Press Officer: T.D. Spiro.
Ampex Great Britain Ltd., Acre Rd., Reading, Berks, RG2 0QR. Tel: (0734) 875200. Cable: VIOETAPE. Telex: 847611. Gen. Mgr.: John Cropps; Tape Sales Mgr.: Peter Goldsmith; Adv. Mgr.: P. Vaughan.
Audio: Blank—2", 1" & 1/2" reel, cassette; raw—1/4".
Video: Blank—2" & 1" reel, 1/4" U-matic, 1/4" Beta & VHS cassette.
Audiogenic Ltd., 34-36 Crown St., Reading, Berks. RG1 2SM. Tel: (0734) 595647. Dir.: Martin Maynard; Gen. Mgr.: Mary Thomas; Sales Mgr.: Henry Smithson. (Blank only)
Audio: Cassette.
Audio Gold Int'l, see Contek.
Audiopak/EMI, see Lee Eng.
Audiosonic, see Cassette Developments.
Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA. Tel: (01) 749-2201. Cable: CINEPRO. Telex: 892513. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gillieron; Adv. Mgr.: Monica Delaney. (Blank only)
Audio: 1/4" open reel, cassette, NAB cartridge.
Video: 1/4" U-matic cassette, 1/4" Beta & VHS cassette.
B A S F UK Ltd., 4 Fitzroy Square, London W1P 6ER. Tel: (01) 388-4200. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Prods. Mgr.: R.M. Hine; Domestic Prods. Mgr.: G. Oaniel.
Audio: Blank—2", 1", 1/2" & 1/4" reel, cassette, unisette; raw—1/4", 1/2" cassette.
Video: Blank—1" reel, 1/4" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette. Philips.
F W O. Bauch Ltd., 49 Theobald St., Boreham Wood, Herts. WD6 4RZ. Tel: (01) 953-0091. Telex: 27502. Mng. Dir.: John Bauch; Sales Mgrs.: Audio Prods., Brian Whittaker; Video Prods., John Williams. (Blank only)
Bib: Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dirs.: K. H. Bourke-Borrowes, M. Shepherd, B. Parker.
Audio: Blank—REPLICA cassette; raw—INTERAPE 1/4" cassette
Harvey Buai, 84 Church St., London NW8 2ET. Tel: (01) 724-3711. 723-1011. Pres.: A.H. Taub; Sales Mgr.: E.M. Taub. (Raw only)
Audio: DOMAIN MAGNETICS 1/4" cassette.
CAPITOL MAGNETICS—EUROPEAN MIDDLE EAST SALES OFFICE, Alma Rd., Windsor, Berks. SL4 3JA. Tel: (07535) 59171. Cable: EMITAPE London. Telex: 847241. Mng. Dir.: E.A. Naef; Sales & Mktg. Mgr.: P. Sollitt.
Product: Duplicating tape, broadcast cartridges. (SEE ADVERTISEMENT)
Cassette Chrome, see Simon Stable.
Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake

Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Telex: 8813481. Gen. Mgr.: R.E. Underwood.
Audio: AUDIOSONIC cassettes.
Cassette Rec'g Co. (UK) Ltd., Unit 2, Rverway, Harlow, Essex CM20 2DN. Tel: (0279) 39256. Mng. Dir.: H.L. Collins; Gen. Mgr.: Michael Newton; Mktg. Dir.: C.J. Sangford. (Blank only)
Audio: Cassette.
Certron, see Laitec.
Cloud 9 Video, ISO, Stoggate Ln., Simonswood, Liverpool L33 4YA. Tel: (051) 548-9690. Mng. Dir.: Mike Glasspole.
Audio: Blank—AMPEX 2", 1" & 1/2" reel, cassette; raw—2", 1", 1/2", 1/4" 8-tr., 1/4" cassette.
Video: Blank—AMPEX 2" & 1" reel, 1/4" U-matic & 1/4" Beta, VHS & V-2000 cassette.
Contek Magnetics Ltd., 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ. Tel: (0483) 503222. Telex: 859403. Mng. Dir.: Gerald P. Creagh; Comm'l Mgr.: Fred MacDonald.
Audio: AUDIO GOLD INT'L, CONTEK I/HE cassette.
D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY. Tel: 49505. Owner: E.G. Dowley.
Audio: Blank—8-tr., cassette; raw—4" 8-tr., 1/4" cassette.
Denon, see Hayden.
Domain Magnetics, see Harvey Buai.
Duplitape, Unit 21, Faraday Rd., Rabens Lane Ind'l Estate, Aylesbury, Bucks. Tel: (0296) 27211. Pres.: B.R. Lambden; Sales Mgr.: R. Jackson-Moore
Audio: Blank—cassette; raw—1/4" cassette.
E M I, see Thom EMI.
Eagle Int'l, Precision Centre, Heather Park Dr., Wembley, Middx. HAD 1SU. Tel: (01) 902-8832. Cable: EAGLINT. Telex: 922131. Mng. Dir.: W. Morrow; Mktg. Dir.: R. Woolf.
Audio: NEW INT'L cassette.
Fidelipac, see SIS Rec'g.
Fraser-Peacock Assocs. Ltd., 94 High St., Wimbledon Village, London SW19 5EG. Tel: (01) 947-7551. Pres.: G.F. Peacock; Sales Mgr.: C. Vipond. (Blank only)
Audio: Cassette.
Fuji, see Mike Mansfield & Pysar.
Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex. Tel: (0206) 77224. Mng. Dir.: A.B. Golding; Dir.: D.P. Golding; Gen. Mgr.: P. Walsh; Sales Mgr.: R.K. Golding. (Blank only)
Audio: 8-tr., cassette.
Grampan Recs. Ltd., Airport Ind'l Estate, Wick, Caithness, Scotland. Tel: (0955) 2787. Telex: 75707. Dir.: J. Johnston; Mgr.: John Hunter. (Blank only)
Audio: Cassette.
Hayden Labs. Ltd., Hayden House, Chiffert Hill, Chalfont St. Peter, Gerrards Cross, Bucks. SL9 9UG. Tel: (0753) 888447. Telex: 849469. Chm.: K.E. Owens; Mng. Dir.: E.J. Barrett; Sales Mgr.: D. Hughes; Technical Mgr.: J. Ruding. (Blank only)
Audio: DENON cassette.
International Video Corp. (UK) Ltd., 10 Portman Rd., Reading, Berks RG3 1JR. Tel: (0734) 585421. Cable: INTERVIDEO. Telex: 847579.
Video: 2" & 1" open reel.
Intertape, see Bibi.
J S O Ents., 62 Berners St., London W1P 3AE. Tel: (01) 580-4720. Telex: 261298. Chm.: J. Stanley; Gen. Mgr.: E.J. Wilding.
Video: 1/4" U-matic cassette, 1/4" Beta & VHS cassette.
J V C (UK) Ltd., Eldonwall Trading Estate, 6/8 Pnestley Way, Staples Corner, London NW2 7AF. Tel: (01) 450-2621. Telex: 923320. Chm. & Mng. Dir.: Kurt Lowy; Deputy Mng. Dir.: A. Nishina; Sales Dir.: Gerald Caber. (Blank only)
Branch: Leeds 12, 1 Olympia Ind'l Estate, Gelderd Rd. Tel: (0532) 795741. Telex: 557906.
Audio: 1/4" VHS cassette.
Kittdale Ltd., PO Box 2, Andoversford, Gloucestershire GL54 5SW. Tel: (0242) 25458. Telex: 43269. Mng. Dir.: James Scarlett; Sales Dir.: Peter Fanshawe. (Blank only)
Video: JAMES YORKE VHS cassette
Laitec & Co. Ltd., Laitec House, 1 Canal St., Manchester M60 4AX. Tel: (061) 236-8186. Cable: ALMIGHTY. Telex: 669431. Dirs.: R.J. Mulchand, K.C. Bhavnani. (Blank only)
Audio: CERTRON, MONATONE, WINTHRONICS cassette.
Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sales Eng.: J. Trevnor. (Raw only)
Audio: AUDIOPAK/EMI 2", 1", 8-tr., cassette, open reel.
Leeholme Audio Servs. Ltd., 350-354 Lea Bridge Rd., Leyton, London E10 7LO. Tel: (01) 556-4748. Dirs.: Yvonne Holmes, Mike Nitson. (Blank only)
Audio: Cassette.
Magnes, see Pangbourne.
Mike Mansfield Ents. Facilities Ltd., Mansfield House, 9 Great Chapel St., London W1V 3AL. Tel: (01) 434-2021. Telex: 8811232. Pres.: Mike Mansfield; Sales Mgr.: Ralph Turner. (Blank only)
Video: SCOTCH, FUJI 2" & 1" reel, 1/4" U-matic cassette, 1/4" Beta, VHS & V-2000 cassette.
Media Sound, see Metropolitan Communications.
Memorex (UK) Ltd., Memorex House, 94-106 Church St., Staines, Middx TW18 4XU. Tel: Staines 51488. Cable: MRXLOC. Telex: (851) 935013. Mng. Dir.: M. Kitching; Gen. Mgr.: James W. Dulgar; Sales Mgr.: L. Galton. (Blank only)
Audio: Cassette.
Video: 1/4" Beta & VHS cassette.
Metropolitan Communications, 8A Frogna Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau; Sales Mgr.: R. Hanau; Adv. min.: A. Lohmeyer. (Blank only)
Audio: MEDIA SOUND cassette.
Monatone, see Laitec.
Musonic (UK) Ltd., Unit 3, Second Way, Wembley, Middx HA9 0YS. Tel: (01) 903-7067. Telex: 295439. Mng. Dir.: P.H. Blank; Sales Dir.: B. Blank.
Audio: Blank—cassette; raw—1/4" cassette.
National Panasonic (UK) Ltd., 300-318 Bath Rd., Slough, Berks. SL1 6JB. Tel: (0753) 34522. Cable: PANASONIC. Telex: 847652. Mng. Dir.: A. Imura; Sales Mgr.: I. Nishigaki; Adv. Mgr.: P. Hamblin. (Blank only)
Branches: Falkirk, Stirlingshire, Scotland, Etna Rd. Tel: (0324) 20821.
Reg'l Sales Mgr.: A. Douglas—Normanton, Wakefield, Yorks., Don Pedro Ave. Tel: (0924) 899080. Reg'l Sales Mgr.: K. Spencer.
Video: PANASONIC 1/4" U-matic cassette, 1/4" VHS cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge.
New Int'l, see Eagle.
J Osawa & Co. (UK) Ltd., 10 Forge Court, Reading Rd., Yateley, Camberley,

Surrey. Tel: (0252) 875-919. Telex: 858917. Bus. Mgr.: L.G. Roberts. (Blank only)
Audio: Cassette.
Panasonic, see National Panasonic.
Pangbourne Musical Discs. (PMD), PO Box 19, Stratford-on-Avon, Warwickshire CV37 6SA. Tel: (0789) 68579. Telex: 338024. Dir.: M. Rayns. (Blank only)
Audio: MAGNEX cassette.
Video: MAGNEX 1/4" VHS cassette.
Pebble Recs. Ltd., 46 Maddox St., London W1. Tel: (01) 629-3266. 491-4140. Telex: 25247. Mng. Dir.: James Pollard; Gen. Mgr.: Julia Stoccombe.
Audio: 8-tr., cassette.
Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.
Audio: Cassette, open reel.
Video: 1/4" EIAJ open reel, 1/4" V-2000 cassette.
Products 2000, The Makings, 63 High St., Ware, Herts. SG12 9AD. Tel: (0920) 66242. Mng. Dir.: R.C. Bayes; Gen. Mgr.: C.W. Bayes. (Blank only)
Audio: SONOREX/AUDIOGRAMM cassette.
Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Chm.: David Hamilton-Grant; Mng. Dir.: Colin W. Marler. (Blank only)
Audio: Cassette.
Video: 1/4" Beta & VHS cassette, 1/4" CVC cassette.
Pyral Magnetics Ltd., Courtlands Rd., Eastbourne, Sussex. Tel: (0323) 638965. Mng. Dir.: H.J. Hutchings; Sales Mgr.: James Hutchings.
Audio: Cassette, open reel.
Pysar Ltd., Fircroft Way, Edenbridge, Kent TN8 6HA. Tel: (0732) 864111. Telex: 95527. Mng. Dir.: J.P. Tilt; Sales Mgr.: J.R. Carpenter.
Audio: FUJI cassette (90).
Record Company Servs. Ltd., 1/5 Sedley Pl., London W1R 1HH. Tel: (01) 409-2336. Telecopier: 4081735. Dirs.: E.J. Foster, A.C. Watling-Darrell.
Audio: Cassette.
Replica, see Bibi.
Ross Electronics, 49/53 Pancras Rd., London NW1 2QB. Tel: (01) 278-6371. Cable: ROSSLECT. Telex: 22747. Pres.: Ross I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy. (Blank only)
Audio: 2" reel, cassette.
S I S Ltd., 57 St. Andrews Rd., Northampton NN1 2PB. Tel: (0604) 32965. 30559. Mng. Dir.: D.P.D. Mitchell; Sales Mgr.: I. Brown.
Audio: FIDELIPAC NAB "A" & "C" broadcast cartridge.
Scotch, see 3M & Mike Mansfield.
Sonorex/Audiogram, see Products 2000.
Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (76) 81211. Telex: 266371 London. Pres.: W.H. Fulton; Sales Mgr.: D.W. Reeves. (Blank only)
Video: 1" open reel ("C" format), 1/4" U-matic cassette, 1/4" EIAJ open reel; 1/4" Beta cassette.
Sound, 1 Ogden'shaw Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: I.S. Webb; Sales Mgr.: M. Lloyd; Adv. Mgr.: C. McVie. (Blank only)
Audio: 1/4" reel, cassette, 8-tr.
Video: 1/4" Beta, VHS & V-2000 cassette, 1/4" CVC cassette.
Simon Stable Promos., 46 Westend, Launton, Oxon. Tel: (08692) 2831. Chief Exec.: Simon Stable; Gen. Mgr.: Stephame De La Bedoyere; Sales Mgr.: Daniel De La Bedoyere; Musical Dir.: Fang Stable.
Audio: CASSETTATE CHROME cassettes.
Synscast, see Adastra.
Synchratape, see Adastra.
T R A D Electronics Sales Ltd., 1498 St. Albans Rd., Watford, Herts. WD2 5BB. Tel: (92) 47988. Telex: 262741. Mng. Dir.: J.E. Southard.
Audio: Cassette, open reel.
The Tape Dupl'g Co. Ltd., Freedee House, 4-10 North Rd., Islington, London N7 9HH. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey. (Blank only)
Audio: cassette.
THORN EMI TAPE LTD., Alma Rd., Windsor, Berks. SL4 3JA. Tel: (07535) 59171. Cable: EMITAPE London. Telex: 847241. Mng. Dir.: E.A. Naef; Sales & Mktg. Dir.: P. Sollitt.
Audio: Blank—EMI 1/4" Beta & VHS cassette. (SEE ADVERTISEMENT)
3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmond; Div. Dir.: P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-ord.: P.A. Stockwell-Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegal Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (0612) 236-8500.
Audio: SCOTCH 8-tr., cassette, open reel.
Video: SCOTCH 1" open reel, 1" cartridge, 1/4" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge, 1/4" VHS cassette, 1/4" open reel.
Wintronics, see Laitec.
World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Chm. & Chief Exec.: David Hamilton-Grant; Mng. Dir.: Colin W. Marler. (Blank only)
Audio: Cassette.
Video: 1/4" Beta & VHS cassette, 1/4" CVC cassette.
James Yorke Ltd., Oak House, High St., Northleach, Gloucestershire GL54 3ET. Tel: (04516) 666. Telex: 43605. Mng. Dir.: James Scarlett; Sales Dir.: Peter Fanshawe.
Audio: Blank—cassette, computer cassette; raw—1/4", 1/2" cassette.
Zeepa Instruments Ltd., 15 Richmond Gore, Surbiton, Surrey KT6 8RL. Tel: (01) 399-0966. Cable: ZEIPA SURBITON. Telex: 291561. Mng. Dir.: W. Ling. (Blank only)
Audio: Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Avus-Asons, see Lennard.
Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA. Tel: (01) 749-2201. Cable: CINEPRO. Telex: 892513. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gillieron; Adv. Mgr.: Monica Delaney.
Audio: TELEX cassette duplicators & high-speed copiers.
Cartlpat, see Sound.
Cetec Int'l Ltd., Unit 15, North Field Ind'l Estate, Beresford Ave., Wembley, Middx. HA8 1YB. Tel: (01) 900-0355. Telex: 935847. Mng. Dir.: Graham A. Harris; Sales Mgr.: H. Freytag.
Audio: CETEC GAUSS high-speed reel-to-reel duplicators.
Cintron Group, 558 London Rd., Ipsworth, Middx. TW7 4EP. Tel: (01) 568-0131. Telex: 935054.
Digitrax, see Sound.
Gauss, see Cetec.

Hayden Labs. Ltd., Hayden House, Chiltern Hill, Chalfont St. Peter, Gerrards Cross, Bucks. SL9 9UG. Tel: (0753) 888447. Telex: 849649. Chm.: K.E. Owens; Mng. Dir.: E.J. Barrett; Sales Mgr.: D. Hughes; Technical Mgr.: J. Rudling.
Audio: TELEFUNKEN cassette duplicators & loaders.
 Industrial Tape Applications, 1/7 Harewood Ave., London NW1 6LE. Tel: (01) 724-2497. Telex: 21879. Dr.: M. Parmiter; Gen. Mgr.: B. Lambden.
Audio: OTARI cassette duplicators.
 International Video Corp. (UK) Ltd., 10 Portman Rd., Reading RG3 1JR. Tel: (0734) 585421. Cable: INTERVIDEO. Telex: 847579.
Video: Duplicators.
 Klark-Teknik Research Ltd., Coppice Trading Estate, Kidderminster, Worcs. Tel: (0562) 741515. Telex: 339821. Pres.: Philip M. Clarke; Sales Dr.: Gaston Goossens.
Audio: "In-cassette" duplicators.
 Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard.
Audio: AUVIS-ASONA cassette loaders.
 B. H. Morris & Co. (Radio) Ltd., Precision Centre, Heather Park Dr., Wembley, Middx. HA0 1SU. Tel: (01) 902-9422. Telex: 922131. Mng. Dir.: K. Lasky; Mktg. Mgr.: B.T. Cockram; Sales Dr.: A. Allenstein.
 Musitech Ltd., 11-13 Temple End, High Wycombe, Bucks. HP13 5DM. Tel: (0494) 37526. Pres.: Roy Matthews.
Audio: Duplicating equip.
 Otari Electric (UK) Ltd., Herschel Ind'l Centre, 22 Church St., Slough SL1 1TD. Contact: Yoshiaki Shimizu.
Audio: Loaders.
 Pentagon, see Cintron.
 Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.
Audio: Cassette duplicators.
Video: Cassette duplicators.
 Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (76) 81211. Telex: 266371 London. Pres.: W.H. Fulton; Sales Mgr.: D.W. Reeves. (Video only)
 Sound, 1 Dgedshaw Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: I.S. Webb; Sales Mgr.: M. Lloyd; Adv. Mgr.: C. McVie.
Audio: CARTPLANT, DIGITRAX duplicators & winders.
 Telefunken see Hayden.
 Telex, see Avcom.

TAPE PACKAGING & LABELING EQUIPMENT
 Auvis-Asona, see Lennard.
 S. Kemper Ltd., 498 Honeyopt Ln., Stanmore, Middx. HA7 1JZ. Tel: (01) 952-5262. Telex: 21400. Sales Dir.: Paul R.S. Rogers; Sales Mgr.: Adan Coles.
Product: Shrinkwrapping machines.
 Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard.
Audio: AUVIS-ASONA cassette labeling machines.
 Purpac Plastics Ltd., 138 Miles Rd., Epsom, Surrey KT19 9AD. Tel: (03727) 21644. 40322. Telex: 925207. Mng. Dir.: J.M. Fuller; Sales Mgr.: D.J. Bowler.
Video: Protective books.

● **accessories**

Ablex Audio Video, Harcourt, Halesfield 14, Telford, Shropshire TF7 4QR. Tel: (0952) 584131. Telex: 35649. Pres.: Arthur Cullis; Sales Mgr.: Peter Banks.
Product: Tape—head cleaners (audio).
 Adastra Electronics Ltd., Unit N22, Cricklewood Trading Estate, Clarendon Rd., London NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUIP. Mng. Dir.: Michael Leaver.
Product: Tape—carrying & storage cases (audio & video) head cleaners (audio), demagnetizers (audio).
 Agfa-Gevaert Ltd., 27 Great West Rd., Brentford, Middx. TW8 9AX. Tel: (01) 560-2131. Cable: ARTDVEG. Telex: 28154. Mng. Dir.: R.P. Dickinson; Magnetic Prods. Div. Mgr.: W.M. May.
Product: Tape—head cleaners (audio & video), leader & splicing tape (audio).
 Aksope, see Network Mktg.
 Ampex Great Britain Ltd., Acree Rd., Reading, Berks. RG2 0QR. Tel: (0734) 875200. Cable: VIDEOTAPE. Telex: 847611. Gen. Mgr.: John Cripps; Tape Sales Mgr.: Peter Goldsmith; Adv. Mgr.: P. Vaughan.
Product: Tape—carrying & storage cases (audio & video)
 Audio Technica Ltd., Hunstet Trading Estate, Low Rd., Leeds LS10 1BL. Tel: (0532) 771-441. Telex: 557991. Pres.: Shig Harada; Sales Mgr.: Robert Wainwright.
Product: Record—record cleaners, replacement styli; Tape—head cleaners (audio & video).
 Audio + Video Ltd., Video House, 48 Charlotte St., London W1P 1LX. Tel: (01) 580-7161. Telex: 22345. Mng. Dir.: Irvn C. Pannaman; Sales Mgr.: Andrew Bourne; Adv. Mgr.: Don Ubbeldell.
Product: Tape—bulk erasers (video).
 B A S F UK Ltd., 4 Fitzroy Square, London W1P 6ER. Tel: (01) 388-4200. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Prods. Mgr.: R.M. Hine; Domestic Prods. Mgr.: G. Daniel.
Product: Tape—head cleaners, leader tape, splicing tape & equip. (all audio).
 Barrester Music Co. Ltd., 50 Bute St., Luton, Beds. LU1 2EP. Tel: (0582) 29335. Telex: 825115. Mng. Dir.: John Barratt.
Product: Record—carbon fiber brushes, turntable mats.
 Bib Audio/Video Prods. Ltd., Kelsey House, Wood Ln. End, Hemel Hempstead, Herts. HP2 4RQ. Tel: (0442) 61291. Telex: 826437. Chm. & Mng. Dir.: P.B. Arbib; UK Sales Dir.: J. Embley; Int'l Sales Dir.: R.G. Everett.
Product: Record—carrying & storage cases, turntable mats; Tape—carrying & storage cases (audio), head cleaners (audio & video), bulk erasers (video), demagnetizers (audio & video), splicing tape & equip. (audio & video).
 Bib Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dirs.: K. H. Bourke-Borrows, M. Shepherd, B. Parker.
Product: Tape—head cleaners (audio), leader tape (audio).
 Bookbinders of London Ltd., 11 Ronalds Rd., Highbury, London N5 1XJ. Tel: (01) 607-3361. Mng. Dir.: A. Rae Bailey.
Product: Tape—videocassette book boxes & slip cases.
 Harvey Buat, 84 Church St., London NW8. Tel: (01) 724-3711, 723-1011. Pres.: A.H. Taub; Sales Mgr.: E. M. Taub.
Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases (audio & video) head cleaners (audio).
 C B S Mfg. (div. of CBS (UK) Ltd.), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable: COLRECMAN. Telex: 24203. Mng. Dir.: John A. Wheeler.
Product: Tape—cassette library cases.

Cambrasound Ltd., Britania Rd., Waltham Cross, Herts. EN8 7NX. Tel: (0992) 716666. Telex: 24294. Mng. Dir.: Gerald Ambrose; Sales & Mktg. Dir.: Peter Eden; Sales Mgr.: Peter Welsh; Mktg. Mgr.: Graham Hutchinson.
Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—carrying & storage cases, head cleaners, demagnetizers (all audio & video).
 Cassette Developments (Audioisonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2TZ. Tel: (01) 940-8186. Telex: 8813481. Gen. Mgr.: R. E. Underwood.
Product: Tape—head cleaners, demagnetizers.
 Cintron Group, 558 London Rd., Isleworth, Middx. TW7 4EP. Tel: (01) 568-0131. Telex: 935054.
Product: Tape—carrying & storage cases, (video), demagnetizers (video), splicing tape & equip.
 Cloud 9 Video, ISD, Stoppage Ln., Simonswood, Liverpool L33 4YA. Tel: (051) 548-9690. Mng. Dir.: Mike Glasspole.
Product: Tape—leader tape, splicing tape & equip. (audio)
 Colclene, see Future Film.
 Condor Electronics Ltd., Woodman Works, 204 Durnford St., London SW19 8DR. Tel: (01) 947-9511. Telex: 928502. Mng. Dir.: C.A. Wolff.
Product: Record—record care prods., replacement styli; Tape—head cleaners, demagnetizers.
 Contek Magnetics Ltd., 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ. Tel: (0483) 503222. Telex: 859403. Mng. Dir.: Gerald P. Creagh; Comm'l Mgr.: Fred MacDonald.
Product: Tape—head cleaners (audio).
 Cosmoord Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 718-666. Cable: ACOS. Telex: 24294. Mng. Dir.: V.J. Svyer; Sales & Mktg. Dir.: G.E. Brewin.
Product: Record—record care prods., 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, demagnetizers.
 Crown Arrow Co., 8 Gateledge Close, Round Spinney Ind'l Estate, Northampton NN3 4RJ. Tel: (0604) 48744. Telex: 311165. Owner: Robert J. Parfitt.
Product: Record—carrying & storage cases, 45 RPM adaptors; Tape—carrying & storage cases (audio & video).
 Crown Merlon Ltd., 61 Mortimer Rd., Mitcham, Surrey CR4 3HS. Tel: (01) 646-3254. Pres. & Sales Mgr.: J.C. Watkins.
Product: Audio & video equipment stands/furniture.
 D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY. Tel: 49505. Owner: E.G. Dowley.
Product: Tape—head cleaners (audio).
 Discwasher, see Zerostat.
 E M I Audiocare, see Thorn EMI.
 Eagle Int'l, Precision Centre, Heather Park Dr., Wembley, Middx. HA0 1SU. Tel: (01) 902-8832. Cable: EAGLINT. Telex: 922131. Mng. Dir.: W. Morrow; Mktg. Dir.: R. Woolf.
Product: Record—replacement styli; Tape—bulk erasers, demagnetizers
 Edital, see Scenic Sounds.
 Edwards Construction Co., 4 Brunswick Dr., Harrogate, North Yorks HG1 2PZ. Tel: Harrogate 60921. Local plant: The Chapel, 282 Skipton Rd. Tel: 500442.
Product: Record—SUPERFLEX record & hi-fi cabinets; Tape—VIDEOFLEX video cabinets.
 Emerald Recs. Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn Solomon; Gen. Mgr.: George R. Doherty.
Product: Record—replacement styli.
 Entre, see Lentek.
 Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Telex: 747386. Mng. Dir.: C. Rumble.
Product: Tape—storage cases.
 Future Film Developments (Allotrope Ltd.), 36/38 Lexington St., London W1R 3MR. Tel: (01) 437-1892. Cable: ALLOTROPE LONDON W1. Telex: 21624. Dirs.: C.S. Young, Tim Blackham.
Product: Tape—COLCLENE head cleaners.
 Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex. Tel: (0206) 77224. Mng. Dir.: A.B. Golding; Dir.: D.P. Golding; Gen. Mgr.: P. Walsh; Sales Mgr.: R.K. Golding.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers.
 Highgate Acoustics, 38 Jamestown Rd., London NW1 7EJ. Tel: (01) 267-4936.
Product: Record—replacement styli.
 Istead Audio Visual, 38 The Tything, Worcester. Tel: (0905) 29713. Telex: 335294.
Product: Tape—videocassette storage cabinets.
 J V C (UK) Ltd., Eldonwall Trading Estate, 6/8 Priestley Way, Staples Corner, London NW2 7AF. Tel: (01) 450-2621. Telex: 923320. Chm. & Mng. Dir.: Kurt Low; Deputy Mng. Dir.: A. Nishina; Sales Dr.: Gerald Barc.
Product: Record—replacement styli.
 K T D Ltd., Unit 8, Wotton Rd., Kingsnorth Ind'l Estate, Ashford, Kent TN23 2H. Tel: (0233) 24374. Mng. Dir.: Terry Heustice; Comm'l Mgr.: Frank Pearce.
Product: Tape—carrying & storage cases (audio & video).
 Ktel Int'l (UK) Ltd., 620 Western Ave., London W3. Tel: (01) 992-8000. Telex: 934195. Mng. Dir.: Adrian Moulds.
Product: Record & Tape—carrying & storage cases.
 Knowin (UK) Ltd., 37 Churchill Way, Fleckney, Leics. Tel: (0533) 403331. Telex: 342467. Dirs.: C. T. Dunne, P. P. Jones.
Product: Record—carrying & storage cases, record care prods, turntable mats; Tape—carrying & storage cases (audio & video), head cleaners (audio & video); bulk erasers & demagnetizers (audio); other—speaker stands.
 L G R Prods., 105 Eastern Esplanade, Southend-on-Sea, Essex. Tel: (0702) 65695. Owner: L.G. Raven.
Product: Carrying & storage cases.
 Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sales Eng.: J. Trievnor.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers, splicing tape.
 Levers-Rich Equip. Ltd., Ltd., 319 Trinity Rd., Wandsworth, London SW18 3SL. Tel: (01) 874-9054. Cable: LEEFAG. Telex: 923455.
Product: Tape—bulk erasers (audio & video), demagnetizers (audio & video).
 Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard.
Product: Record—carrying & storage cases, record care prods., 45 RPM adaptors, replacement styli; Tape—carrying & storage cases (audio & video), head cleaners (audio), leader & splicing tape (audio).
 Lentek Audio Ltd., Ind'l Estate, Edison Rd., St. Ives, Huntingdon, Cambs. PE17 4LF. Tel: (0480) 62225. Telex: 32303. Dir.: L.W. Scofield.
Product: Record—ENTRE replacement styli.

Lightning Recs. & Video Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-5255. Telex: 927813. Mng. Dir.: Raymond Laren.
Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—carrying & storage cases, head cleaners (audio & video).
 Liveness Bindery, 9/12 Zennor Rd., London SW12. Tel: (01) 673-1216.
Product: Tape—videocassette slip cases.
 Lugton & Co. Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB. Tel: (01) 348-8211/9129. Mng. Dir.: Walter Ficker; Sales Mgr.: Roger Cornwell.
Product: Record—carrying & storage cases, record care prods., turntable mats, replacement styli; Tape—carrying & storage cases, head cleaners, leader tape, splicing tape & equip.
 Milty Prods. Ltd., New Mansion House, 173/191 Wellington Rd. S., Stockport, Cheshire. Tel: (061) 480-8142. Cable: POWMAR. Telex: 667700.
Product: Record—record care prods.: PIXALL cleaner; PERMOSTAT preservative; Tape—VCR protective covers.
 Musac (Scotland) Ltd., 9 Watt Rd., Hillington Ind'l Estate, Hillington, Glasgow G53 4RY, Scotland. Tel: (041) 882-9986. Mng. Dir.: Angus McDonald; Sales Mgr.: Douglas MacLeod.
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners (bulk erasers), demagnetizers, leader tape, splicing tape & equip. (all audio & video).
 Musicasel Ltd., Camberwell Ind'l Estate, Unit 6, Denmark Rd., London SE5. Tel: (01) 737-0480. Mng. Dir.: John Hardman; Prod'n Mgr.: Marilyn Ward.
Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases, head cleaners, demagnetizers.
 Musonic (UK) Ltd., Unit 3, Second Way, Wembley, Middx. HA9 0YS. Tel: (01) 903-7067. Telex: 295439. Mng. Dir.: P.H. Blank. Sales Dr.: B. Blank.
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape—carrying & storage cases (audio & video), head cleaners (audio & video).
 Network Mktg. Ltd., Sutherland House, 70-78 The Broadway, London NW9 7BT. Tel: (01) 202-0911. Telex: 261341. Sales Dr.: B. Goldenberg.
Product: Record—record care prods.: ALLSOP "wet" antistatic cleaner; Tape—ALLSOP head cleaners ("wet"), non-abrasive type—audio & video; J. Osawa & Co (UK) Ltd., 10 Forge Court, Reading Rd., Yateley, Camberley, Surrey. Tel: (0252) 875-919. Telex: 858917. Bus. Mgr.: L.G. Roberts.
Product: Record—record care prods., turntable mats, replacement styli; Tape—head cleaners, demagnetizers, splicing tape (all audio)
 Dsmabel Ltd., 46 Kenilworth Rd., Edgware, Middx. HA8 8YG. Tel: 958-9314. Mng. Dir.: G. Greenlick.
Product: Tape—bulk erasers, head demagnetizers.
 Panda Recs. Enterprise House, Inkeram St., Ilaneth, Dyfed SA15 1SA. Tel: (05542) 52490, 58913. Chief Exec.: Paul Adams; Gen. Mgr.: Alan Phillips.
Product: Record—carrying & storage cases, replacement styli; Tape—carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio).
 Permostat, see Milty.
 Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.
Product: Tape—cassette head cleaning tape, leader & splicing tape.
 Pinnacle Recs., Pinnacle House, 1 Dasthouse Way, Drington, Kent BR5 3QJ. Tel: (0689) 27000. Telex: 892008. Chm.: Terry Scully; Mng. Dir.: Tony Berry; Int'l Dir.: Laurie MacGregor.
Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—head cleaners, demagnetizers.
 Pixall, see Milty.
 Plastic Sales Leicester Ltd., 10/12 Darford Rd., Leicester LE2 7PQ. Tel: (0533) 833691. Chief Exec.: T.H. Winfield.
Product: Record care prods.
 Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Chm.: David Hamilton-Grant; Mng. Dir.: Colin W. Marler.
Product: Tape—bulk erasers (video), leader tape (audio).
 Purpac Plastics Ltd., 138 Miles Rd., Epsom, Surrey KT19 9AD. Tel: (03727) 21644, 40322. Telex: 925207. Mng. Dir.: J.M. Fuller; Sales Mgr.: D. J. Bowler.
Product: Record—carrying & storage cases, record care prods; Tape—carrying & storage cases, head cleaners (audio & video).
 Pyral Magnetics Ltd., Courtlands Rd., Eastbourne, Sussex. Tel: (0323) 638965. Mng. Dir.: Harry Hutchings; Sales Mgr.: James Hutchings.
Product: Tape—leader tape.
 Pysier Ltd., Fircoft Way, Edenbridge, Kent. Tel: (0732) 864111. Telex: 95527. Mng. Dir.: J.P. Tift; Sales Dr.: Malcolm Blockley.
Product: Record—record care prods.: SOUND GUARD record preservative; Tape—head cleaners & demagnetizers.
 Quality Audio Supplies, Wollaton Rd., Beeston, Notts. Tel: (0602) 256141.
Product: Record—audio connecting leads.
 Quality Plastic Supplies, 13 Summerstown, Wandsworth, London SW17. Tel: (01) 946-8388.
Product: Tape—plastic video albums, protective cases for videocassette.
 R I Audio, Kemick Rd., Penryn, Cornwall TR10 9DQ. Tel: (0326) 72753. Cable: RIMICRON. Sales Dr.: A. Lee.
Product: Record—record care prods.
 Riverside Ltd., 107 High St., Evesham, Worcs. Tel: (0386) 47766. Contact: Harry Dixon.
Product: Record—carrying & storage cases.
 Ross Electronics, 49/53 Pancras Rd., London NW1 2QB. Tel: (01) 278-6371. Cable: ROSSILECT. Telex: 22747. Pres.: Ross I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy.
Product: Record—record care prods.: Tape—head cleaners (audio & video).
 Scenic Sounds Equip. Ltd., 97-99 Dean St., London W1V 5RA. Tel: (01) 734-2812. Telex: 27939.
Product: Tape—EDITALL, XEDIT splicing & editing equip.
 P. & J. Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP. Tel: (09323) Byfleet 51921. Telex: 894223. Technical Sales: Alan & Paul Sibert.
Product: Record—stylus inspection equip.; Tape—head inspection equip.
 Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Les Paterson.
Product: Record—record care prods., replacement styli; Tape—head cleaners, demagnetizers.
 Sound, 1 Dgedshaw Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: I.S. Webb; Sales Mgr.: M. Lloyd; Adv. Mgr.: C. McVie.
Product: Tape—carrying & storage cases, bulk erasers, demagnetizers (all audio & video), leader tape (audio).
 Sound Guard, see Pysier.
 Soundmaster Ltd./Record Housing, 17-a Newnham Rd., London N22. Tel:

(01) 888-7487, 807-1661. Telex: 922488. Pres.: N. Field; Sales Mgr.: M. Field.
Product: Record & Tape—carrying & storage cases.
 Stanton, see Wilmes.
 Superflex, see Edwards.
THORN EMI TAPE LTD., Alma Rd., Windsor, Berks SL4 3JA Tel: (07535) 59171. Cable: EMITAPE LONDON. Telex: 847241. Pres.: E.A. Naef; Sales & Mktg. Dir.: P. Solitt.
Product: Tape—EMI AUDIOCARE head cleaners, splicing tape, editing blocks. (SEE ADVERTISEMENT)
3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmon; Dev. Dir.: P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-ord.: P.A. Stockwell-Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd., Penze. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.
Product: Record—turntable mats; Tape—head cleaners, leader & splicing tape.
VideoFlex, see Edwards.
Cecil E. Watts Ltd., Darby House, Lower Hampton Rd., Sunbury-on-Thames, Middx. Tel: Sunbury 83252. Telex: 21879. Mng. Dir.: Mrs. A.H. Watts; Gen. Mgr.: D.W. Luxford-Watts; Sales Mgr.: Mrs. S.A.C. Luxford-Watts.
Product: Record—record care prods.
West 4 Tapes & Recs., 94 Sandy Ln. S., Wallington, Surrey SM6 9RQ. Tel: (01) 647-1543. Pres.: Kenneth G. Roe; Sales Mgr.: Cheryl Welshman.
Product: Record—protective sleeves.
Wilmes Ltd., Compton House, 35 High St., New Malden, Surrey KT3 4DE. Tel: (01) 949-2545. Telex: 8814591. Pres.: Peter H.C. Merrick; Sales Mgr.: Clive R. Lincoln.
Product: Record—STANTON record care prods., replacement styli.
Wynd-Up Recs. Ltd., Greengate Ln., Prestwich, Manchester. Tel: (061) 798-9252/0533. Mng. Dir.: Colin Reilly; Gen. Mgr. & Dist'n Dir.: B. Patchett; Sales Dir.: L.J. O'Meara. Accessories Div., 14 Birch Ln., Longsight, Manchester. Tel: (061) 224-2823.
Branch: Glasgow, Scotland, Tradeston Ind'l Estate, 7 Kilburnie Pl. Tel: (041) 429-5155.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape—head cleaners, demagnetizers, leader & splicing tape.
Xanadu Constructional & Mechanical Eng., 79 Fitzmael St., East Acton, London W12. Tel: (01) 743-3402. Mng. Dir.: Paul Gadd; Co-Dir. & Sales Mgr.: Don Arden; Gen. Mgr.: Jeff Lynne.
Product: Record—45 rpm adaptors, replacement styli.
Xedit, see Scenic Sounds.
M. Young & Co., Industrial Estate, Southgate Ave., Mildenhall, Suffolk IP28 7AT. Tel: Mildenhall 712553. Partner: M. Young.
Product: Record—polythene lined covers, master bags, cardboard record covers; Tape—cassette master bags.
Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 8RL. Tel: (01) 399-0966. Cable: ZEEPA SURBITON. Telex: 291561. Mng. Dir.: W. Ling.
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio & video), leader tape, splicing tape & equip.
Zerostat Components Ltd., Burrell Road Ind'l Estate, St. Ives, Huntingdon, Cambs. Tel: (0480) 62225. Telex: 32303. Dir.: R.F. Wooley.
Product: Record—turntable mats, record care prods. DISCWASHER cleaning system, stylus cleaner; ZEROSTAT antistatic pistol.

• **store fixtures**

Alfa Display & Design, 28 Beechwood, Fordingbridge, Hants. LP6 1DB. Tel: (0425) 53943.
Product: Record & tape browser boxes, record & tape display racks.
Amazing Exhibitionists Ltd., 39a Mottingham Rd., London SE9 4QZ. Tel: (01) 851-9324, 2223. Telex: 21792. Dir.: Lawrence Miller; Sales Mgr.: Ken Coenen.
Product: Browser boxes, display racks, divider cards.
Arjay Shopfitters Ltd., 54 Lower Marsh Ln., Kingston-upon-Thames, Surrey KT1 3BJ. Tel: (01) 390-2101. Chief Exec.: P.E. Champion.
Product: Disk & Tape—browser boxes, display racks, divider cards (audio & video).
Ateka Tape Racks, 37 Station Rd. Ind'l Estate, Hailsham, East Sussex BN27 2ER. Tel: (0323) 843191. Mng. Dir.: G. J. Williamowski; Sales Mgr.: R. M. Tarrant.
Product: Disk—browser boxes (audio), display racks, security systems (audio & video); Tape—display racks, security systems (audio & video).
Ballantine Advertising, 11 Talbot Square, London W2. Tel: (01) 723-4439.
Product: Record divider cards.
Broomhall Joinery Co. Ltd., 222 High St., Uxbridge, Middx. Tel: 37311. Mng. Dir.: S.J. Hurley; Gen. Mgr.: R.F. Allen.
Product: Record browser boxes, record display racks.
Chess Creative Servs. Ltd., 14A Shouldham St., London W1. Tel: (01) 723-8233. Partners: A. Smith, P.J. Lacy.
Product: Browser boxes, display racks, divider cards.
Cinton Group, 558 London Rd., Isleworth, Middx. TW7 4EP. Tel: (01) 568-0131. Telex: 935054.
Product: Security systems (video).
Crown Arrow Co., 8 Gate Lodge Close, Round Spinney Ind'l Estate, Northampton NN3 4RU. Tel: (0604) 48744. Telex: 311165. Dwner: Robert J. Parfitt.
Product: Disk & Tape—security systems (audio & video)
Film & Television Prod'n Servs., Pinewood Studios, Iver Heath, Bucks.
Product: Tape display racks.
Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Telex: 747386. Mng. Dir.: C. Rumble.
Product: Tape display racks.
Format (Sussex) Ltd., Jubilee Rd., Burgess Hill, Sussex. Tel: (04446) 45245. Telex: 87322. Mng. Dir.: Ted Light.
Product: Record & tape (audio & video) browser boxes.
Gray & Butt Ltd., 45 King St., Stanford-le-Hope, Essex. Tel: (03756) 3041. Sales Dir.: Peter Butt; Gen. Mgr.: Russell Butt.
Product: Browser boxes, display racks.
E. Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester LE4 8AP. Tel: (0533) 695413. Telex: 34627. Mng. Dir.: Bob Frost; Sales Dir.: Derek Deighton.
Product: Browser boxes, divider cards.
Howards Silk Screen (Slough) Ltd. (div. of Tinsley-Robor Group), Albion

Close, Petersfield Ave., Slough, Berks. Tel: (0753) 31442.
Product: Point of purchase materials.
Hunt-Leigh Co. Ltd., Unit C1A, Menin Works, Bcnd Rd., Mitcham, Surrey. Tel: (01) 640-7408.
Product: Divider cards.
Jubilee Graphics, 101 Wardour St., London W1. Tel: (01) 437-8572.
Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) divider cards.
S. Kemper Ltd., 498 Honeytop Ln., Stanmore, Middx. HA7 1JZ. Tel: (01) 952-5262. Telex: 21400. Sales Dir.: Paul R.S. Rogers; Sales Mgr.: Aidan Coles.
Product: Record & Tape security systems (audio & video).
Lightning Recs. & Video Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-5255. Telex: 927813. Mng. Dir.: Raymond Laren.
Product: Record—display racks, browser boxes, divider cards.
Lugton & Co. Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB. Tel: (01) 348-8211/9129. Mng. Dir.: Walter Ficker; Sales Mgr.: Roger Cornwell.
Product: Disk—browser boxes; Tape—browser boxes, display racks.
Metropolitan Communications, 8a Frogna Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau; Sales Mgr.: R. Hanau; Admin.: A. Lohmeyer.
Product: Audio sampler.
Musonic (UK) Ltd., Unit 3, Second Way, Wembley, Middx. HA9 0YS. Tel: (01) 903-7067. Telex: 295439. Mng. Dir.: P.H. Blank; Sales Dir.: B. Blank.
Product: Disk & Tape browser boxes, display racks & divider cards.
Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 7PQ. Tel: (0533) 833691. Chief Exec.: T. H. Winfield.
Product: Disk—display racks (video), divider cards; Tape—display racks (video).
Realhealth Ltd., 15/23 Porteus Rd., London W2. Tel: (01) 723-8495. Dir.: Bryan Whitman.
Product: Browser boxes, display racks, divider cards.
Royco Designs Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Telex: 747386.
Product: SPACE SAVER tape display racks for 8-tr., cassette, & videocassette.
Securette Ltd., 5 First Ave., Bluebridge Ind'l Estate, Halstead, Essex CO9 2EX. Tel: (0787) 475912. Mng. Dir.: Bruce J. Samson; Dir.: Mary B. Radcliffe.
Product: Disk—display racks, security systems (audio & video).
Space Saver, see Royco.
Tinsley-Robor Group Ltd., Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. Telex: 877171. Mng. Dir.: John Rose; Sales Dir.: Roy Joyner.
Product: Disk & tape browser boxes, disk & tape divider cards.
Trade Distributors Northern, 400 Great Routage Rd., Bradford, West Yorks. Tel: (0274) 76809.
Product: Browser boxes.
Wynd-Up Recs. Ltd., Greengate Ln., Prestwich, Manchester. Tel: (061) 798-9252/0533. Mng. Dir.: Colin Reilly; Gen. Mgr. & Dist'n Dir.: B. Patchett; Sales Dir.: L.J. O'Meara. Accessories Div., 14 Birch Ln., Longsight, Manchester. Tel: (061) 224-2823.
Branch: Glasgow, Scotland, Tradeston Ind'l Estate, 7 Kilburnie Pl. Tel: (041) 429-5155.
Product: Browser boxes, display racks, divider cards.

• **jukebox title strips**

Lightning Recs. & Video Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-5255. Telex: 927813. Mng. Dir.: Raymond Laren.

• **promotional merchandising aids**

The following is a list of companies involved in the manufacturing of items promoting the music industry and/or its artists.
Anabas Posters, Chesham Close Ind'l Estate, Cedar Rd., Romford, Essex RM7 7EX. Tel: Romford 21318. Telex: 995701.
Product: Posters, photographs.
Apollo Mktg., Basement Studio, 33 Norton Rd., Hove, Sussex BN3 3BF. Tel: (0273) 720297. Pres.: Fernando Valverde; Sales Mgr.: John Williams.
Product: Posters, T-shirts, patches, ties.
Badge Sales, 83 Berwick St., London W1V 3PJ. Tel: (01) 734-1125. Mng. Dir.: William Smith; Gen. Mgr.: Oscar Zanello.
Product: Belts, keychains, patches, buttons & badges.
Ballantine Advertising, 11 Talbot Square, London W2. Tel: (01) 723-4439.
Product: Posters, T-shirts.
Belt Up Promos., St. Edmunds Church, Cornwall Rd., Croydon, Surrey CR0 3RD. Tel: (01) 688-7269. Dir.: Stuart Alexander.
Product: Belt buckles, hats/caps, keychains, patches, badges & t-shirts.
Chess Creative Servs. Ltd., 14A Shouldham St., London W1. Tel: (01) 723-8233. Partners: A. Smith, P.J. Lacy.
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.
Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155.
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.
Dazzlebourne Ltd., 41-B Blenheim Crescent, London W11 2EF. Tel: (01) 727-0734. Mng. Dir.: Harry T. Murlowski.
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.
Elovis Yours Ltd., 107 Shore ditch High St., London E1. Tel: (01) 739-2001. Mng. Dir.: Sid Shaw; Sales Mgr.: David Griffiths, John Barber.
Product: Posters, belt buckles, T-shirts, jackets, keychains, patches, buttons/badges.
Fan Club Centre, 33 Norton Rd., Basement Studio, Hove, Brighton BN3 3BF. Tel: (0273) 720297. Pres.: Fernando Valverde.
Product: Posters, T-shirts, patches, printed ties, photos, stamps.
Format (Sussex) Ltd., Jubilee Rd., Burgess Hill, Sussex. Tel: (04446) 45245. Telex: 87322. Mng. Dir.: Ted Light.
Product: Posters.
Front Line Mktg., 5 Cinderhills Rd., Holmfurth, West Yorks. Tel: (048489) 6892. Mng. Dir.: John Piper, Geoff Dolding.
Product: T-shirts, keychains, patches, badges.
Goldcrest (Adhesive) Prods. Ltd., Telford Rd., Bicester, Oxfordshire OX6 0UB. Tel: (08692) 43201. Telex: 83391.
Product: Posters.
John Harwood-Bee Assocs., The Folly, Folly Island, Hertford, Herts. SG14 1QD. Tel: (0922) 551233. Telex: 817861. Mng. Dir.: John Harwood-Bee; Sales Mgr.: Chris Palmer.
Product: Posters, T-shirts, jackets, all printed matter.

Howards Printers (Slough) Ltd., Mill St., Slough. Tel: (0753) 32271.
Product: Posters.
Jubilee Graphics, 101 Wardour St., London W1. Tel: (01) 437-8572.
Product: Posters, T-shirts, jackets.
Keenpac Polythene Supplies Ltd., Coronation Place, Guildhall Ln., Leicester. Tel: (0533) 20084, 537806. Telex: 341581. Pres.: Glynn L. Bradshaw; Sales Dir.: Desmond Slavin.
Product: Carner bags.
Lindsey's Colour Serv., 88 Teesdale St., London E2. Tel: (01) 729-5462. Mng. Dir.: Ray Mack; Sales Dir.: David Wall.
Product: Posters, T-shirts, patches, jackets, badges.
Mercer Servs., 40-42 Church St., Burnley, Lancs. BB11 2DL. Tel: (0282) 56156. Pres.: Mike Leonard; Sales Mgr.: Tony Coe.
Product: Patches, buttons/badges.
Mobile Mdg. Co., No. 1 Wharf, Shad Thames, London SE1 2NH. Tel: (01) 407-5116. Telex: 883217. Sales Dir.: Brian C. Wilson.
Product: T-Shirts, jackets.
Pin Badge Co., PO Box 22, Banbury. Tel: (0295) 57321. Telex: 837424. Chief Exec.: G. Pearson.
Product: Badges.
Porter & Pooch Assoc. Ltd., 72 Westfields Ave., London SW13 0AU. Tel: (01) 878-4366/2595. Mng. Dir.: R. Alexander Porter.
Product: Posters, belt buckles, T-shirts, jackets, hats/caps, keychains, patches, buttons & badges.
Positive Mgmt., 17 Station Rd., London SE25 5AH. Tel: (01) 771-5777. Pres.: Steve Hutchings; Gen. Mgr.: Dave Lucy; Sales Mgr.: Pat Renham.
Product: Posters, belt buckles, T-shirts, hats/caps, jackets, keychains, patches, buttons & badges.
Scandeco Ltd., 3 Armadale Rd., Feltham, Middx. Tel: (01) 890-8174. Telex: 934367. Mng. Dir.: Lennart Groth; Sales & Mktg. Mgr.: Peter Winship.
Product: Posters, badges.
Templering Ltd., 29 Wales Way, Mitcham, Surrey. Tel: (01) 640-3025. Sales Mgr.: Henry Dyson.
Product: Posters.
Tinsley-Robor Group Ltd., Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. Telex: 877171. Mng. Dir.: John Rose; Sales Dir.: Roy Joyner.
Product: Posters.
Windsor Rec. Exports Ltd., St. Edmunds Church, Cornwall Rd., Croydon, Surrey. Tel: (01) 688-6836. Telex: 896218. Dir. Mgr.: Steve Mason; Gen. Mgr.: Mike Chapman; Sales Mgr.: Sean Sullivan.
Product: Belt buckles, T-shirts, hats/caps, keychains, patches, buttons/badges.
Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 8RL. Tel: (01) 399-0966. Cable: ZEEPA SURBITON. Telex: 291561. Mng. Dir.: W. Ling.
Product: Hats/caps, t-shirts.

• **video program suppliers**

E P S-David Cavalier Ltd., 75 Holloway Rd., London N7 8JZ. Tel: (01) 359-5305. Pres.: David Cavalier.
Embassy Home Entertainment (UK), 3 Audley Square, London W1Y 5DR. Tel: (01) 409-1925. Telex: 297197. Sr. VP: Alan Kauppe; Mng. Dir.: Jim Howell.
Supplies: Feature films, music, sports, instructional.
Formats: Beta & VHS cassette, CED & LaserVision disk.
Seeking: Feature films, music, sports, instructional.
Island Pictures Ltd., 22 St. Peter's Square, London W6 9NW. Tel: (01) 741-1511. Telex: 934561. Gen. Mgr.: Dave Domleo; Sales Mgr.: Nicola Davies.
Supplies: Feature films, music.
Kruger Leisure Entls. Inc., PO Box 130, Hove, East Sussex BN3 6QU. Tel: (0273) 55-0088. Telex: 866500. Cable: KRUGERENT. Chm.: Jeffrey Kruger.
Precision Video Ltd., ACC House, 17 Great Cumberland Pl., London W1A 1AG. Tel: (01) 262-8040. Telex: 261807.
Formats: 1/2" Beta, VHS & V-2000 cassette; LaserVision disk.
Wienerworld Ltd., 18 Abercorn Rd., Stanmore, Middx. Tel: (01) 954-1463. Telex: 923753. Dirs.: Ian A. Wiener, Tony Broza.

URUGUAY

Population: 3,000,000.
 Rate of exchange: 1\$ (US) = 33.13 pesos.
 Per capita income: \$2,250.
Holidays: January 1, January 6 (Holy Kings' Day), February (Monday & Tuesday of Carnival), March-April (Holy or Tourism Week), April 19 (Landing of the 33), May 1 (Workers Day), May 18 (Battle of Las Piedras), June 19 (Birthday of Artigas), July 18 (First Constitution Day), August 25 (Independence Day), October 12 (Columbus Day), November 2 (All Souls Day), December 8 (Blessing of the Waters), December 25.

• **record & tape manufacturers / distributors / importers**

APSA (American Prods. SA) (IFPI), Av. Italia 4230, Montevideo. Tel: 59-42-17. Dir.: David Wegbraut; Gen. Mgr.: Norman Arin; Sales Mgr.: Eduardo Castro, Mario Vera; A&R Mgr.: Carlos Dumpierez.
Labels: (Owned) Citrus; (licensed) Albion (UK), Backstreet (USA), Barclay (France), Can't Stop (USA), Chrysalis (UK), Ensign (UK), Grunt (USA), Hansa (Germany), Harem (USA), It (Italy), MCA (USA), Millennium (USA), Polar (Sweden), RCA (worldwide), Riviera (France), Salsoul (USA), Siga (Brazil), 20th Century-Fox (USA), Vanilla (Italy), Windsong (USA).
Ayu, see Tacuabe.
Citrus, see APSA.
Daisy, see EDISA.
E D I S A (IFPI), Nueva York 1176, Montevideo. Tel: 91-60-74. Cable: EDIGRAF. Telex: 901. Pres. & Mng. Dir.: Ricardo Gioscia; Gen. Mgr.: Alberto Bosca.
Labels: (Owned) Daisy; (licensed foreign) Charisma (UK), DGG (Germany), Fontana (worldwide), H&L (USA), MGM (USA), Microfon (Argentina), PolyGram (worldwide), RSO (UK), Rocket (UK).
Fono-Musica SA, Arapey 1401, Montevideo. Tel: 20-30-72. Pres.: Werther Brito; Gen. Mgr.: Luis Dnel Riviezco.
Ricardo & Rodolfo Gioscia SA (IFPI), Av. 18 de Julio 1100, Montevideo. Tel: 90-01-13. Cable: GIDSPANIO. Telex: 901. Pres.: Rodolfo Mario Gioscia.
Labels: (Owned) Orfeo; (licensed) Angel (UK), Apple (UK), Apple (USA), Delphine (France), EMI group (UK), Hispavox (Spain), Magnet (UK),

Pampa (Argentina), Private Stock (UK), Tonodisc (Argentina), United Artists (USA).
 Orfeo, see Ricardo & Rodolfo Gioscia.
 Palma, see Tacuabe.
 Renew Variety Recs. SA, Paraguay 2253 (Canal 4), Montevideo. Tel: 23-45-91, 20-08-06. Cable: MONTECARLO TV. Telex: 834.
 Labels: (Owned) Renew Variety; (licensed) ATC (Argentina), Ariola (worldwide), Continental (Brazil), Infopesa (Peru), K-tel (USA), Moveplay (Spain), Ri-Fi (Italy), WEA (USA), Zairo-Novola (Spain).
 Sendor SA (IFPI), Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONO-DORADA. Telex: 6474. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Olliu; Sales Mgr.: Omar Montano.
 Labels: (Owned) Sendor; (licensed) A&M, CBS Int'l (USA), Disc Jockey (Argentina), Durium (Italy), Epic (USA), Music Hall (Argentina), Sazam (Argentina), Surco (Argentina), Telefunken (Germany).
 Tacuabe SRL (Eds.), Casilla de Correo 1342, Montevideo. Artistic Dir.: Carlos da Silveira; Gen. Mgr.: Ruben Olivera.
 Labels: (Owned) Ayui, Palma, Tacuabe; (licensed) Comamusa (Argentina), Moshe Naim (France), Tacape (Brazil), Tarka (Argentina).

• **music publishers**

Circle Line Eds. Int'l, Cooper 2101, Montevideo. Tel: 39-6475. Gen. Dir.: J. Olaszewski Fried; Gen. Mgr.: Mario Grandal.
 Tacuabe SRL (Eds.) (AGADU), Casilla de Correo 1342, Montevideo. Artistic Dir.: Fernando Condon.
 Tacuara Ltda., Nicaragua 1478, Montevideo. Tel: 29-7530. Cable: SONDO-RADA. Telex: 6474. Pres.: Enrique Abal Olliu.

• **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Asociacion de Educadores Musicales, Pablo de Maria 1561, Montevideo. Tel: 41-45-65. Pres.: Nilda Gonzalez Genta.
 Asociacion Estudiantes de Musica (AEMUS), Colonia 1065, Montevideo. Pres.: Zulma Harambure; VP: Enrique Visca; Sec'y: Susana Prunes.
 Asociacion Uruguaya de Musicos, Maldonado 983, Montevideo. Tel: 98-73-70. Pres.: Roberto Garcia Devita; Sec'y: Jorge Delgado; Treas.: Cervantes Acosta.
 Camara Uruguaya del Disco, Canelones 1974, Montevideo. Tel: 4-30-52. Pres.: Norman Arlin; VP: Ricardo Gioscia Zamalvide; Exec. Sec'y: Dir. Plinio Borgio; Sec'y: Juan Carlos Garcia; Treas.: Enrique Abal.
 Centro Cultural de Musica, Av. 18 de Julio 1006, 6th fl., Montevideo.
 Juventudes Musicales del Uruguay, Rio Negro 1228, Montevideo. Tel: 90-55-75. Pres.: Hector Tosar; Sec'y: Gen. Maria Tania Sver.
 Sociedad Uruguaya de Interpretes (SUDEI), Canelones 1090, Montevideo. Pres.: Orlando Romanelli; VP: Rogelio Coli; Sec'y: Jose Maria Lorenzo; Treas.: Quilmer Aguirre.
 Sociedad Uruguaya de Musica Contemporanea, Casilla de Correo 1328, Montevideo. Pres.: Hector A. Tosar; Sec'y: Carlos da Silveira.

LICENSING ORGANIZATION, MUSIC

AGADU (Asociacion Gen. de Autores del Uruguay) Canelones 1130, Montevideo. Tel: 90-31-88. Pres.: Antonio Italiano; Gen. Mgr.: Rodolfo M. Costantino; Sec'y: Luis Eduardo Echegonzaly. (Mechanical & performing rights).

PLATING, PROCESSING & PRESSING PLANTS

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur.
 Ricardo & Rodolfo Gioscia SA, 18 de Julio 1100, Montevideo. Tel: 90-01-13. Cable: GIOSPIANO. Telex: 901. Pres.: Rodolfo Mario Gioscia.
 Pressing capacity: 45-500 units/day; LP-2000 units/day.
 Sendor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONDO-RADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Olliu; Sales Mgr.: Omar Montano.

RECORD PROMOTION

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 95-35-53, 95-32-02. Telex: 737. Pres. & Gen. Mgr.: Jorge de Artea; Sales Mgr.: Frdo Leib.
 Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75, 90-63-80. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

TAPE CUSTOM DUPLICATORS

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur.
 Audio: Cassette.
 Ricardo & Rodolfo Gioscia SA, 18 de Julio 1100, Montevideo. Tel: 90-01-13. Cable: GIOSPIANO. Telex: 901. Pres.: Rodolfo Mario Gioscia.
 Audio: Cassette.
 Sendor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONDO-RADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Olliu; Sales Mgr.: Omar Montano.
 Audio: Cassette.

• **supplies**

TAPE, BLANK LOGOED

A P S A (American Prods. SA), Av. Italia 4230, Montevideo. Tel: 59-42-17. Dir.: David Wegbraut; Gen. Mgr.: Norman Arlin; Sales Mgrs.: Eduardo Castro, David Vera.
 Audio: Cassette.
 Sendor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONDO-RADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Olliu; Sales Mgr.: Omar Montano. (Blank only)
 Audio: Cassette.

ENVELOPES & MAILERS

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75, 90-63-80. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

JACKETS & SLEEVES

Argetal Ltda., Florida 1477, Montevideo. Tel: 98-60-38. (Jackets only)
 F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur. (LP)
 Ricardo & Rodolfo Gioscia SA, 18 de Julio 1100, Montevideo. Tel: 90-01-13. Cable: GIOSPIANO. Telex: 901. Pres.: Rodolfo Mario Gioscia. (45 & LP)
 Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 95-35-53, 95-32-02. Telex: 737. Pres. & Gen. Mgr.: Jorge de Artea; Sales Mgr.: Frdo Leib. (Jackets only)
 Imprenta Cervantes (Socolovsky SA), Calle Durazon 939, Montevideo. Tel: 98-24-35, 91-72-32. Pres. & Gen. Mgr.: Jaime Socolovsky. (Jackets only)
 Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75, 90-63-80. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel: 90-23-45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

LABELS, DISK

Note: For tape labels see Professional Tape Supplies & Accessories.
 F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur. (45, LP)
 Ricardo & Rodolfo Gioscia SA, 18 de Julio 1100, Montevideo. Tel: 90-01-13. Cable: GIOSPIANO. Telex: 901. Pres.: Rodolfo Mario Gioscia.
 Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75, 90-63-80. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.
 Lagomarsino SA, Sarandi 429, Montevideo. Tel: 90-23-45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Telex: 901. Pres.: Jose Pedro Lopez Vidaur.
 Audio: Cassette labels.

• **accessories**

Sendor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONO-DORADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Olliu; Sales Mgr.: Omar Montano.
 Product: Record-45 rpm adaptors.

VENEZUELA

Population: 14,300,000.
 Rate of exchange: \$1 (US) = 4.29 bolivars.
 Per capita income: \$3000.
 Holidays: January 1, January 6 (Epiphany), Carnival, March 19 (St. Joseph's Day), Holy Thursday, Good Friday, Holy Saturday, April 19 (Declaration of Independence), May 1 (Labor Day), Ascension, Corpus Christi, June 24 (Battle of Carabobo), June 29 (Sts. Peter & Paul), July 5 (Independence Day), July 24 (Simon Bolivar's Birthday), August (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), Immaculate Conception, December 25.

• **record & tape manufacturers / distributors / importers**

All Stars (Producciones) CA, Apdo. Postal 29175, Caracas 1021-A. Tel: (02) 38-84-97. Cable: ALLSTARS. Pres.: A Casas Freire; Gen. Mgr.: Benito Vierter; Sales Mgr.: Victor H. Labrador.
 Labels: (Owned) All Stars, Morichal; (licensed foreign) Hispavox (Spain); Fantasy, Galaxy, Milestone, Prestige, Stax (all USA).
 Allium's Maracaibo Import CA, Centro Plaza, Nveel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO Labels; Gen. Mgr.: Irvin K. Allium Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allium.
 Labels: (Licensed foreign) Concord Jazz (USA).
 Andisco, see Divensa.
 Archiv, see PolyGram.
 Guillermo J. Arnal, Apdo. 62185, Chacao, Caracas. (Importer)
 B A S F Venezolana SA (IFPI), Edificio BASF, Calle Milan, Urb. Ind'l Los Rucses Sur, Caracas 107. Tel: (02) 22-72-221. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod Mgr.: Brigitte Schoner.
 Labels: (Owned) BASF; (licensed) Disneyland-Vista (USA), Durium (Italy), Egrem (Cuba), Music Asse (USA), PPX (USA), Trova (Argentina).
 Barclay, see PolyGram.
 Buho GM, see Grabaciones Mundiales.
 C B S / Columbia CA (IFPI) Apdo. 70169, Edif. Maploca II, 4th fl., Av. Principal N Cortijos de Lourdes, Los Rucses, Caracas 1071. Tel: (02) 239-61-06. Cable: COLRECORD. Telex: 25437. Gen. Dir.: Gonzalo Pena de la Torre; A&R Gen. Mgr.: Armando Calderon.
 Labels: (Owned) CBS/Columbia, Columbia, Epic; (licensed) A&M, American Int'l, Barnaby, Blue Sky, Boardwalk, Cleveland Int'l, Kirshner, Lorrmar, Monument, Ode, Philadelphia Int'l, Sam, TK, Tabu, Tappan Zee, Unlimited Cold, Zappa (all USA); Apple (UK), Jet (UK).
 C L R, see Los Rucses.
 Cachilapo, see Discorona.
 Casablanca, see PolyGram.
 Colibri, see Sonografica.
 Color, see Top Hits.
 Columbia, see CBS/Columbia.
 Cordica (Corp. Latinoamericana del Disco CA) (IFPI), Apdo. 70232, Edificio La Discoteca, 3rd fl., Calle Milan, Urbanizacion Los Rucses Sur, Caracas 107. Tel: (02) 22-64-22. Cable: CORDIS. Comm'l Mgr.: Sussy M. de Von Schwedler.
 Labels: (Owned) Cordis; (licensed) RCA Victor (USA)
 Cordis, see Cordica.
 Corona, see Discorona.
 Coprodisco CA, Apdo. 19336, Edif. Irgipma, Local 1, Mezzanina, Muerto a Gobernador, Caracas. Tel: 45-58-50, 45-08-78. Mng. Dir.: Manuel E. Pulido, Sales Mgr.: Hugo Davila.
 Labels: (Owned) Safari; (licensed foreign) Auvi (Spain), Belter (Spain), MCP (USA), TR (USA), Teca (USA).
 D G, see PolyGram.
 Decca, see PolyGram.
 El Disco de Moda CA, Piedras a Palmita, Caracas 1010. Tel: (02) 42-19-87, 42-87-38, 42-07-67. Cable: DISCOMODA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Alfonso Ramirez; Sales Mgr.: Quiliano Molina.
 Labels: (Owned) Discomoda (DCM).
 Discomoda Int'l (IFPI), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 1101. Tel: (02) 49-74-94. Cable: DISCOMODA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Peter Cernik S.; Sales Mgr.: Jesus E Espinosa; Label Mgr.: Rafael Rivas; RRPP Mgr.: Hector Vargas.
 Labels: (Owned) Discomoda, Jukebox, Mucer, OK, Orbe; (licensed foreign) Ampro (USA), Gamma (Mexico), Gravacoas Electricas (Brazil), Gull (UK), Happy Face (UK), Mustron (USA), Ovation (USA), Pye (UK), RKM (BeneLux), Rampage (UK), Ri-Fi (Italy), Satrii (UK), Talent (Norway), Toledo (Germany).
 Discorona CA, Apdo. 5995, Edif. Fonodisco, Rio a Fuente Soublette, Caracas 1010A. Tel: (02) 42-04-75, 42-73-34. Cable: PNDODISCO. Pres.: Evelio Alvarez C.; Gen. Mgr.: Gloria Alvarez C.; Sales Mgr.: Mario Gomez.
 Labels: (Owned) Cachilapo, Corona, Evesol, Millano; (licensed) Accion (Mexico), Condor (Ecuador), Falcon (USA), Felito (Colombia), Gas (Mex-

ico), Industria Nacional del Sonido (Colombia), Kubaney (USA), Marler (Spain), Polysom (Portugal), Tecla (Portugal), Tropical (Colombia), Vogue (France).
 La Discoteca CA, Apdo. 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Rucses Sur, Caracas 107. Tel: (02) 22-64-22. Cable: LADICO TECA. Pres.: Wilhelm Ricken; Comm'l Mgr.: Enrique Barros.
 Labels: (Owned) Lad, Sonjus.
 Disk, see Sonografica.
 Divensa Disquera Venezolana SA (IFPI), Edo. Tachira, Carrera 14-2-81, La Concordia, San Cristobal. Tel: (076) 27022, 27475. Pres.: Achim Wickel; Gen. Mgr.: Rafael Ollarves; Sales Mgr.: Fernando Herran.
 Labels: (Owned) Andisco, Divensa; (licensed foreign) Yuriko (Mexico).
 Epic, see CBS/Columbia.
 Eros, see Sonografica.
 Evesol, see Discorona.
 Fontana, see PolyGram.
 Grabaciones Mundiales CA (IFPI), Edif. Galaxia, Planta Baja, Boletta Norte, Calle Santa Clara, Caracas. Tel: (02) 34-75-71. Cable: PAMUSICA. Telex: 26232. Pres.: Arlindo Andrade Silva; VP: Ernesto Aue; Label Mgr.: Jorge Andrade; Sales Mgr.: Danny Hawkins.
 Labels: (Owned) Buho GM; (licensed foreign) Alhambra (Spain), Aris (Italy), Allantic/Alco (USA), Copacabana (Brazil), Cotillion (USA), Elektra/Asylum (USA), Libra (USA), Liznel (Porto Rico), Moveplay (Spain), Nonesuch (USA), Nuestra (Puerto Rico), Orfeu (Portugal), Papagayo (Puerto Rico), Reprise (USA), Ricordi (Italy), Telefunken (Germany), Tierrazo (Puerto Rico), WEA (Worldwide), Warner Bros. (USA).
 Grams, see El Palacio de la musica.
 H B, see El Palacio de la Musica.
 Heliodor, see PolyGram.
 Jukebox, see Discomoda.
 Karussell, see PolyGram.
 Lad, see La Discoteca.
 Latino, see Suramericana.
 Latinoamericana del Disco CA (Corp.), see Cordica.
 M G M, see PolyGram.
 Mercury, see PolyGram.
 Milano, see Discorona.
 Morichal, see All Stars.
 Mucer, see Discomoda.
 O K, see Discomoda.
 Orbe, see Discomoda.
 El Palacio de la Musica SA (IFPI), Apdo. 3637, Caracas 1010A. Tel: (02) 93-43-11. Cable: PAMUSICA. Telex: 29118. Pres.: Ernesto Aue; Gen. Mgr.: Miguel Angel Pina; Sales Mgr.: Carlos von Enem.
 Labels: (Owned) Grams, HB, Palacio, Solex, Tele-Ven; (licensed) Applause (USA), Delphine (France), Fania group (USA), Guajiro (USA), Liberty (USA), Motown (USA), Peerless (Mexico), Secco (USA), Vanguard (USA), West Side Latino (USA).
 Philips, see PolyGram.
 Polydor, see PolyGram.
 PolyGram Discos SA, Apdo. 19347, Caracas 1014A. Tel: (02) 483-8633. Telex: 21195. Gen. Mgr.: Gerardo Rodriguez Y.; Int'l Co-ord.: Stanley W. Stenhaus, Sales Mgr.: Gumersindo Miranda, PO Label Mgr.: Ana Maria (Pachy) Bertorelli; Classical Co-ord.: Carlos Palavicini; A&R Co-ord.: Alredo Churion; Promo. Mgr.: Manuel Rodriguez; Publ'g: Juan V. Lopez, Andres E. Billi; Bookings Mgr.: Carlos Manuel Acero.
 Labels: (Owned) Archiv, Barclay, Casablanca, DG, Decca, Fontana, Heliodor, Karussell, Mercury, Philips, Polydor, RSO, Verve; (licensed) Metronome (Germany), Pavo (USA).
 R P M Discos CA, Edif. Rovers, 3rd fl., No. 5, Cipreces a Santa Teresa, Tel: 45-43-81. Pres.: Robert Buckley; Promo. Mgr.: Cesar Esquivia; PR: Carlos Alamo; Int'l Mgr.: Leon Ras.
 Labels: (Owned) RPM.
 R S O, see PolyGram.
 Los Rucses SA (Corp.), Apdo. 70251, Calle Milan 402, Urbanizacion Los Rucses Sur, Caracas 107. Tel: (02) 22-64-22. Cable: ODEONSA. Pres.: Wilhelm Ricken; Comm'l Mgr.: Heiga Mostener.
 Labels: (Owned) CLR; (licensed) Carrere (France), Chiswick (UK), De-Lite (USA), EMI (worldwide), Harvest (UK), Purple (UK).
 Safari, see Coprodisco.
 Solex, see El Palacio de la Musica.
 Sonografica SA (Distribuidora), Apdo. 19347, Caracas 1014A. Tel: (02) 483-8633. Telex: 21195. Gen. Mgr.: Gerardo Rodriguez Y.; A&R Mgr.: Alfredo Churion; Sales Mgr.: Gumersindo Miranda; Int'l Dir.: Stanley W. Stenhaus.
 Labels: (Owned) Colibri, Disk, Eros, Sonografica; (licensed) America (Mexico), Capitol (USA), Cisne-Raff (Mexico), EMI-America (USA), Melody (Mexico).
 Sonoven CA, Apdo. 4672, Bucare A Puento Junin, Edif. El Sol, Local C, Caracas. Tel: 42-77-50, 42-00-04. Cable: SONOLUX.
 Sonus, see La Discoteca.
 Suramericana del Disco Srl (IFPI), Esq. Puento Restaurador, Mezzanina, Caracas. Tel: (02) 441-4444/4233. Cable: SURADISCO. Pres.: Antonio Jose Segura Gomez; VP: Hernando Izquierdo Fonseca; Promo. Dir.: Jorge Garcia.
 Labels: (Owned) Latino, Venus, Yare; (licensed) Alshire (USA), Barclay (France), Belter (Spain), Famoso (Ecuador), Fonobasa (Colombia), Fonomez (Mexico), Santana (Colombia), Vergara (Colombia), Victoria (Colombia).
 Tele-Ven, see El Palacio de la Musica.
 Top Hits CA (Discos), Apdo. 70498, Edificio Contimaca, Calle Milan 402, Urbanizacion Los Rucses Sur, Caracas 107. Tel: (02) 22-64-22. Cable: LADICOTECA. Pres.: Wilhelm Ricken; Comm'l Mgr.: Oscar Serfaty.
 Labels: (Owned) Color, Top Hits.
 Velvet de Venezuela SA, Apdo. 19134, Edificio Andrea Doria, Off. 1, Rio a Puento Soublette, Caracas 101. Tel: (02) 41-40-62, 42-20-19. Cable: VELVESA. Telex: 26263. Pres.: Jose Page Barrios; Gen. & Sales Mgr.: Antonio Vallenilla; A&R Mgr.: Luis F. Mendoza; Int'l Affairs Mgr.: Sandro Maraudu.
 Labels: (Licensed) Arista (USA), Fuentes (Colombia), Gema (USA), Infopesa (Peru), MCA (USA), Prelude (USA).
 Venus, see Suramericana.
 Verve, see PolyGram.
 Yare, see Suramericana.

• **music publishers**

Intersong SA, c/o PolyGram SA, Apdo. 5458, Caracas. Rep.: Paul Erlich.
 M L L CA (Producciones Musicales), Av. La Colina, Quinta, Elyraida, Las Acacias, Caracas 104.
 Mundo Musical Publ'g, Apdo. 70169, Maploca II, 4th fl., Av. Principal Los Cortijos de Lourdes, Los Rucses, Caracas 1071. Tel: (02) 239-61-06. Cable: CDLRECORD. Telex: 25437. Gen. Dir.: Gonzalo Pena de la Torre; Gen. Mgr.: Mario Garcia.

Orbe Eds. Musicales, PO Box 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: ORBEMUSA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Lilia de Garcia.
 Selmusica (SACVEN), Apdo. 3637, Caracas 101A. Tel: (02) 93-43-11. Cable: PAMUSICA. Telex: 29118. Pres.: Ernesto Aue; Gen. Mgr.: Nelida Pietri.
 Sonodisora SA (SACVEN), Apdo. 19347, Caracas 101AA. Tel: (02) 41-39-91. Telex: 21195. Gen. Mgr.: Gerardo Rodriguez Y.; Prof. Mgr.: Juan Vicente Lopez.
 Suramericana Musica (Ed.), Esq. Puente Restaurador, Mezzanina, Caracas. Tel: (02) 45-10-24, 45-20-53. Cable: SURAOISCO.
 Universal Music Publ'rs CA (Unimusic), Apdo. 70419, Av. Milan 402, Urbanizacion Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: UNIMUSICA. Pres.: Wilhelm Ricken.
 Velvet (Ed. Musical) CA, Apdo. 19134, Caracas 101A-A. Tel: (02) 42-20-19. Cable: VELVESA. Telex: 26263. Pres.: Jose Page Barrios; Gen. Mgr.: Armenia Angelino.

• services

LICENSING ORGANIZATION, MUSIC

SACVEN (Sociedad de Autores y Compositores de Venezuela), Edif. VAM, 9th fl., Torre Oeste, Av. Andres Bello, Caracas 1050. Tel: (02) 573-2389/1589/0167. Dir. Gen.: Luis Alfonso Larrain. (Mechanical, performing & theatrical rights).

PLATING, PROCESSING & PRESSING PLANTS

Audio Matrices de Venezuela CA, Rio a Puente Soublette, Edif. Andrea Doria, Of. 3, Caracas. Tel: (02) 41-01-23. Chief Exec.: Jose Page Barrios; Gen. Mgr.: Humberto Torealba. (Disk mastering only)
 Criodisca (Productora Criolla de Discos CA), Apdo. 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: LAODITECD. Pres.: Wilhelm Ricken; Gen. Mgr.: Dr. Klaus Koller.
 Dark (Fabrica de Discos), Apdo. 8087, Avda. Intercomunal de Antimano 60, Urb. Carapa, Caracas 101. Tel: (02) 49-49-09, 49-80-79.
 Favedita (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 1100. Tel: (02) 49-74-91. Cable: FAVE-DICA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez.
 Gramsa (Grabaciones de America SA), Pedras a Pte. Restaurador 128, Caracas 101. Tel: (02) 41-54-22. Cable: PAMUSICA. Telex: 26232. Pres.: Gladys de Aponte; VP: Herbert Venjakob.
 Sonografica CA (Ind'l), Apdo. 19347, Caracas 101AA. Tel: (02) 41-39-91. Telex: 21195. Gen. Mgr.: Gerardo Rodriguez; Sales Mgr.: Gumersindo Miranda. (Pressing only)

RECORD PROMOTION

Seneca & Co., PO Box 18, Concordia 5050A, San Cristobal. Tel: (076) 43-53-37, 29529. Pres.: Eduardo Mendez U.; Sales Mgr.: Ricardo Marquez R.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configuration which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Favedita (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVE-DICA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez. (PKG)
 Audio: Cassette.
 Lider Multicassette CA, Apdo. 19134, Rio a Puente Soublette, Edif. Andrea Doria, Mezzanina, Caracas 101. Tel: (02) 42-76-32. (PKG—audio only)
 Audio: cassette.
 PolyGram Discos SA, Apdo. 5458, Edificio PolyGram, 1st fl., Calle 6 & 8, La Urbina, Caracas 1070-A. Tel: (02) 35-08-25. Cable: POLYLOOR. Telex: 24235. Gen. Mgr.: Helga Moslener; Tech Mgr.: Werner Hohmann.
 Sonografica CA (Ind'l), Apdo. 19347, Caracas 101AA. Tel: (02) 41-39-91. Telex: 21195. Gen. Mgr.: Gerardo Rodriguez; Sales Mgr.: Gumersindo Miranda. (PKG—audio only)
 Sonus Electronics CA, Apdo. 70380, Edificio La Discoteca, Urbanizacion Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: SONUS.
 Audio: 8-tr., cassette, open reel.

• supplies

CARRIAGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS

Allum's Maracaibo Import CA, Centro Plaza, Nivel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO. Telex: 31183. Exec. VP: Irvin K. Allum Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allum.
 B A S F Venezolana SA, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Carlos Thiemann.
 Audio: Cassette.

JACKETS & SLEEVES
LABELS, DISK

Favedita (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVE-DICA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez.

TAPE, BLANK LOADED & BULK RAW

B A S F Venezolana SA, Apdo. Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Carlos Thiemann. (Blank only)
 Audio: Cassette.
 Favedita (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVE-DICA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriguez.
 Audio: DISCOMODA cassette

• accessories

Allum's Maracaibo Import CA, Centro Plaza, Nivel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO. Telex: 31183. Exec. VP: Irvin K. Allum Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allum.

Product: Record—carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

VIRGIN ISLANDS

Population: 95,500.

• record & tape manufacturers / distributors / importers

Westindy Music Co. Inc., PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774-4488. Pres.: Wilbur La Motta; Gen. Mgr.: Leroy A. La Motta. Labels: (Owned) Cultural Dimensions, Westindy.

• music publisher

Westindy Music Co. Inc. (ASCAP), PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774-4488. Cable: WESTINDY. Pres.: Wilbur La Motta.

YUGOSLAVIA

Population: 22,474,000.

Rate of exchange: \$1 (USD) = 82 Dinars.
 Per capita income: \$2,800.

Holidays: January 1 & 2 (New Year's), May 1 & 2 (Labor Day), July 4, November 29 & 30 (Day of the Republic).

RECORDS & TAPES:

Note: Sales figures are rough estimations since no company reports the exact sales.

Record sales certification awards: Silver single—50,000 units; gold single—100,000 units; platinum single—200,000 units. Silver LP—12,500 units; gold LP—25,000 units; platinum LP—50,000 units.
 Records sold domestically including imports (retail value): LP's 1982—6,500,000 units, \$17,000,000; 1981—7,000,000 units, \$21,000,000. Singles 1982—12,000,000 units, \$6,000,000; 1981—13,000,000 units, \$10,400,000.

Records exported to USA (factory value, FOB): 1982—60,000 units, \$120,000.

Records exported to countries other than USA (factory value, FOB): 1982—700,000 units, 1,400,000.

Average retail price per record: LP's—\$2.50; singles—\$.50.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer exclusively.

Type of promotion: Mainly radio, television, film clips and promotional tours; newspapers, too. Record companies usually promote only domestic product, as licensed records sell well without promotion.

TAPE:

Market: Audio—The cassette is the prevailing configuration and its sales would still be growing if imports were not limited. There are no 8-tr. and open reel. Video—Video is still very minor. This year only three experimental programs were released.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1982—5,000,000 units 1981—5,000,000 units.
 Average retail price per tape: Cassette—\$3.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios—4,891,000; television sets—4,574,000; color sets—350,000.

RADIO STATIONS:

No. of government: 8 major and 189 minor radio stations.
 Comment: Programs are mainly recorded, with repertoire being officially declared to be 70% domestic and 30% international.

TELEVISION STATIONS:

No. of government channels: 9, 87% in color (PAL).
 Comment: Television shows feature informative programs, films (50% American), serials, live broadcasts of sports, and musical events.

IMPORT/EXPORT REGULATIONS:

The importation of records and musicassettes is not permitted.

MARKET ANALYSIS:

Because of severe restrictions on payments and royalties to licensors, the importance of domestic product is growing. Rock in general and especially the newly composed national (country) music (albums selling 300,000 to 500,000 copies are not rare) are gaining ground compared to middle-of-the-road. Mita Volic

• record & tape manufacturers / distributors / importers

Diskoton Produkcija Gramofonskih Ploca & Kazeta, Hasana Brica 58a, 71000 Sarajevo. Tel: (071) 33-613, 33-583. Dir.: Bilic Nenad; Musical Mgr.: Vujovic Slobodan.
 Helidon Tovarna Gramofonskih Ploca, Vodnikova 42, 61000 Ljubljana. Tel: (061) 551-379. Gen. Mgr.: Joze Kosar; Sales Mgr.: Vilko Orsenik; Prod'r: R. Miladen Foric.
 Labels: (Owned) Helidon.
 Jugodisk (IFPI), Ljubicka 15, Belgrade. Tel: (11) 473-009, 471-149. VP: Bozidar Gocic; Gen. Mgr.: Zivadin Jovanovic; Sales Mgr.: Ratibor Divnic.
 Jugoslovenska Kniga, Obilicev Venac 24, Belgrade. Tel: 623-799. (Importer/Exporter).
 Jugoton (IFPI), Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak; Int'l Mgr.: Gvozden Vidovic; Repertoire Dept. Head: Dubravko Majnarin; Int'l Repertoire & Label Mgr.: Veljko Despot; A&R Pop Div.: Vojno Kundic; A&R Rock Div.: Sinisa Skarica; Classical Div.: Vida Ramusack; Folk Repertoire: Mirko Gavrilovic; Children's & Spoken Word Editor: Ljerka Markovic.

Labels: (Owned) Jugoton; (licensed foreign) Bronze (UK), Capitol (USA), Decca (UK), EMI (UK), Elite Special (Switzerland), Fantasy (USA), Hansa (Germany), Island (UK), Milestone (USA), Prestige (USA), RCA (USA), RAK (UK), United Artists (USA), Virgin (UK), Vogue (France).
 Prosveta, PO Box 555, Terazije 16, 11001 Belgrade. Tel: 20-566. Telex: 11609. Dir.: Slavko Kalaba. (Importer/Exporter).

R T B, see Record Prod'n.

R T V Recs. & Tapes, Dalmatinova 10, 61000 Ljubljana. Tel: (061) 311-922. Tel: 31118. Mng. Dir.: Igor Robeznik; Label Mgr.: Anđej Sifer.
 Labels: (Owned) RTV Ljubljana; (licensed) CNR (Netherlands), Casablanca (USA), Chrysalis (UK), Jupiter (Germany), Mirus Music (USA), Mute (UK), Red Bus (UK), Ricordi (Italy), Sonet (UK), Stiff (UK).
 Record Prod'n of Radio-Television Belgrade (IFPI), Makedonska St. 21, 11000 Belgrade. Tel: 320-277. Cable: RTB RECDROD. Telex: 12030. Gen. Mgr.: Stanko Terzic.

Labels: (Owned) RTB; (licensed) A&M (Europe, USA), Ariola-Eurodisc (France, Germany, Spain, USA), Carrere (France), Cherry Pie (Australia), First American (USA), Hispavox (Spain), Polar (Sweden), PolyGram (Germany, Netherlands), Sonet (Sweden), Sugar Hill (USA), Teldec/Storyville (Germany), Timeless (Netherlands).

Sarajevodisk, Djure Djakovica 17, Sarajevo. Tel: (071) 23027. Dir.: Muradif Brkic. (Distributor)

Studio B, Produkcija Gramofonskih Ploca, (Radiodifuzna Org.), PO Box 10, Masarikova 5, 11000 Belgrade. Tel: (011) 684-798. Dir.: Dragan Markovic; Gen. Mgr.: Dragan Vidak; Sales Mgr.: Zorica Mladenovic; Musical Editor: Slobodan Konjovic.

Labels: (Owned) Studio B; (licensed) EMI (UK), Pye (UK).
 Sumadija—Produkcija Ploca, Batocian kod Kragujevca. Tel: (034) 81-187.
 Suzy Recs. (div. of Zalozba Obzorna Maribor), PO Box 729, Gruska 10, 41000 Zagreb. Tel: (041) 519-955. Cable: PGP SUZYGB.
 Labels: (Owned) Suzy; (licensed) CBS (USA), WEA Int'l (USA).

• music publishers

Favorite Music, PO Box 729, Gruska 10, 41000 Zagreb. Tel: (041) 519-955. Cable: PGP SUZYGB.

Jugoton Eds. Musicales—JEM, Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak; Publ'g Mgr.: Dubravko Majnarin.

Kinell Music (Eds. Musicales), Vinogradska 3, 41000 Zagreb. Tel: (041) 573-462. Pres. & Gen. Mgr.: Mario Kinell.

R T V Recs. & Tapes, Dalmatinova 10, 61000 Ljubljana. Tel: (061) 311-922. Telex: 31118. Mng. Dir.: Igor Robeznik.

Zabavne Melodije, Berislaviceva 9, 41000 Zagreb. Tel: (041) 442-084.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Jazz & Light Music Musicians, Kneza Milosa St. 10, 11000 Belgrade. Tel: 333-627.

Composers Association of Croatia, Berislaviceva 9, 41000 Zagreb. Tel: (041) 440-025.

F I D O F (Federation Int'l des Organisateur des Festivals), PO Box 370, 58000 Split. Tel: (058) 514-014. Cable: FIDOF. Telex: 26350. Pres.: Augusto Agiero; Sec'y Gen.: Armando Moreno.

Jugoslovenska Radio-Televizija (Radio & TV), Borisa Kidrica 70/1, 11000 Belgrade. Tel: (011) 433-647, 433-718. Cable: JURATE. Telex: 11469. National Committee of the Int'l Music Council, Misarska 12-14, Belgrade. Tel: (011) 334-771.

S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade. Tel: (011) 334-771. Cable: SOKOJ. Pres. of Presidency: Vojin Komadina; Sec'y: Toma Prosev.

Union of Yugoslav Concert Artists, Terazije 26, Belgrade. Tel: (011) 322-732. Cond.: Angel Surev.

LICENSING ORGANIZATIONS, MUSIC

S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade. Tel: (011) 334-771. Cable: SOKOJ. Pres. of Presidency: Vojin Komadina; Sec'y: Toma Prosev. (Mechanical & performing rights).

PLATING, PROCESSING & PRESSING PLANTS

Helidon Tovarna Gramofonskih Ploca, Vodnikova 42, 61000 Ljubljana. Tel: (061) 551-379. Gen. Mgr.: Joze Kosar; Sales Mgr.: Vilko Orsenik. (Pressing plant only)

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak; Prod'n Mgr.: Stjepan Novak.

RECORD PROMOTION

R T V Recs. & Tapes, Dalmatinova 10, 61000 Ljubljana. Tel: (061) 311-922. Telex: 31118. Mng. Dir.: Igor Robeznik; Label Mgr.: Anđej Sifer.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak; Prod'n Mgr.: Stjepan Novak.
 Audio: Cassette.

• supplies

PROFESSIONAL TAPE SUPPLIES & ACCESSORIES
TAPE, BLANK LOADED & BULK RAW
TAPE DUPLICATING EQUIPMENT

Progres-Hemoteks Direkcija BASF, PO Box 527, Knez Mihajlova 27/II, YU-11000 Belgrade. Tel: (011) 624-222. Cable: JUGOPROGRES. Telex: 11109.

• accessories

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Mirko Bosnjak; Prod'n Mgr.: Stjepan Novak.
 Product: Record—45 rpm adaptors.

RECORD COMPANIES

• Continued from page 40

Ware, see Holy Spirit.
 Warner Bros. Recs. Inc., 3300 Warner Blvd., Burbank, Calif. 91510. Tel: (213) 846-9090. Bd. Chm.: Mo Ostin; Pres.: Lenny Waronker, Exec. VP & Treas.: Murray Gittin; Sr. VP Mktg.: Russ Thyret; Sr. VP Bus. Affairs: David Berman; Sr. VP, Pub. & Artist Development Dir.: Bob Regehr; Sr. VP, A&R Dir.: Ted Templeman; VP, Pub. Dir.: Bob Merlis; VP Nat'l Sales; Lou Dennis; VP Sales Black Music; Oscar Fields; VP, Nat'l Single Sales Mgr.: Mark Maitland; VP, Royalties & Licensing: Fern Cranston; VP, Controller: Jim Walker; VP Mktg. Nashville; Vic Faraci; VP Artist Relations: Carl Scott; VP Int'l: Tom Ruffino; VP Prod. Mgmt.: Clyde Bakkeno; VP A&R: Tommy LiPuma; VP Creative Dir.: Pete Johnson; VP Creative Servs & Opts. Dir.: Adam Somers; VP Promo. Dir.: Howard Rosen.
 Branches: New York, N.Y., 3 E. 54 St. Zip: 10022. Tel: (212) 832-0950.
 VP Int'l Talent: Seymour Stein; N.Y. Pub. Opts. Dir.: Liz Beth Resenberg—Nashville, Tenn., PO Box 120897, Zip: 37212; 1815 Division St. Zip: 37203. Tel: (615) 320-7525. Sr. VP Nashville Div.: Jimmy Bowen; Div. VP & Gen. Mgr.: Ewell Russell; Div. VP Promo.: Nick Hunter; Artist Relations & Pub. Dir.: Janice Azrak.
 Distribution branches: See Record & Tape Wholesalers section for listings for Warner/Elektra/Atlantic Corp.
 Labels: (Owned) Reprise, Sire, Warner Bros., (distributed) Bearsville, Dark Horse, ECM, Geffen, Qwest, Slash, WVA.
 Warner Recs., 12341 Lincoln Way E., Orville, Ohio 44667. Tel: (216) 683-1451.
 Warwick, see East Allegheny.
 Washboard, see Sonic Arts.
 Waterhouse Recs., 526 Nicollet Mall, Minneapolis, Minn. 55402. Tel: (612) 332-6575. Opts. Dir.: Gary Marx; Nat'l Promo. & Mktg. Dir.: Kevin St. John.
 Wave Recs. Inc., 1170 Broadway, Suite 406, New York, N.Y. 10001. Tel: (212) 686-0777. Pres.: Louis Magrino.
 Wave Songs, see World Ent.
 Waylon, see Times Mgmt.
 Fred Weinberg Prods Inc., 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 322-5778, NYC (212) 644-2810. Pres. & Chief A&R: Fred Weinberg; VP, Pop A&R: J. R. Weinberg; Classical A&R: David Carey Lehman; Rep.: Midge Steadman; Bus. Servs.: Edward Axelrod.
 Labels: (Owned) FWP, Frejo, WAE, WAVE, WNA.
 Welch Grape Rec. Co., 991 Oak St., West Barnstable, Mass 02668. Tel: (617) 362-4908. Pres.: Michael Welch.
 Welle Legacy of Piano Treasures, see Recorded Treasures.
 Wergo, see Celestial Harmonies.
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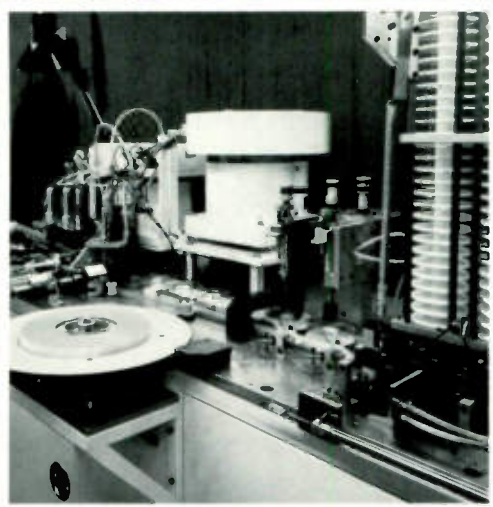
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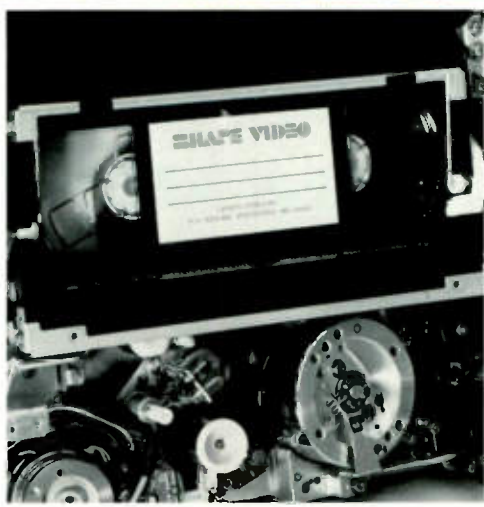
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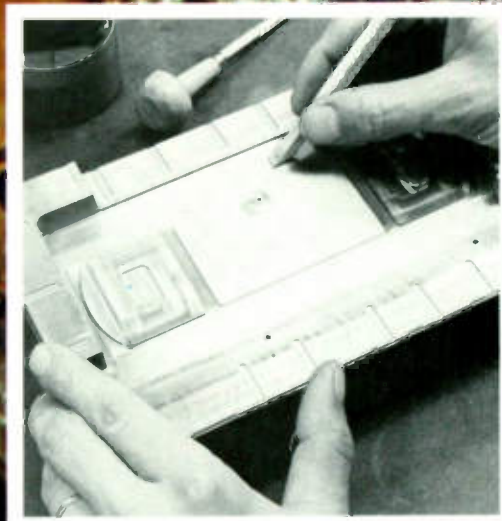
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